

## **RES Software Achieves 185 Percent Growth in Target Markets and Accelerates Expansion within Key Geographies**

*50 Percent Overall Year-Over-Year Growth and Record First-Half Bookings Realised, RES Poised for Aggressive Second-Half Growth*

**Frimley, UK – 8<sup>th</sup> August 2011** — [RES Software](#), the proven leader in dynamic desktop solutions, today announced total licence bookings in target growth markets, including U.S., U.K., Germany, France and Nordics, grew 185 percent in USD volume. The success in these markets has resulted in 50 percent overall year-over-year growth and record first-half bookings. This rapid growth has fuelled additional investment and expansion, especially in the North American market, including Cambridge, New York, Atlanta, Chicago, Dallas, San Francisco and Redmond, WA. The first half of the year also marked significant channel growth across the Americas.

The recent opening of the RES Software U.S. office in the Kendall Square area of Cambridge strategically positions the company in close proximity to the Massachusetts Institute of Technology (MIT) and the east coast offices of Microsoft. Additionally RES Software opened an office on the [Microsoft campus in Redmond](#), where the company is establishing a demo lab onsite, giving customers and Microsoft personnel direct access to live environments running RES Dynamic Desktop Studio.

In the first half of 2011, RES Software also continued to solidify and build on existing relationships with key technology partners. RES Software was elevated to [Citrix Ready Leadership Partner](#) as a result of the positive impact its technology has on IT's ability to manage the user experience across Citrix desktop virtualisation solutions. RES Software also announced a [multi-year strategic commitment](#) to Microsoft's System Center product family during the Microsoft Management Summit. Working closely with Microsoft, RES Software launched a new Azure-based service, [RES Baseline Desktop Analyzer](#) (BDA). BDA is a [free service](#) and provides organisations with critical data to make informed decisions about desktop deployment related initiatives prior to execution. RES Software continues to be a member of the Microsoft Managed ISV Partner Programme, a status achieved by less than five percent of all Microsoft ISV partners.

“As the only user state virtualisation vendor offering a full suite of workspace management and automation management technologies, RES Software Dynamic Desktop Studio provides maximum value for organisations looking to deploy and manage increasingly common and complex hybrid desktop environments,” said Klaus Besier, Chairman and CEO of RES Software. “A recent report<sup>\*</sup> from The 451 Group projects that the user state virtualisation market will grow at a compound annual growth rate of 61% through to 2014, and Goldman Sachs expects it to become a \$2.4 billion market in the next four years. RES Software will continue to innovate and position itself strongly to deliver the solutions our customers need to effectively manage and secure how IT services are offered to today's dynamic workforce. We greatly appreciate our customers' continued endorsement and support of our technology.”

To support predicted market growth and elevated relationships with technology partners, RES Software plans to continue adding strategic roles in the United States. The new RES Software team members bring decades of experience in the desktop management and virtualisation space, ranging from Microsoft, Softricity, VMware, IBM and Wyse. They are leveraging this experience in cementing RES Software as

the preferred vendor for customer and partners who require management solutions for the modern desktop technologies, including Windows7, Apple iPads, Citrix XenApp, XenDesktop and VMware View.

“The increase in awareness and adoption of user state virtualisation across North America has been tremendous over the past year. The technology trends in today’s enterprises are driving RES Software solutions to turn into a ‘must have’ in today’s complex IT environment,” said Jim Kirby, President, RES Software Americas. “The channel is well aware of the opportunity that this trend represents, and because of that, we’ve seen significant expansion in our reseller channel. Many channel partners are adding RES Software to their solution set because it enables them to accelerate projects and build customer satisfaction for their customers.”

Investment in other key markets will continue, with hiring plans in place for the U.K., Germany and the Nordics. The U.K. has already seen headcount grow by 50 percent, and the Nordic region has experienced record sales with expectations of continued growth through the remainder of 2011.

RES Software was recently named the most [comprehensive user state virtualisation solution](#) in a third party analysis by PQR. The “User Environment Management Smackdown” report is available for [download](#) on PQR’s website. RES Software was also recognised by Red Herring as a [Top 100](#) Tech Startup earlier this year.

For more information on RES Software please visit:

- RES Software Solutions On the [Web](#)
- RES Software On our [Blog](#)
- RES Software On [Twitter](#)

### **About RES Software**

RES Software, the recognised leader in dynamic desktop solutions, is driving a paradigm shift in the way organisations manage, maintain and reduce the cost of their desktop infrastructure. RES Software’s award-winning, patented products enable IT professionals to manage and deliver secure, personalised and compliant desktops independent of the underlying computing infrastructure – thin clients, virtual desktops, physical desktops, or server-based computing environments. The company empowers customers, from small to medium-sized businesses to global enterprises, to reduce desktop complexity and meet the essential needs of a dynamic workforce that require on-demand access to their personalised workspaces. For more information, follow updates on Twitter @ressoftware and visit [www.ressoftware.com](http://www.ressoftware.com).

\*The Desktop Virtualization Ecosystem Overview, Report II, July 2011, 451 Market Monitor

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