

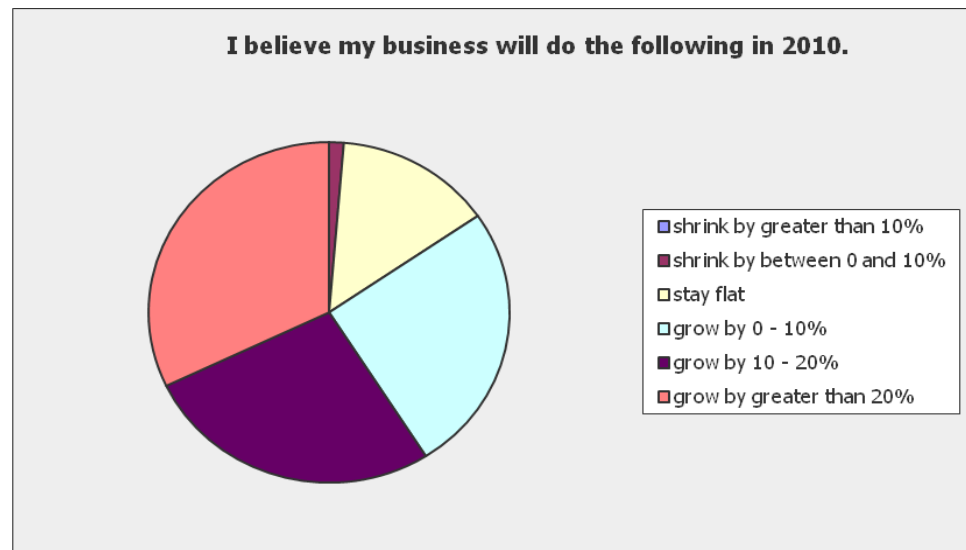
2010 Information Technology M&A Trends

I believe my business will do the following in 2010.

Answer Options

Response Percent

shrink by greater than 10%	0.0%
shrink by between 0 and 10%	1.3%
stay flat	14.1%
grow by 0 - 10%	25.6%
grow by 10 - 20%	26.9%
grow by greater than 20%	32.1%

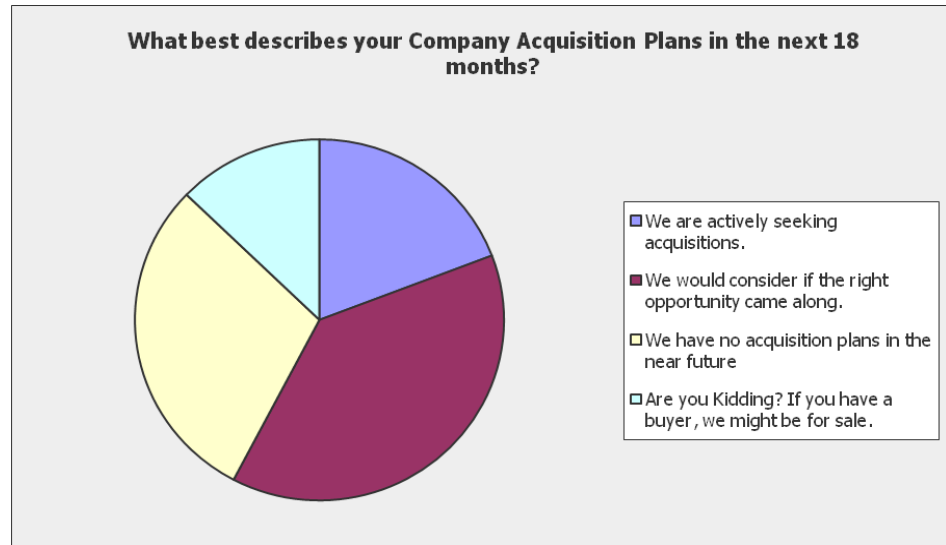


What best describes your Company Acquisition Plans in the next 18 months?

Answer Options

Response Percent

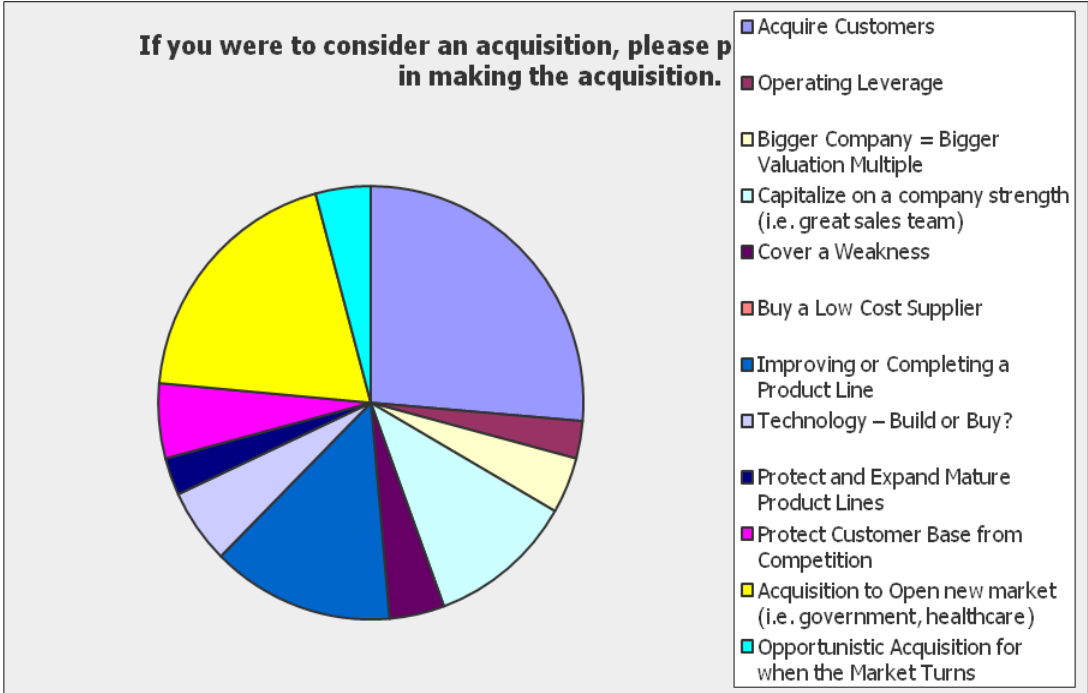
We are actively seeking acquisitions.	19.2%
We would consider if the right opportunity came along.	38.5%
We have no acquisition plans in the near future	29.5%
Are you Kidding? If you have a buyer, we might be for sale.	12.8%



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If you were to consider an acquisition, please pick your top priority in making the acquisition.

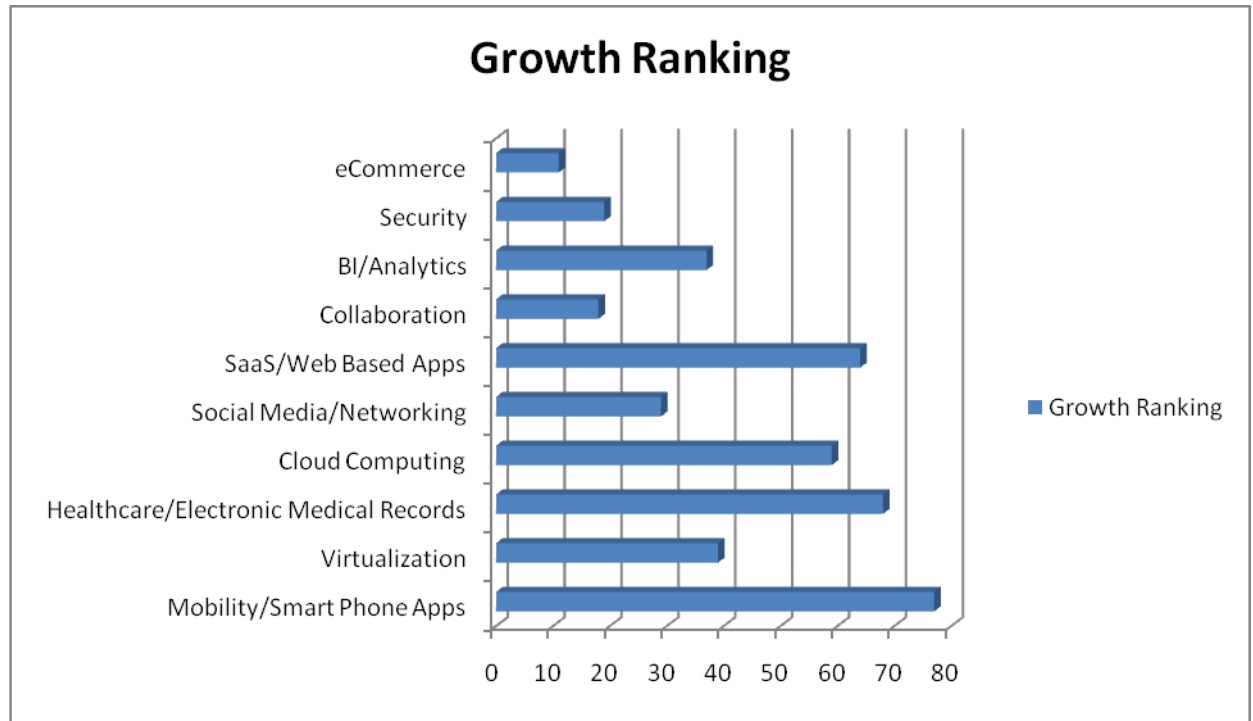
Answer Options	Response Percent
Acquire Customers	26.4%
Operating Leverage	2.8%
Bigger Company = Bigger Valuation Multiple	4.2%
Capitalize on a company strength (i.e. great sales team)	11.1%
Cover a Weakness	4.2%
Buy a Low Cost Supplier	0.0%
Improving or Completing a Product Line	13.9%
Technology – Build or Buy?	5.6%
Protect and Expand Mature Product Lines	2.8%
Protect Customer Base from Competition	5.6%
Acquisition to Open new market (i.e. government, healthcare)	19.4%
Opportunistic Acquisition for when the Market Turns	4.2%



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What do you think are the three fastest growth software niches?

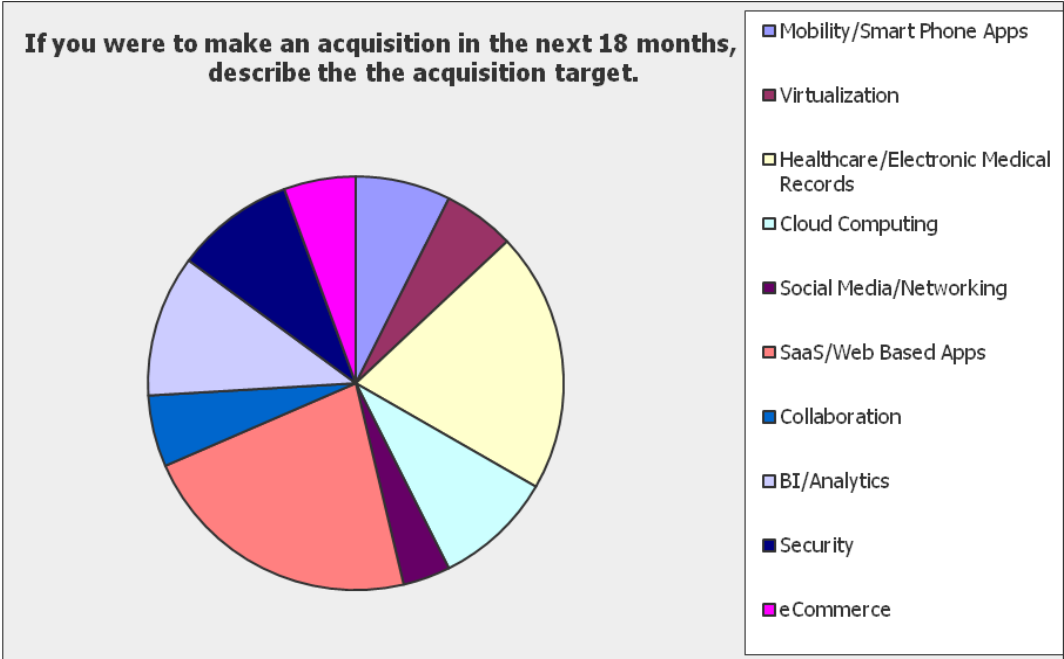
Software Category	Growth Ranking
Mobility/Smart Phone Apps	77
Virtualization	39
Healthcare/Electronic Medical Records	68
Cloud Computing	59
Social Media/Networking	29
SaaS/Web Based Apps	64
Collaboration	18
BI/Analytics	37
Security	19
eCommerce	11



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If you were to make an acquisition in the next 18 months, briefly describe the acquisition target.

Answer Options	Response Percent
Mobility/Smart Phone Apps	7.4%
Virtualization	5.6%
Healthcare/Electronic Medical Records	20.4%
Cloud Computing	9.3%
Social Media/Networking	3.7%
SaaS/Web Based Apps	22.2%
Collaboration	5.6%
BI/Analytics	11.1%
Security	9.3%
eCommerce	5.6%



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