



FOR IMMEDIATE RELEASE

Introducing Dexterra Central: Global Online Partner Community for Developers and Channel Partners to Innovate, Collaborate and Market Mobile Applications

Bothell, WA — June 23, 2008 —Dexterra, Inc., the business mobility company, today unveiled Dexterra Central, an online community of more than 50 developers, wireless carriers, resellers and system integrators who are actively participating in Dexterra's DevNetwork partner program. Dexterra Central is an efficient online information exchange and community supporting [mobile application](#) developers from initial product development through sales and ongoing support, presented to a growing network of sales channels. This network includes industry leaders such as AT&T, Vodafone, Verizon, IBM, VeriSign and others.

Unlike typical developer portals, Dexterra Central goes well beyond standard developer programs by providing a product center where developers' [mobile products](#) are posted, along with high-quality marketing and sales materials, such as brochures, presentations, demos and sales training. Channel partners are taking advantage of Dexterra Central to locate and deploy [mobile applications](#) built on the Dexterra Concert platform. One example is a mobile data collection application developed by AMT-SYBEX, a Dexterra DevNetwork partner based in Ireland, which is sold by a U.S. based channel partner to an energy utility company more than 4,500 miles away.

"Dexterra Central opened up the global market for our [enterprise mobility](#) applications, which would be much harder to accomplish on our own," said Ian Whitefield, mobility solutions director at AMT-SYBEX. "By adding distribution channels through the Dexterra network, we were able to introduce our mobile data collection application to a market thousands of miles away. As we continue to develop new applications on the Dexterra platform, we're confident that our partnership with Dexterra will enable us to find global markets for those applications as well."

In addition to enabling worldwide distribution for partner products, Dexterra provides tools designed to accelerate partners' application development and market delivery. These online enablement resources are available through Dexterra Central and include:

- Dexterra Concert software, development tools and documentation
- Product training schedules and course information for development, sales and support staff
- A comprehensive knowledge base with wiki-like features that make it easy to navigate and find information
- Discussion forums and blogs with contributions by Dexterra engineering experts and independent developers
- Assortment of sales and marketing materials for each product
- A partner- and customer-only technical support portal that provides 24x365 assistance

"Dexterra's goal is to fully equip our partners for success and deliver them to the global marketplace," said Matthew Moore, vice president, independent software vendor (ISV) programs at Dexterra. "Our rich partner ecosystem benefits everyone by making mobile applications developed by our partners available to leading wireless carriers and resellers, and ultimately the end users. As more partners, carriers and resellers join Dexterra Central and our ecosystem continues to grow, so will the benefits that flow out of this thriving online community."



Dexterra Central can be accessed by authorized Dexterra partners and customers at www.dexterracentral.com. Those wishing to learn more about Dexterra's partner programs can find information and registration forms at www.dexterra.com/partners.

About AMT-SYBEX

AMT-SYBEX is a consultancy and systems integrator entirely focused on the utility, transport and energy retail industries. Since 1990, the company has developed a record of strong, consistent achievement. This hard-earned reputation has created their greatest assets; an enviable list of clients, each of whom are industry leaders in their field; a strong team of industry focused consultants and an unrivalled understanding of the infrastructure and energy sectors. They deliver solutions in Asset Management, Service Provision, Customer and Information Support. For more information visit: www.amt-sybex.com.

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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