



FOR IMMEDIATE RELEASE

Dexterra Launches DevNetwork for Mobile Application Developers

End-to-End Services Include Training, Tools, Certification, Marketing Support, and a Global Distribution Channel for Development Partner Products

Bothell, WA — June 3, 2008 —Dexterra Inc., the business mobility company, announced today the launch of the Dexterra [DevNetwork](#) partner program for mobile application developers. The company’s end-to-end partner enablement program 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. The services offered through the program encompass the entire product lifecycle and include:

Enablement	Application Development	Ongoing Mentoring and Support	Marketing Support & Sales Distribution
<ul style="list-style-type: none"> • Partner skills assessment • Developer training • Certification planning • Product and methodology training 	<ul style="list-style-type: none"> • Application design tools and templates • Workshop mentoring • Technical and infrastructure design review • Project planning consulting • Project skills assessment • Code review • Product testing & certification • Deployment options 	<ul style="list-style-type: none"> • Technical design mentoring and review • On-demand architecture support • Service level agreement support • Developer forums, knowledge base, blogs, and documentation 	<ul style="list-style-type: none"> • Go-to-market resources including establishing a web presence, product collateral, presentations, and online demos • Access to Dexterra’s broad network of wireless carriers and independent resellers

The foundation of Dexterra’s DevNetwork partner program is Concert, the company’s [development platform for mobile applications](#). Using standards-based, integrated development environments such as Visual Studio and Eclipse, developers can easily create applications that meet enterprise customers’ needs across a wide range of mobile devices and platforms, including RIM BlackBerry, Windows Mobile and Nokia Symbian.

“Our solutions team is focused on providing turnkey solutions for clients built on industry standard, robust architectures, so we did a thorough industry analysis before selecting Dexterra as our application development partner,” said James Quigley, managing director for inCode, a VeriSign



company. “Dexterra allows us to utilize an off-the-shelf mobile platform, while providing the support we need to build and deploy our own inCode applications. We’re now powering thousands of enterprise-class end users, thanks in large part to the partnership we formed with Dexterra nearly five years ago.”

“Dexterra is committed not only to helping partners build successful applications based on our mobility platform, but to giving them hands-on support throughout the development lifecycle,” said Matthew Moore, vice president, Independent Software Vendors (ISV) Programs at Dexterra. “We also go the extra mile by providing them marketing assistance and a global distribution channel for their products. Working with us, development partners can market their mobile applications to large wireless carriers, resellers and system integrators who might otherwise have been impossible to reach.”

The strength of Dexterra’s partner enablement approach shows in its numbers. To date, more than 20 developers have successfully deployed Dexterra-based mobility applications around the world.

“Partnerships are mission critical in the mobile application ecosystem,” noted Stephen Drake, program director, mobile enterprise, at IDC. “As part of an enterprise-ready solution, successful mobile software providers should deliver a comprehensive software lifecycle program for their development partners. Such programs provide a unique value proposition for those developers competing in the mobile enterprise application space.”

About Dexterra

The business mobility company™. 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, Middle East and Asia Pacific and a vast network of global partners including Accenture, AT&T, IBM, Motorola, RIM, Telstra and Vodafone. For more information, visit www.dexterra.com.

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