

KACE CEMENTS LEADERSHIP POSITION IN THE SYSTEMS MANAGEMENT APPLIANCE SPACE WITH 13th STRAIGHT QUARTER OF GROWTH

Tripling of Revenue, Acquisition of AppDeploy.com, Product Innovations, and Industry Award Recognition among 2007 Highlights

MOUNTAIN VIEW, Calif. –January 15, 2007– [KACE](#), the leading systems management appliance company, today announced the results of an extraordinary 2007, with a 300 percent increase in revenues and the addition of more than 250 new customers worldwide. In the final quarter of 2007, KACE experienced its 13th straight quarter of record growth. KACE made tremendous traction throughout the year by building on its brand awareness both domestically and internationally through key partnerships and acquisition, and was recognized for its innovative [KBOX family of management and deployment appliances](#) with multiple industry awards to further solidify its market leadership position in the systems management appliance space.

“The success of KACE has been validated by our continued rapid growth, industry recognition, and increased general market awareness for our proven appliance-based systems management technology,” said Rob Meinhardt, co-founder and CEO of KACE. “And as added validation for our winning technology, we were happy to see many new customers coming to us in 2007 from Altiris, LANDesk, and even Microsoft to help solve their systems management needs. Our present success is a foundation from which we can build on for years to come.”

KACE helps customers save time and money. Systems managers are often forced to wear many hats throughout the day to work on a myriad of IT functions. KACE helps consolidate these functions providing a single appliance for all of their projects, while delivering easy-to-use, comprehensive systems management that is affordable. The KBOX family of appliances fulfills all of the systems management needs of a medium enterprise from initial computer deployment to ongoing management and retirement.

"We originally brought in Altiris to manage our complex IT environment, but found their solution to be cumbersome, expensive, and the performance left something to be desired," said Guy Fuller, director of Information Technology for Northwestern Memorial Physicians Group. "The thing about Altiris was we spent more time fixing it than using it. We replaced the system with the KBOX by KACE and immediately saw positive results and an ROI of just three months. The appliance solution is brilliant in its simplicity and the ease-of-use and reliability it offered us was very reassuring. Based on the problems we had with Altiris, it was shocking to see the savings KBOX offered us. I can explain the KBOX in these words: easy-to-use, simple, and affordable—everything we were looking for in a systems management solution."

Among the many key 2007 milestones for KACE are:

- Three hundred percent increase in revenues, addition of more than 250 new customers worldwide
- Thirteenth quarter of consecutive growth
- Significant international growth, especially in EMEA and APAC
- Acquisition of AppDeploy.com, the Internet's largest free online community of application and computer administrators
- Strategic partnerships with VMware, Lumension (formerly PatchLink), and GuardianEdge
- Numerous industry awards and inclusion in "top company" listings, including: *Windows IT Pro's* Most Innovative Product at the Microsoft Management Summit 2007, Best of Show nominee and winner of Best Presentation at the Gartner Midsize Enterprise Summit in September 2007, *IT Week's* Editor's Choice Award, *Redmond Magazine's* 2008 Editor's Choice Award for Easiest to Use/Manage, and inclusion in *Network World* magazine's Top Ten Management Companies to Watch and *Computer Reseller News* magazine's Emerging Companies to Watch lists.

Additionally, 2007 brought dramatically expanded functionality to KACE's technology, allowing for the management of the entire lifecycle of PCs and servers. Major technology improvements and upgrades in 2007 included the rollout of the KBOX Asset Management Module, AppDeploy Live, K-image and KBOX Pre-Installation Environment (KPE), role-based permissions and many more. KACE also announced significant new Patch Management and Help Desk functionality during the year.

About KACE™

KACE™ is the leading systems management appliance company. The award-winning KBOX™ family of appliances delivers easy-to-use, comprehensive systems management capabilities. KACE customers usually install in one day at one third the cost of software alternatives.

KACE is headquartered in Mountain View, California. To learn more about KACE and its product offerings, please visit <http://www.kace.com> or call 1-877-MGMT-DONE.

Helpful Links:

- [KBOX 1000 Series Systems Management Appliances](#)
- [KBOX 2000 Series Systems Deployment Appliances](#)

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