



Press release

Netviewer Receives Frost & Sullivan Award for Business Development Strategy Leadership

*Recognition of superior market growth skills through a combination
of vision, technology and successful marketing*

Amsterdam, September 27th, 2007 – Netviewer, Europe’s leading provider of web collaboration solutions, has received one of the coveted Frost & Sullivan Awards. The award in the ‘Business Development Strategy Leadership 2007’ category recognises Netviewer as an organisation which has distinguished itself in its sector by demonstrating exceptional business development, excelling in the creation of products and services that are perfectly tailored to the needs of its target groups.

The accolade was awarded to Netviewer for its superior market growth skills through a combination of vision, technology and successful marketing.

As part of the evaluation, Frost & Sullivan commended Netviewer for its state of the art web collaboration software. Participants simply click on a web link to run a small executable file and are placed immediately into a Netviewer web conferencing session. No software installation or administration rights are required. This ease of use has allowed Netviewer to be adopted by a wide range of companies to reduce the time and costs associated with business travel, while simultaneously speeding up decision-making processes, and reducing carbon footprint.

Frost & Sullivan also highlighted Netviewer’s locally focussed approach to expansion. With local offices, localised expertise and targeted campaigns the company is determined to meet local customer needs and adjust to market conditions as well as traditions.

“We are very proud that our efforts and energies in developing a highly innovative and successful business have been recognised with this prestigious award” said Dr. Andreas Schweinbenz, founder and managing director of Netviewer. “We are committed to continuing our tradition of technology innovation to support the growing need for companies to work together effectively while overcoming the constraints of time and geography.” With the next version of the web conferencing software, Netviewer will expand its capabilities by using Web 2.0 technologies to create even greater functionality and support for its customers.

Dominic Dodd, Senior Industry Analyst and Program Manager with Frost & Sullivan, commented: “Netviewer has demonstrated how companies of any size can embrace web collaboration software to enhance business processes and improve productivity. The successful development and execution of an international business development strategy with a local focus has enabled Netviewer to rapidly establish its position and reputation in the European web collaboration software and services markets against strong competition from established players such as Microsoft or Webex.”



[Frost & Sullivan Accolade for Netviewer, Honoured with 2007 ICT Award for Business Development Strategy Leadership Award](#)

About Netviewer

Founded 2001 in Karlsruhe, Netviewer (www.netviewer.com) is Europe's leading provider of real-time collaboration software with currently over 240 employees worldwide. The Netviewer service enables (business) users to view each other's PC screen simultaneously in order to work on all kinds of documents, calculations or graphs together - regardless of where the participants are located. Real-time collaboration and communication via the internet significantly reduce the time and cost of travel and thus increase productivity.

More than 11,000 corporations and SMEs from over 45 countries, including Bayer, BMW, DaimlerChrysler, Deutsche Post, Ernst & Young, SAP, Siemens, and Swisscom all rely on the ease of use the Netviewer tools offer. With headquarters in Germany, Netviewer has subsidiaries in Switzerland, France, Austria, The United Kingdom, The Netherlands, and The United States.



About Frost & Sullivan

Frost & Sullivan, a global growth consulting company, has been partnering with clients to support the development of innovative strategies for more than 40 years. The company's industry expertise integrates growth consulting, growth partnership services, and corporate management training to identify and develop opportunities. Frost & Sullivan serves an extensive clientele that includes Global 1000 companies, emerging companies, and the investment community by providing comprehensive industry coverage that reflects a unique global perspective and combines ongoing analysis of markets, technologies, econometrics, and demographics. For more information, visit www.awards.frost.com.

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Total Web Conferencing Market: Revenue Forecasts (Europe), 2006-2013

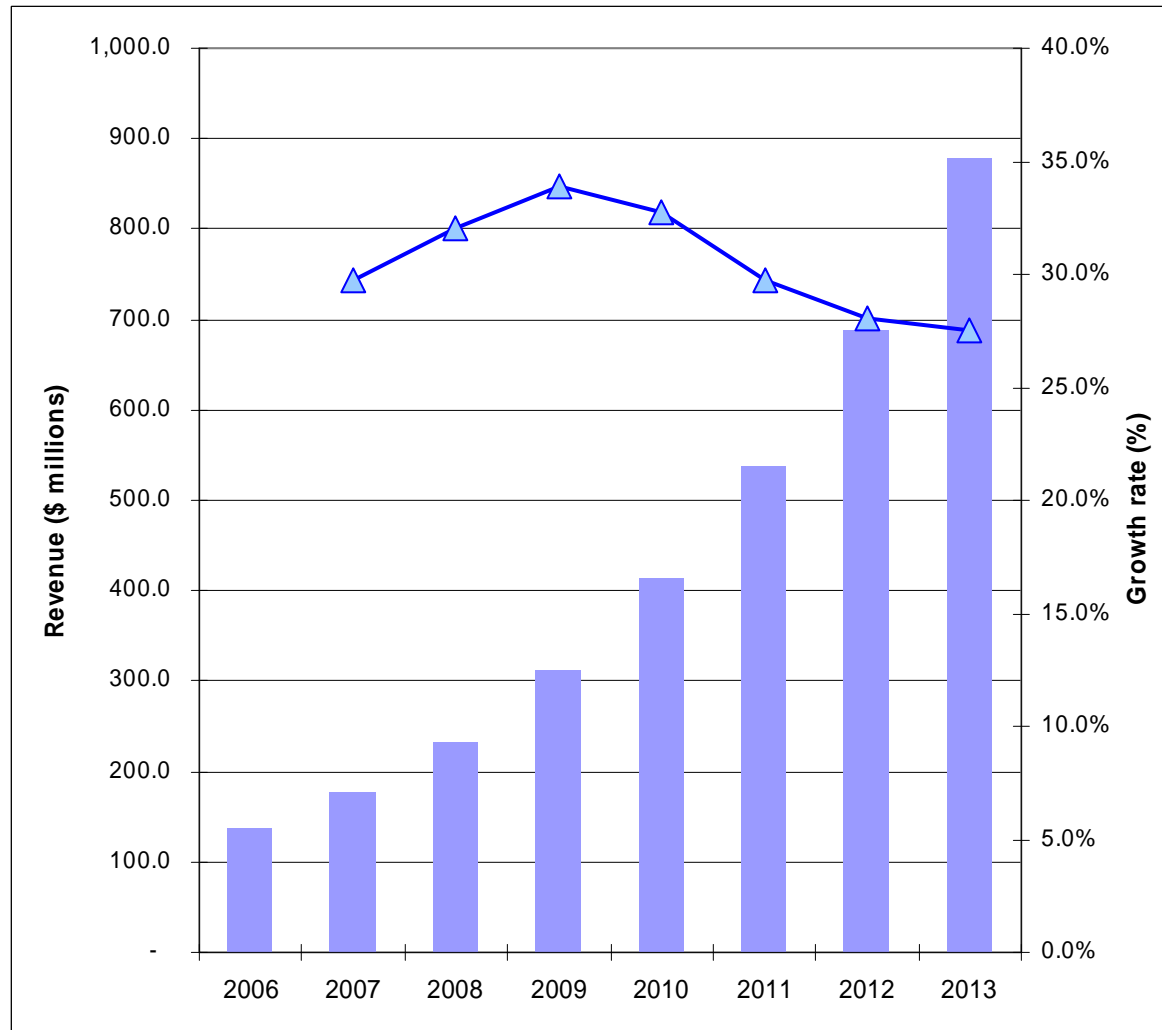


Chart 2.2

Source: Frost & Sullivan 2007

—▲— Predicted annual growth rate