



## DEXTERRA POSITIONED IN VISIONARIES QUADRANT IN MULTICHANNEL ACCESS GATEWAY MAGIC QUADRANT

*Dexterra position based on completeness of vision and ability to execute*

**Bothell, WA – November 29, 2007** – Dexterra®, the business mobility company, today announced that Gartner, Inc. has positioned the company in the "visionaries" quadrant of its 2007 Magic Quadrant for Multichannel Access Gateways<sup>1</sup> following close evaluation of Dexterra's technology.

The Magic Quadrant, developed to help enterprises evaluating best of breed business mobility solutions, positioned Dexterra amongst industry players.

The Dexterra mobility platform, which has been upgraded significantly throughout the past year, is a highly flexible development environment that enables both traditional and less technical developers to easily build mobile business applications.

"Gartner recognizes that companies increasingly want mobility solutions that go beyond simple data services like email. They need task-driven applications which directly connect in real time to the enterprise backend," said Rob Loughan, Chairman and CEO of Dexterra. "We have built a flexible platform that enables our partners and customers to develop and deliver mobile applications that meet this need. We are honored that Gartner has evaluated and placed us in the visionaries quadrant."

The Multichannel Access Gateways (MAG) market has grown significantly and Gartner estimates that it will top \$1 billion by 2010, with 50 percent of enterprises having moved from tactical mobile applications to strategic platforms that can support multiple applications, manage devices and secure data and transport.

Gartner also anticipates that at least half of all tactical mobile software deployed by large enterprises today will be replaced by 2010, with most of it being swapped for MAG approaches – particularly as it becomes increasingly important for organizations to be able to develop composite applications that are tailored to specific business transactions.

Dexterra's mobile platform provides the tools to quickly create customized, user-friendly mobile solutions that field workers need to carry out their jobs.

The full Gartner Magic Quadrant for Multichannel Access Gateways, 2007 report can be purchased at [www.gartner.com](http://www.gartner.com).

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## ABOUT DEXTERRA

Dexterra® is the only mobile enterprise application and platform company in the world that delivers a fully integrated, end-to-end mobile management solution for the mobile workforce.

Dexterra's flagship offering, Dexterra Concert™, enables customers to deploy mobile business solutions with complete flexibility, security and control. Dexterra's industry-specific solutions support the largest selection of wireless and mobile devices and integrate with the greatest number of enterprise back-office systems – all with minimal impact on a business' IT infrastructure.

Many of the world's premiere mobile technology companies and industry leaders rely on Dexterra to power their business mobility, including Emirates Airlines, IKON Office Solutions, Motorola, Stanford University and the United States Department of Homeland Security. Headquartered in Seattle and with offices in the Silicon Valley, Toronto, London, Cologne, Singapore, and Melbourne, Dexterra has an extensive partner ecosystem with technology leaders such as IBM, Motorola, Accenture, RIM, CapGemini, Telstra, and AT&T. For more information, visit [www.dexterra.com](http://www.dexterra.com).

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<sup>1</sup> Gartner Research "Magic Quadrant for Multichannel Access Gateways, 2007" by William Clark and Michael J. King. November 8, 2007

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