

Attachmate Employs New Head of Sales for Northern Europe

Submitted by: WiseTiger - DO NOT USE

Monday, 4 April 2005

Attachmate Corporation, 20-year veterans of connecting users with critical enterprise applications and data, has promoted Theo Fourie to the role of Area Director of Sales for Northern Europe.

Theo joined Attachmate six years ago in 1998 as the Country Manager in South Africa. Since then the business in South Africa has increased substantially and profits have been posted every year. Fourie and his team have established Attachmate as the dominant emulation and desktop management software in South Africa:

- o 90% of all mainframe users now use Attachmate software.
- o Attachmate is the mainframe and desktop management standard in the South African government.

In his new expanded role, Fourie will be responsible for activities in the UK, Ireland, Southern Africa and the Nordic countries. According to David Bennett, vice president international operations, "I am sure Theo will be equally successful in building long term business based on technical superiority and long-lasting business relationships".

Theo started in the IT industry in 1983 and has substantial experience in the mainframe environment as he worked through the ranks of programmer, systems analyst and systems designer. He then became a technical analyst and network supervisor before running his own PC dealership business for over five years. Prior to joining Attachmate he worked for Dimension Data as a network architect and account executive. He has extensive sales and business experience of managing large accounts and the implementation of networks.

About Attachmate

One of the world's largest privately held software companies, Attachmate Corporation is helping companies leverage SOA as a platform for the user-organised enterprise—delivering solutions that overcome infrastructure and standards barriers to meeting user demands. From composite applications to efficient UIs, Attachmate technology helps Fortune 500/Global 2000 organizations and government agencies service-enable disparate systems while safeguarding existing business logic. Partnerships include: Unisys®, Sun® iForce, BEA®, and Microsoft® Gold Certified Partner. News and information is available at <http://www.attachmate.com> or by calling Attachmate UK on 0118 912 4117.

#

© 2005 Attachmate Corporation. All Rights Reserved. Attachmate is a registered trademark of Attachmate Corporation.