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Emerging ASP market standardizing on Citrix platform: Citrix Application Service Provider program adds more than 30 new members including IBM and Corio to bring total membership to 45

Press Release: [epixtech, inc. \[January 19, 2000\]](#)

FORT LAUDERDALE, Fla. - January 19, 2000 - Building upon its early success and leadership in the Application Service Provider (ASP) market, Citrix Systems, Inc. (Nasdaq:CTXS) today announced the addition of 31 new members, including IBM Global Services and Corio, Inc., to the Citrix Application Service Provider program. This brings total membership in the Citrix iBusiness ASP program to 45, and signals rapid industry standardization on Citrix application server software for application hosting services. Launched in September 1999, the Citrix ASP program allows participants to use Citrix MetaFrame™ application server software, the backbone technology for the ASP market, under "pay as you go" terms. Members also receive joint marketing and sales support, 7x24 technical support and enhanced training.

"As businesses strive to use information more effectively in the new millennium, the strong growth of our ASP program shows we have our fingers on the pulse of the marketplace," said Edward Iacobucci, senior vice president of strategy and technology and chief technical officer for Citrix.

"From the beginning, we've focused on providing customers with the broadest possible access to applications through our application server solutions. With the growth of the Internet, greater workforce mobility and the critical importance of information as a competitive weapon, this approach is more in demand than ever."

"With the addition of these companies, it's clear that our ASP initiative has become the program of choice for the emerging ASP market," said Chris Phoenix, vice president and general manager for Citrix iBusiness. "Our application server technology is at the heart of the ASP model, and we will continue to work with other industry leaders to best serve our customers' business and technology needs."

"IBM Global Services, as a leader in delivering solutions in the exciting ASP market, is happy to be partnering with Citrix because their technology plays such an important role in enabling applications to be hosted," said Bill Grady, program director, IBM Application Hosting Services.

Citrix application server software enables ASPs to centralize the installation, deployment and administration of applications on their servers, and deliver them with high predictability, speed and security across any network connection to users on virtually any platform and/or client device. A unique advantage of Citrix application server software is its ability to deliver the full richness and interactivity of Windows, UNIX and Java applications over the Web or Virtual Private Networks (VPNs) in a thin, manageable manner.

New Members of the Citrix iBusiness ASP Program:

- Alfaskop AB (www.alfaskop.se), located in Stockholm, Sweden, is a full-service ASP focused on the small to mid-sized business market.
- Alpine Computer Systems (www.AlpineCSI.com), based in Holliston, Mass., provides outsourced network administration, security, monitoring and help desk services to a range of industries, including financial services, health care and energy.
- ASP Global Ltd. (www.aspglobal.net), located in Salford, UK, targets UK-based, small to mid-sized businesses and their offices worldwide, providing messaging, e-commerce, and proprietary applications.
- aspiserve (www.localog.com), located in Paris, is a new company that hosts enterprise applications, such as ERP and customer relationship management, to a wide range of businesses.
- Beanstalk Networks L.L.C. (www.beanstalknetworks.com), based in West Palm Beach, Fla., provides IT outsourcing for small to mid-size businesses, with a specific focus on applications for the real estate industry, including mortgage, title and construction companies. C Me Run (www.cmerun.com), located in Kirkland, Wash., is a consumer-focused ASP that provides brand-name software programs to users over the Internet through Internet Service Providers, Web portals and telecommunications companies.
- CompuSuite by R.K. Dixon Co. (www.compusuite.net), based in Davenport, Iowa, offers businesses with 15 to 50 users full desktop replacement through cost-effective, managed application-hosting services.
- Corio, Inc. (www.corio.com), headquartered in Redwood City, Calif., is the leading enterprise application service provider (ASP) for high-growth companies. Corio enables eBusiness by offering integrated application solutions over a secure network for a monthly fee. Corio's integrated suite features BroadVision, Changepoint, Cognos, Commerce One, E.piphany, Microsoft, PeopleSoft and Siebel Systems applications.

- Cube Technologies, Inc. (www.cube.com), headquartered in Hawthorne, N.Y., provides true end-to-end, custom-designed application-hosting services for enterprise and Web applications, with a target market of small to mid-sized companies.
- Cyberlink (www.cyberlinkusa.com), based in Dallas, Texas, provides service and support in communication and network accessibility to small to mid-size businesses.
- CyLex Systems (www.cylexsys.com), located in Boca Raton, Fla., provides hosted document management services based on the ASP industry model. The CyLex Express service offers on-line document information management service to the financial services, legal, healthcare and government sectors.
- Desktop Online (www.desktoponline.com), headquartered in Pasadena, Calif., uses the Internet to provide small to mid-sized businesses with a suite of enterprise-level IT resources, including secure network connectivity, hardware and software.
- DeVA Systems Group (www.deva.com), based in Maynard, Mass., provides enterprise application publishing solutions based on technologies from Citrix Systems, Inc. DeVA's hosted applications, delivered over the Internet and corporate intranets, focus on office productivity solutions.
- e.Nova L.L.C. (www.e-novasolutions.com), located in Indianapolis, Ind., is an information solutions provider that helps businesses optimize the cost of hardware, software, Internet connections, telecommunications and network strategy by delivering telecom and IT resources.
- Epanacea (www.epanacea.com), based in Atlanta, specializes in furnishing small offices/home offices with an affordable suite of services, including hosted applications, storage, integrated messaging, e-commerce functionality and live support through a single Web location.
- epixtech, Inc. (www.epixtech.com), based in Provo, Utah, provides Web-based solutions and services, automation technologies and systems to the library industry, including research, public, corporate, medical and K-12 school libraries.
- EurAsiaCrossing (www.cyberroute.com), based in The Hague, Netherlands, offers application-hosting packages designed for organizations ranging from small business owners looking to establish a presence on the Internet, to large corporations seeking to upgrade their Web sites to compete in the Internet marketplace.
- Exenet Technologies, Inc. (www.exenet.com), based in New York, offers network infrastructure and applications through its Secure Enterprise Application Leasing (S.E.A.L.) program, which delivers highly secure, efficient and cost-effective outsourcing on a leased or rental basis.
- IBM Global Services (www.ibm.com/services/), delivers, with its partners, a suite of Internet-enabled business application hosting services that utilize IBM's Netfinity servers, Citrix MetaFrame software and IBM Global Services IT professionals, who manage the solution for clients from IBM Global Services Delivery Centers.
- IMCP (www.imcp.com), based in Wood Dale, Ill., offers several levels of application hosting services targeted at small to mid-sized businesses in a broad range of markets including public and private school districts, health care, manufacturing and finance.
- Integration, Ltd. (www.integration-group.com), based in West Drayton, UK, provides fully managed server-based, thin-client systems, secure data storage, guaranteed response times and pay as you go software utilization with the ASP rental model for hardware and communications.
- IT Utility (www.itutility.com), based in Atlanta, changes the business basis for acquiring information through its Alternative Information Service Architecture™ (AISA™), a cost-effective, end-to-end service alternative to traditional IT infrastructure that delivers standard desktop applications, custom solutions, Web page hosting and Internet access to small to mid-sized companies.
- Mi8 Corporation (www.mi8.com), based in New York, offers clients the ability to "rent" business applications over the Internet for a flat monthly fee. Mi8's current clients includes Deutsche Bank, The Shooting Gallery, Americasbaby.com and UBO.com.
- Personable.com (www.personable.com), located in Fountain Valley, Calif., is a consumer ASP that offers popular shrink-wrapped applications online for use on a subscription basis. Consumers can use leading Web browsers to access their own Windows 2000 virtual desktop with Microsoft Office 2000 Suites and other software.
- Pointivity (www.pointivity.com), based in San Diego, Calif., provides single-source IT delivery and support to high-growth, emerging markets and small to mid-sized businesses.
- Prologue Software Group (www.prologue-software.com), based in Paris, France, offers enterprise-critical hosted applications to small to mid-sized businesses across Europe.
- ProSolutions, Inc. (www.prosolutionsinc.com), headquartered in Boulder, Colo., is a systems integrator providing solutions to business problems through IT outsourcing, database software development, customized business Web site development, high-speed Web site hosting and Internet marketing.
- Push Computing, Inc. (www.pushcomputing.com), located in Santa Barbara, Calif., is a total service provider offering small to mid-sized businesses application-hosting, development and integration, connectivity and e-commerce. Its hosted applications include sales force automation, customer relationship management, point-of-sale and accounting.
- ThinkKnowledge Networks (www.thinkknowledge.net), based in Atlanta, provides ASP services for small to mid-sized businesses for a flat monthly fee. Hosted applications include Microsoft Office products, messaging, collaborative applications and custom ISV solutions.
- Thinter.net Corporation (www.thinter.net), located in San Jose, Calif., provides application-hosting and implementation services to independent software vendors (ISVs) who wish to deliver applications over the Internet. Thinter.net hosts and manages the "back office" ASP technology, allowing ISVs to offer a subscription-based product through their established sales channels.
- United Online (www.uoli.com), based in Englewood, Colo., provides a suite of customizable applications combined with a high-speed wireless Internet networking service for small- to mid-sized corporate users. United Online also offers a Web based application rental portal for general Internet consumers.

These new Citrix ASP program members join the following, previously announced companies: AristaSoft Corporation, Carrera-MAXIMUS, ESOFT Global, FutureLink, IMAGO ASP Systems, i-NOC.com, LightPC.com, MadisonApps.com, Surebridge, Inc., TeleComputing, Tequinox (a wholly owned subsidiary of Mincom), TransChannel, TRW Systems & Information Technology Group, and VeriPoint, Inc.


About the Citrix iBusiness Service Provider Program

The Citrix iBusiness Service Provider program is comprised of application service providers, network service providers and application specialists, which leverage Citrix application server software as cornerstone, enabling technology for application hosting initiatives. The program provides

members with the software, services and marketing support to serve new markets, grow revenue and build brand identity. A key benefit of Citrix's iBusiness Application Service Provider program is the alliance-based network it facilitates, bringing NSPs, ASPs and application specialists together with more than 7,500 Citrix Solutions Network (CSN) providers, 400 Citrix Business Alliance (CBA) members, and 100 OEM licensees of Citrix ICA to deliver a better business solution through partnerships and core competencies.

About Citrix

Citrix Systems, Inc. is a global leader in application server software and services that offer "Digital Independence™" - the ability to run any application on any device over any connection, wireless to Web. Citrix's solutions enable organizations of all types, from major enterprises to emerging Application Service Providers (ASPs), to reach more users, with more applications, in more locations - and achieve this with greater speed and predictability, and lower costs. Founded in 1989, Citrix today is one of the world's fastest-growing software companies, with more than 100,000 customers worldwide, including 99 of FORTUNE 100 firms. Its products, including MetaFrame™ software and Independent Computing Architecture (ICA), a core application-server technology, have been widely adopted by the corporate mainstream to achieve key business goals. The firm, which markets its solutions through value-added resellers, system integrators and OEM licensees, is headquartered in Fort Lauderdale, Fla. Citrix is traded on the Nasdaq National Market under the symbol CTXS and was recently named to the Standard & Poor's 500 Index. For more information, please visit the Citrix Web site at www.citrix.com.

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