



# Dexterra Corporate Fact Sheet

## Company

Founded in 2002, Dexterra provides a broad portfolio of mobile applications built on its open mobility platform, Dexterra Concert™, that enables businesses worldwide to manage and optimize their mobile workforces. Dexterra supports the largest selection of mobile devices and integrates with the widest range of enterprise back-office systems in use today. Dexterra's end-to-end solutions help companies large and small experience rapid deployments, greater returns, higher customer and user satisfaction, and a longer lifespan over any other competing solution.

Dexterra has operations in the Americas, Europe, and Asia Pacific and a vast network of global partners such as Accenture, AT&T, IBM, Motorola, RIM, Telstra and Vodafone.

## Technology

### Platform:

Dexterra Concert is a highly flexible development platform for building composite applications designed to meet any unique business mobility requirement. The platform consists of reusable application components and enables laptops, tablets, PDAs and phones to connect to multiple enterprise systems.

Running on popular operating systems including Microsoft and Linux, Dexterra Concert features out-of-the-box integration with backend solutions such as SAP, Oracle, Siebel, Maximo and Remedy. Through a host of application design components, the flexible platform reduces the cost and complexity of development for both businesses and third-party developers.

The Dexterra Concert architecture consists of the following components:

- Dexterra Concert Server: An event-driven messaging system that manages the communication of data between distributed applications and backend data sources.
- Dexterra Composer: Used to configure, customize and manage the Dexterra Concert platform.
- Dexterra Adapter Framework: Provides an extensible infrastructure for integrating with existing systems using point-to-point application adapters, technology adapters (such as MQ and Websphere) and native database adapters.
- Dexterra Application Framework: Manages mobile applications and devices using a persistent data store for mobile workers.

### Applications:

- Mobile Field Service Software
  - Dexterra Mobile Service
  - Dexterra Mobile Command Center
- Field Service Scheduling & Dispatch Software
  - Dexterra Mobile Command Center
- Location-Based Services Software
  - Dexterra Mobile Tracker
- Mobile Sales Force Automation Software
  - Dexterra Mobile Sales
  - IMS Mobile Pharmaceutical Sales
  - IMS Mobile Territory Manager
  - Vigience Mobile Sales Companion



- Mobile Asset Management Software
  - Interloc Mobile Rounds
  - Interloc Mobile Inventory
  - Interloc Mobile Work Orders
- Mobile Data Capture & Inspection Software
  - AMT-Sybex Mobile Data Collector
- Mobile Financial Management Software
  - Vizio Mobile MarketLive
- Mobile Time & Expense Software
  - Vigience Mobile Timesheets
  - Vigience Mobile Expenses
- Mobile SMB Software Applications
  - 7Days Tech Mobile BriefCase2Go

## Customers

With the largest installed user base in the business mobility market, Dexterra customers represent enterprise deployments of varying size and complexity. Dexterra customers and partners now include 17 of the Fortune 500, seven of whom are ranked number one in their industry, eight of the Financial Times Europe 500, three of which are ranked number one in their industry, and six of the world's 10 largest telecommunications providers.

## Partners

Dexterra has partnerships with leading global, national and local organizations who believe strongly in business mobility. These partnerships include leaders in enterprise mobility, as well as those who contribute exceptional domain expertise in key vertical and horizontal markets, or widely deployed corporate applications and backend systems. Key partners include Accenture, AT&T, CapGemini, IBM, Motorola, RIM, Telstra, Unisys, Verizon and Vodafone.

## Dexterra DevNetwork Program

The Dexterra DevNetwork partner program for mobile application developers is an end-to-end program that provides access to training, tools, certification, mentoring, and marketing services as well as a sales distribution channel that allows development partners to rapidly reach Dexterra's global base of wireless carriers and independent resellers with their mobile software products. The mission of the DevNetwork partner program is to provide the broadest possible set of mobile business applications to meet the needs of enterprises. By leveraging Dexterra Concert, the company's mobile application development platform and tools, as well as Dexterra's experience in delivering mobile solutions worldwide, development partners are able to produce the next generation of mobile business solutions. Development partners include AMT-Sybex, Envision Mobile, IMS and VeriSign.

## Dexterra Central

Dexterra Central is an online community of more than 50 development partners, wireless carriers, resellers and system integrators who are actively participating in Dexterra's DevNetwork partner program. This community supports mobile application developers from initial product development through sales and ongoing support, and presents products to a growing network of sales channels.

## Industry Accolades

Gartner Magic Quadrant for Multichannel Access Gateways, 2007 - Visionary  
IDC Ten Emerging Mobile Players to Watch in 2007  
2008 CRN Emerging Technology Vendor  
2008 Techworld Awards Mobile Product of the Year Finalist



## Management Team

Rob Loughan – Chairman  
Michael Liebow – CEO  
Suhas Uliyar – Chief Technology Officer  
Rob O’Farrell - Executive Vice President, Engineering  
Dave Shoup – Executive Vice President, Operations  
Marc Austin – Vice President and General Manager, North America  
Rikke Helms – Vice President and Managing Director, Europe  
Murray Bergin – Managing Director, Asia Pacific  
Jim Lambert – Vice President, Marketing  
Jeff Bartee – Vice President, Product Marketing

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