IT FACTORY to Acquire Microsoft Development Firm ECMS;

Submitted by: Marchini Marcoms
Tuesday, 17 April 2001

Leads Industry in Cross-Platform Knowledge Technology Solutions

IT FACTORY Moves to Speed Development of Exchange 2000-based Solutions
with Critical Microsoft Development Expertise and Technology from ECMS

CAMBRIDGE, MA, USA, 17 April 2001 — IT FACTORY, Inc., the leading supplier of knowledge technology solutions, today announced plans to acquire ECMS, one of the world's leading Microsoft Exchange solution design firms. The acquisition gives a significant boost to IT FACTORY's position as the worldwide market leader in integrated, cross-platform knowledge technology solutions. IT FACTORY, which became the world's largest Lotus ISV (independent software vendor) in less than three years, will integrate ECMS' Microsoft development technology and expertise into the IT FACTORY collaborative solution framework to provide customers with solutions that leverage the best of both the Microsoft and Lotus technology platforms.

"Our acquisition of ECMS is critical to our position as the world's leading knowledge technology solution provider, regardless of platform," said Lars Johansen, president and CEO of Cambridge-based IT FACTORY. "The integration of ECMS within the IT FACTORY solution framework is great news for Microsoft customers, as we can provide immediate solutions on their Exchange 2000 platforms, and more importantly, ensure a seamless upgrade path to future Microsoft .NET technologies."

"IT Factory's acquisition of ECMS benefits any company looking for an experienced partner to help build and deploy applications on the Exchange 2000 platform," said Keith McCall, Exchange Solutions Product Unit Manager for Microsoft. "IT FACTORY's commitment to providing solutions on the Microsoft platform provides important validation of the Microsoft strategy in the collaborative technology market."

(more)

IT FACTORY announced in late 2000 its plans to deliver collaborative solutions on the Microsoft Exchange 2000 platform, leveraging the company's award-winning collaborative development technology and expertise that has been so successful on the Lotus Notes/Domino platform. The company's acquisition of ECMS is an essential part of this plan, and will speed the delivery of solutions on the Exchange 2000 platform. IT FACTORY is also working closely with the Microsoft Exchange 2000 team to develop an open collaborative application architecture that ensures maximum value and market success for solutions built on the Exchange 2000 platform.

"There is a massive, immediate need for applications on the Exchange 2000 platform," said Johansen. "While Lotus and Microsoft continue to lead in the collaborative platform space with Notes/Domino and Exchange, IT FACTORY is delivering rock-solid applications today that leverage the full collaborative functionality of both these platforms. IT FACTORY is uniquely suited to effectively bridge these two infrastructures for the growing number of companies with both technologies deployed."

While IT FACTORY has become a leader in collaborative technology for Lotus Notes/Domino, the company has been moving aggressively to acquire skills and technology to deliver integrated solutions that leverage both the Microsoft and Lotus platforms. Last year, IT FACTORY acquired valuable Microsoft integration technology when the company acquired Netherlands-based Documentaal, developers of BowTie software, which enables bi-directional file and data sharing between Lotus Notes and Microsoft Office. In addition, IT FACTORY acquired several professional services companies last year that bring specific expertise in Lotus-Microsoft integration issues, including Solutions By Design in Washington, DC, and MICA Computing Services in the UK. The company's acquisition of ECMS continues this strategy by filling a crucial need in the IT FACTORY portfolio for Exchange 2000 solutions expertise.

By integrating ECMS' Microsoft development technology and expertise into the IT FACTORY collaborative solution framework, Microsoft Exchange customers benefit from immediate solutions that leverage the Exchange 2000 platform, while being assured of a seamless upgrade path to future Microsoft technologies.

"We are extremely pleased to be joining forces with IT FACTORY, where we get to combine our expertise in Microsoft Exchange application development with their proven collaborative technology leadership," said Andy Sakalian, President of ECMS. "There is great synergy here, and I'm certain our customers will realize many important benefits from this merger."

About IT FACTORY

IT FACTORY is the leading global supplier of knowledge technology solutions, supported by an award-winning development architecture and comprehensive set of software development tools. Four-time Lotus Beacon Award winner, IT FACTORY has a rapidly expanding installed base of more than 500,000 ITF product licenses worldwide. IT FACTORY customers include IBM, Minolta, Nokia, U.S. Bureau of Census, U.S. Dept of Defense, U.S. Environmental Protection Agency, U.S. Federal Reserve Board, and many other well-known international firms. IT FACTORY distributes its technology via its own professional service organization and its field sales force, as well as via an international network of more than 250 highly qualified business partners. The company's product line consists of the ITF Software Development Kit™, an advanced development architecture for Lotus Notes, the ITF Business Suite™, the ITF Plus Suite, and a set of related support and training services. With its more than 250 ! employees worldwide, IT FACTORY is the world's largest ISV in the collaborative technology industry. IT FACTORY is backed by international venture capital, allowing continued aggressive growth.   The Company is headquartered in Cambridge, Massachusetts, with regional offices in Washington, DC, New York City, Raleigh, NC, Atlanta, GA, and Nashville, TN, and has international offices in Denmark, England, Germany, The Netherlands, Norway, Sweden and Australia. Find out more at www.itfactory.com.

About ECMS

ECMS designs, develops, and deploys collaboration and messaging software for the global online community. Its expertise focuses on Outlook and Exchange Server—Microsoft Corporation's celebrated software combination for communications and knowledge management—and their supporting Backoffice and development products for enterprise computing. ECMS is aligned with the Microsoft vision of providing access to information and work, anywhere, anytime. ECMS recently earned a finalist position at the MEC 2000 show in

Dallas for "Best Exchange 2000 Solution by a Partner." Find out more at www.ecms.net.

IT FACTORY, the ITF logo and the ITF wheel are registered trademarks of IT FACTORY A/S. ITF Software Development Kit, ITF Architecture, and ITF Business Suite are trademarks of IT FACTORY A/S. Lotus and Lotus Notes are registered trademarks and Notes and Domino are trademarks of Lotus Development Corp. All other trademarks are property of their respective owners. Product names mentioned herein may be trademarks and/or registered trademarks of their respective companies.

IT FACTORY UK Editorial Contact:
Sally Marchini
Marchini Marcoms
01288 3610311
sjm@tinyworld.co.uk

IT FACTORY US Contact:
Gordon Darling
VP, Corporate Communications
+1 617-306-5938
gordon.darling@itfactory.com

ECMS Contact:
Karen Belford
Director of Marketing
+1 480-325-6543
kbelford@ecms.net