

News Release

SaaS Enterprise Valuations Will Continue Fast Growth for Next 12-24 Months According to *martinwolf* MW IT Index[®] Report for 2011

Report based on proprietary analysis provides year-end snapshot of enterprise value of IT outsourcing and managed services companies

San Ramon, California, February 1, 2012 – *martinwolf*, the world’s leading middle market IT M&A advisory, today released its MW IT Index[®] for 2011. The Index is a proprietary analysis that serves as a benchmark and guide to better understand how key financial metrics affect the enterprise value of IT outsourcing and managed services companies. The Index continually tracks the enterprise value of 120 companies in IT Services and Business Process Outsourcing (BPO); IT Supply Chain Services; and Software including SaaS.

According to Marty Wolf, Founder and President, “The MW IT Index is the only index of its kind in our industry. We use it to counsel buyers and sellers of companies and companies use it to better understand how business decisions they make every day can either build or destroy enterprise value.”

Key findings by industry include:

- SaaS, which has experienced accelerated growth and premium valuation multiples over traditional software companies, will continue its fast growth for the next 12-24 months, especially in new segments and specialized industries;

- BPO will continue to see valuation growth driven by market demand for specialized solutions;
- IT Supply Chain Services are mature segments and companies will see continued consolidation; and
- The traditional enterprise Software market is really giving way to SaaS.

For a more information about the MW IT Index for 2011 report, and to find a copy of the report, please visit <http://martinwolf.com/mw-index>.

About the MW IT Index

The MW IT Index[®] is an analysis using securities that are weighted according to the market value of their outstanding shares. The Index includes 120 IT companies traded in the U.S. stock markets (NYSE, NASDAQ, and OTC) that are a composite representative sampling of enterprise values in the following categories:

1. IT Services & Business Process Outsourcing (BPO) - 52 companies, including seven in BPO
2. IT Supply Chain Services 23 companies
3. Software 45 companies, including 20 in SaaS

The Index starts on December 31, 2007 with a value of 1000.

About *martinwolf*

martinwolf is the world's leading middle market IT M&A advisory. Since 1997, the firm has completed more than 100 transactions in six countries. Its knowledge and experience with IT outsourcing and managed services combined with its disciplined approach, which includes a proprietary, proven, step-by-step work plan customized for

each client, has produced one of the highest transaction completion rates in the industry.

martinwolf is a member of the Merrill Lynch PS Referral Network and is an exclusive strategic partner to ICICI Bank, India's leading private bank) for acquiring U.S. IT companies. Member FINRA, SIPC. For more information, visit <http://www.martinwolf.com>.

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