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Job Scheduling Software Leader Advanced Systems Concepts Shifts Growth Into Overdrive

*Veteran Systems Software Provider Racks Up 40% Annual Revenue Increases
By Executing On Fundamentals: Solid Products, Well-Trained Sales/Technical Staff*

Parsippany, NJ – (May 13, 2008) – Advanced Systems Concepts, Inc. (ASCI), a leading provider of system software solutions that enhance Windows, UNIX, Linux and OpenVMS systems, today announced robust revenue gains for the first two quarters of 2008, following similar sizeable sales increases for fiscal 2007. Q1 and Q2 2008 sales are up 39% over the first two quarters of fiscal 2007, based on a 51% increase in new licenses and a 23% gain in subscription services.

For its 2007 fiscal year ended last September 30, ASCI logged a 40.6% revenue increase over the prior year. ASCI products are now installed at over 1,300 companies in 31 countries around the world.

“The first two quarters of the 2008 fiscal year have produced exceptional results for our company,” said Ben Rosenberg, founder and CEO of Advanced Systems Concepts. “For example, over 45 new clients have purchased licenses for ActiveBatch, our job scheduling product. That, plus a 93% renewal rate from existing clients, has demonstrated the continuing demand for our products and services.”

Outstripping Category

ASCI’s performance has far outpaced estimates for overall industry growth, indicating the company is taking the lion’s share of new business in its industry segments. For example, according to Gartner analyst Milind Govekar, job scheduling software is in the midst of only a modest increase in demand. “The overall job scheduling software market is expected to grow at a rate of around 6% between 2007 and 2012,” Govekar states.

The 27-year-old, privately held and self-funded company attributes its success to strong product development, combined with sales and customer service operations that are staffed by company experts. “It’s important to us, and to our customers, to continually improve our products. Our solutions are scalable, easy to use, and extremely dependable,” notes Jim Manias, vice president of marketing and sales. “But just as important to us is giving straight answers to our customers when they’re needed.”

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Manias explains that even though ASCI has corporate customers virtually around the globe, it doesn't believe in call centers or local/regional sales and support offices. "When a question arises, IT staffs want to deal with a product expert. There's no way a tech support person halfway around the world can know as much as the actual product development team at our corporate office."

For time-sensitive issues, ASCI offers a well-maintained knowledge base. "Each and every question posed on our 'MyASCI' Web portal is turned into a knowledge base article by our technical staff," Manias states. "Many software companies let their knowledge bases get stale, but we keep ours current. Because our customers can access timely articles as well as both open and closed cases, there's rarely an issue that can't be solved quickly and professionally."

Focused Development

ASCI's strategy is to focus on a limited number of critical IT operations, developing a lineup of cost-effective products it can continually refine to meet evolving customer needs. Its current products include:

- **ActiveBatch**[®], its job scheduling software application. Since its introduction in the late 90's, ActiveBatch has grown from a simple batch processing tool into a powerful IT asset that adds strategic business value by delivering real-time information throughout an organization. According to Gartner's Govekar, this evolution mirrors the changing priorities of large-scale corporate computing. "Enterprises no longer just use job scheduling tools to automate tasks using a traditional schedule, but are automating mission-critical processes based on events and workload requirements," he said. "Thus, IT organizations should plan to better align their job scheduling and automation services in line with their business requirements and priorities, using tools that support this evolution."
- **XLNT**[®], an advanced scripting and command language originally designed to assist in OpenVMS-to-Windows migration. Now with over 100,000 licenses sold, XLNT shortens development time in Microsoft Windows environments by eliminating reliance on traditional programming languages and expensive programming tools.
- **RemoteSHADOW**[®], a new iteration of Shadow for OpenVMS and UNIX computing environments. Considered one of the most reliable data replication products in the world, RemoteSHADOW is a mission-critical part of the computing infrastructure at many multi-national financial institutions.

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For 2008, Advanced Systems Concepts plans additional improvements to its product line, headlined by new Web services capabilities for ActiveBatch. It also plans to move from its Parsippany headquarters in May for nearby Morristown. The new offices, twice the size of the current headquarters space, will make it easier for New York City-based employees to commute.

About Advanced Systems Concepts, Inc.:

Headquartered in Parsippany, New Jersey, Advanced Systems Concepts, Inc. offers many software products and options for users of Microsoft Windows, UNIX, Linux, and HP OpenVMS systems. These products provide answers to software developers and system managers with improved system efficiency and utilization. Advanced Systems Concepts today has over 200,000 licenses installed and a worldwide base of customers in 27 countries around the world. Advanced Systems Concepts is a Microsoft Independent Solution Vendor, a HP/Compaq Business Partner, a Sun Catalyst member, an IBM Business Partner and an HP-UX Power Partner. For more information, see the company's website at <http://www.advsyscon.com> or call (800) 229-2724.

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