



PRESS INFORMATION

ARCAD Software Opens Netherlands Office

ARCAD Software BV will focus on the company's strategic clients, multinational businesses, and change management upgrades.

ANNECY, FRANCE, and PETERBOROUGH, NH – October 2, 2008 – ARCAD Software, developer of solutions that manage change and modernize business applications for IBM i and open systems teams, announces the opening of ARCAD Software BV in Dongen, Netherlands.

ARCAD Software BV will provide local support for ARCAD's Dutch customers, in particular Van Lanschot Bankiers, one of the company's strategic clients. It will also strengthen ARCAD's presence in the Netherlands in terms of supporting deployed licenses with local professional services.

"It is an opportune time for us to consolidate our position in the Netherlands," says ARCAD CEO and Chairman Philippe Magne. "First of all, we already have reference accounts in the country. Second, the well-publicized sales of other change management software companies and the effect of the acquisitions on the viability of those companies' products present important upgrade potential for ARCAD."

"Replacing a change management tool that is already in place is not easy, especially when the product has performed satisfactorily in the past. That is why we explain to clients that this is not a replacement, but rather an evolution – a new dimension in change management," he says. "Today, regulatory constraints, security requirements, and strong integration of new technologies require a broader approach to change management. Moving to ARCAD solutions presents the opportunity to move into a new era," says Mr. Magne.

"ARCAD Software BV will also have to contend with a well-established local competitor. Therefore, our sales efforts will focus at first on multinational companies in all industry sectors," says Mr. Magne. He adds, "Our local competition cannot match the functional richness of the ARCAD offer, or our availability to customers based on our on-site resources and 24/7 worldwide support – all things that large accounts pay special attention to today."

About ARCAD Software Inc.

Founded in 1992, ARCAD Software offers a new dimension in change management for IBM i, Windows, UNIX, and Linux environments. The company publishes and sells an integrated software suite that automates the software development process, manages change, and makes deployment of new versions of enterprise applications more reliable. Solutions range from incident and request management to impact analysis, version control, documentation, test automation, and multi-platform deployment. ARCAD's staff is largely based in France (Paris and Annecy) and the United States (Peterborough, NH), with other locations worldwide.

All ARCAD Software solutions follow the IBM i Developer Roadmap, making them an integral part of the application modernization process, and ARCAD is among the top three suppliers of Application Lifecycle Management solutions in the IBM i world. For more information, please visit www.arcadsoftware.com.

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