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**SCALABLE SOFTWARE LAUNCHES NEW WORLDWIDE  
CHANNEL PARTNER PROGRAM**

***Paragon Development Systems, Inc. Honored With Scalable Software Partner of The  
Year Award***

HOUSTON, TX. (March 24, 2003) – Scalable Software, Inc., the leader in IT asset optimization, today announced the launch of its new worldwide Channel Partner Program. The newly expanded program is designed to add profit to an organization's bottom line and enhance existing customer relationships by helping companies understand the value of their IT resources. Scalable Software's award winning Survey product allows businesses to manage their IT resources as a portfolio of assets for increased business value, by correlating enterprise hardware, software and printers with actual usage.

"Our strategy is to partner with world-class resellers who share our commitment to customer success," said Ron Smith, director of worldwide channels and business development. "Survey provides partners an opportunity to leverage their company's existing core competencies to sell not only software, but also installation, consulting and integration services. Survey is well suited for all target markets and quickly makes a difference to a company's bottom line."

Scalable long-time channel partner, Paragon Development Systems, Inc. (PDS) has experienced time again the many advantages Survey affords customers, like hard-dollar savings, valuable usage metrics and a better understanding of enterprise IT assets. There also exist limitless opportunities for both parties to increase business development and maximize revenue growth.

To commence the new worldwide Channel Partner Program, Scalable Software recently honored PDS with the Partner of the Year Award for its leadership in providing Survey products to customers worldwide. Scalable Software annually bestows the honor to a partner who's exemplified a strong commitment to its clients, innovation, and providing customer value and satisfaction through the delivery of Scalable products.

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PDS improves the way customers plan, procure, deploy, manage, support and retire their IT assets. As a renowned IT lifecycle management company, PDS continues to offer high-end computing solutions and a wide-array of enterprise services to help their customers succeed.

“This award is truly an honor for our company, particularly since we are effectively being measured against Scalable partners throughout the world," said Lance Berg, director of systems management for PDS. “It is gratifying for our team because it confirms our efforts in expanding a strong customer-base for our clients’ solutions. The Scalable partnership has been invaluable to our business and we look forward to further developing our close working relationship.”

Scalable Software is actively recruiting and supporting channel partners globally under the leadership of Ron Smith. The program will extend the availability of Survey to a much wider range of prospective customers, transfer knowledge and skills to resellers, and meet strong customer demand.

Scalable Software channel partners presently include: ASAP Software, EnPointe Technologies, Express Software, Gamsa, Paragon Development Systems (PDS), Planetgov, The Presidio Corporation, Serverware, Softchoice, and Software House International (SHI).

**Included in the benefits for participating channel partners are:**

- Specialized sales and product training
- Marketing support and collateral
- Secure access to sample prospecting letters, sales tools, and engagement templates
- Technical support and knowledge transfer tools
- Recognition of contributions in direct sales situations

**About Scalable Software**

Founded in 1999, Scalable Software is the leader in software solutions that allow businesses to manage their IT resources as a portfolio of assets for increased business value. By correlating enterprise hardware, software and printers with actual usage, Scalable Software provides a comprehensive solution for asset lifecycle and IT portfolio management methodologies. Scalable Software is headquartered in Houston, Texas, and maintains global representatives in the United Kingdom, Scandinavia, Benelux and the Pacific Rim. Additional information is available at [www.scalable.com](http://www.scalable.com) or by calling (713) 316-4900.

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