

PROGRESS BESTS ORACLE AND MICROSOFT IN COST OF OWNERSHIP

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Aberdeen Study shows Progress OpenEdge Platform meets all enterprise demands with 66 percent savings over Oracle and 40 percent over Microsoft; Progress customers agree

BEDFORD, Mass.— Jan. 14, 2002 — The Progress Company, a business unit of Progress Software Corporation (Nasdaq:PRGS) today announced a new study conducted by the Aberdeen Group showing that over a five-year period, the Progress® OpenEdge™ Platform has the lowest visible cost of ownership (VCO) when compared to platforms offered by Oracle and Microsoft. The savings are attributed to the OpenEdge platform's combined strength of low deployment costs in a Web-based environment, low ongoing fees and low database administration costs.

Previously, Aberdeen and other market research firms have acknowledged the Progress RDBMS' reputation for cost-effectiveness and hands-off administration. (See January 2001 Aberdeen Group study at <http://www.progress.com/analyst/index.htm>) This is the first cost comparison study that analyses all the major components of an application built on Progress' OpenEdge e-business platform, including database, application servers and client licenses.

Highlights from the study "Embedded Infrastructure Cost-of-Ownership Study: 2001 Update" – the fourth consecutive Aberdeen report to show Progress with the lowest visible cost of ownership versus Microsoft

and

Oracle, include:

- The lowest VCO for enterprise embedded infrastructure belongs to Progress OpenEdge by a margin of 66 percent when compared to Oracle.
- The lowest VCO for workgroup embedded infrastructure belongs to Progress OpenEdge by a margin of 40 percent when compared to Microsoft.
- Supplier technology continues to offset rising people costs.
- Managing and maintaining the embedded infrastructure is the largest expense of the long-term cost of an embedded infrastructure.
- Robust, reliable technology and cost-effectiveness are two compelling criteria for choosing database technology.

“Progress has a reputation for reliability, ease of use and low maintenance that is unequalled in the industry,” said Frank McIlroy, UK managing director of the Progress Company. “Given the current economic climate, both independent software vendors and direct customers are looking to streamline their operations without sacrificing performance. We offer them development, deployment and management technology powerful enough to exceed the high-cost alternatives such as Oracle and Microsoft, as well as guaranteeing that their investment will carry them well into the future.”

According to the report: “Progress Enterprise RDBMS’ margin of VCO superiority is much greater than in 2000, primarily because Progress deployment costs are lower in a web-based environment.”

Typically over a five year period the report showed a VCO of an Oracle9i/Oracle9iAS database for 100-users of \$737,581 compared to \$251,500 for a 100 user Progress OpenEdge and Progress Enterprise RDBMS.

The VCO for implementing a basic 25 concurrent user Progress workgroup embedded infrastructure and maintaining it over five years is approximately \$71,100, while the equivalent 25-concurrent user Microsoft embedded infrastructure is approximately \$119,730, according to the report.

About the Progress Company

The Progress Company is a global supplier of software technology and services for developing, deploying, integrating and managing e-business solutions. The company provides a comprehensive suite of products that includes application development tools, application servers, the leading e-business messaging server SonicMQ, and the industry's most widely used, lowest-cost-of-ownership embedded database.

The Progress Company's partners include more than 2000 independent software vendors (ISVs) and application service providers (ASPs) who supply annually over \$5 billion in Progress®-based applications and related services. Over 40,000 organisations across more than 100 countries - including 70% of the Fortune 100 - rely on Progress-based applications. The Progress Company, an operating company of Progress Software Corporation (NASDAQ: PRGS), is headquartered in Bedford, Mass., and can be reached at 01753 216300 or on the Web at <http://www.progress.com>

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