Progress OpenEdge ISVs Report Jump in Customer Acquisition; Progress Technology, Innovation and Strategy a Driving Factor

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In 2017 Progress OpenEdge ISV partner community acquired 3,500 new customers while Progress was named QAD Consulting Partner of the Year and was recognized by IDC, SD Times, and DBTA as an industry leader

BEDFORD, Mass.--(BUSINESS WIRE)--Apr. 19, 2018-- Progress (NASDAQ: PRGS), the leading provider of application development and deployment technologies, today announced accelerating market momentum and new industry recognitions for Progress® OpenEdge®, the leading platform for the development and deployment of mission-critical business applications.

In 2017 Progress made significant investments to ensure the success of the Independent Software Vendor (ISV) partner community that have built their software products on Progress OpenEdge technology. Efforts included noteworthy product updates and feature enhancements to the award-winning OpenEdge platform. At the same time, the company embarked on its cognitive-first strategy–-to help customers and partners build business applications for the future. Included in these efforts were the acquisitions of Kinvey and DataRPM, delivering important capabilities for a modern serverless cloud application backend and machine learning and predictive maintenance capabilities for building cognitive applications.

“Our ISV community must continue to deliver new and innovative application solutions to acquire and retain customers and grow their businesses,” said John Ainsworth, Senior Vice President, Core Products, Progress. “We must stay ahead of the key technology trends and drive new high-impact innovations across our product portfolio to enable them to succeed. Our strategy delivers on the needs of our current customers and partners, while also providing the best solution for new customers and partners who want to build modern, cognitive applications.”

New/Returning Customer Acquisition
In 2017, Progress partners acquired over 3,500 net new customers looking to deploy their mission-critical business applications with solutions powered by Progress. Progress has also continued to expand alliances with several of its key ISVs including proALPHA, QAD and MIPS Holdings.

“It is obvious that Progress is not only focused on building for the future with its cognitive strategy, but the company has made strategic decisions that are benefitting its current base of customers, partners and ISVs,” said partner Richard Firth, Chairman and CEO, MIP Holdings.

Industry Recognitions
In addition to strong customer and partner support, several third-party organizations have honored Progress OpenEdge platform for technology innovation, customer satisfaction and industry impact. Accolades include:

- DBTA’s Trend-Setting Products in Data and Information Management for 2018
- QAD’s Consulting Partner of the Year for 2017
- SD Times 100: 'Best in Show' in Software Development for 2017
- IDC’s “Worldwide Software Construction Component (SCC) Market Shares, 2016: An Embrace of Data Centricity and Open Source,” July 2017

According to Arnal Dayaratna, research director, Software Development, at IDC, “The Progress OpenEdge platform offers a versatile and powerful development framework. Progress’ attention to machine learning, IoT, mobile development, predictive analytics, and adaptive user experiences strengthen its offering significantly for empowering developers to address a broad set of use cases for modernizing existing applications and developing new modern apps.”

Technology Innovation
Progress recently announced several significant new capabilities in the OpenEdge platform, along with key integrations between OpenEdge and the acquired Kinvey™ and DataRPM® products. Product enhancements include:

- Progress OpenEdge 11.7 allows partners and customers to enhance high availability in the always-on era, mitigating risk through improved identity management and gaining data accuracy and visibility across the business.
- Kendo UI Builder 2.1, makes it easy for OpenEdge partners and customers to deliver modern web experiences, through an extended library of built-in templates, the ability to customize screens and enhanced data connectivity, with the next version expected to be delivered in Spring 2018.
- Progress OpenEdge PdM Integration Kit, enables customers to integrate the cognitive predictive maintenance capabilities of the Progress DataRPM platform into their OpenEdge enterprise applications to predict and remedy potential asset failures before they occur.

“We are continuing to invest heavily in enhancing our core OpenEdge platform as well as in bringing new innovations to the market that will benefit our

customer and partner base moving forward," continued Ainsworth. "Based on some of the achievements of the last year, we're delighted to see the market responding, recognizing the value this strategy will deliver to the market."

About Progress
Progress (NASDAQ: PRGS) offers the leading platform for developing and deploying strategic business applications. We enable customers and partners to deliver modern, high-impact digital experiences with a fraction of the effort, time and cost. Progress offers powerful tools for easily building adaptive user experiences across any type of device or touchpoint, award-winning machine learning that enables cognitive capabilities to be a part of any application, the flexibility of a serverless cloud to deploy modern apps, business rules, web content management, plus leading data connectivity technology. Over 1,700 independent software vendors, 100,000 enterprise customers, and two million developers rely on Progress to power their applications. Learn about Progress at www.progress.com or +1-800-477-6473.

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