

datango Announces Three New Partner Relationships

adoption by partners shows broad demand for universal software implementation support

WESTFORD, MA JUNE 15, 2010 – datango Inc., (datango.com) the leading independent provider of software to implement new software systems for increased user acceptance, today reported it has established new partner relationships with three companies. The partner companies – Cohort Technology in the United Kingdom, FDT Consulting in Ireland and Alternative Technology Partners in the United States - provide a wide range of technology consulting, training and implementation services throughout many countries. The breadth in geography and business focus reflects the wide acceptance of the [datango performance suite](#) as a versatile set of tools for bringing new or updated software into use in organizations quickly and effectively worldwide.

The datango performance suite is the only comprehensive software implementation product that is application-agnostic (its use is not tied to a particular piece of software or software company and can therefore be deployed as an enterprise standard). It enables companies to implement any software in a uniform and optimal manner. The datango performance suite is a modular system that automates the entire process of generating and delivering all of the materials required to support a software upgrade or rollout, from test documentation to user training and support materials, in an integrated fashion, with each deliverable remaining accurate and consistent, even when changes are made in the target application software itself. The datango performance suite is currently used by more than 800 organizations worldwide with millions of users leveraging the solution in as many as 40 languages.

“The adoption of the datango performance suite by companies such as Cohort, FDT and Alternative Technology Partners demonstrates the power and flexibility of our product as a driver for services revenues and competitive differentiation in diverse, yet competitive, global markets. The datango performance suite adds tremendous complementary value to the domain expertise of systems integration and process consulting businesses by providing the tools to ensure that the

entire staff adopts and embraces the business processes critical for success and the software that supports these processes ,” said Stephen Walsh, Executive Vice President of Business Development and Product Marketing at datango.

Cohort Technology (cohorttechnology.com), based in Basingstoke, west of London, provides technology training and support services for enterprises throughout Europe.

“We are delighted to be working with datango in helping them deliver professional services around their market leading products,” said Grahame Smeed, managing director of Cohort. “Our two organizations provide a range of services, including training and installation, to ensure maximum customer satisfaction and acceptance. We have already coordinated in the successful deployment of software for several key customers.”

FDT (fdt.ie), based in Dublin, Ireland, provides engineering consulting, project management and operational support services, primarily in the beverage and food industries, healthcare and pharmaceuticals.

“datango provides our clients with an ideal solution to implement and manage their software systems in a smarter and more economical way,” said Michael Clancy, a director of FDT. “Our emphasis is on providing cost-effective, value-added solutions to our customers. We see numerous applications for datango across a range of software applications.”

Alternative Technology Partners (alttechpartners.com) helps companies in a broad range of industries throughout the United States to successfully implement Epicor and salesforce.com solutions. It is based in Southern California.

“Alternative brings to datango strong expertise in the ERP and CRM marketplace and datango gives us and our customers the tools to efficiently streamline end user adoption and measure user effectiveness,” said Vivian Keena, Chief Executive Officer of Alternative Technology Partners. “It is a great partnership.

“The datango performance suite has truly differentiated us in the marketplace. We strongly believe a greater focus on end user adoption and measurement speeds implementations to ensure customers are getting a greater and faster return on their product investments.”

Software implementation is a major challenge for companies, government units and other organizations. Gartner, Inc. put worldwide software sales at \$225 billion for 2009, with another \$780 billion in deployment, system integration, and software maintenance and support. It is a continual process that involves, at some point or other, every part of an enterprise. But recent studies have shown that a startling 60 percent of all new software implementations or upgrades run well over budget and nearly 70 percent run over the allocated time. These are the problems that datango helps to solve.

About datango:

datango AG, founded in 1999 and headquartered in Berlin with offices in Europe and the Americas, provides software solutions that accelerate time-to-value and mitigate the risk of end user failure for mission-critical enterprise applications. Profitable since 2004 and with the support of Hasso Plattner Ventures and EXTOREL since 2006, datango took over the "Knowledge and Performance Solutions" business unit of the Swedish company Enlight AB in 2007. datango now has more than 750 clients, millions of users and successful partnerships with leading system integration and enterprise software companies globally. For more information, visit www.datango.com.

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