

TradeBeam Solidifies Global Trade Management Leadership

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Growth in Cross Border Trade Escalates Demand for GTM Solutions

SAN MATEO, Calif., Feb. 8 /PRNewswire/ -- TradeBeam, the leading provider of Global Trade Management (GTM) software and services, continued in 2005 to advance its market leadership position. The year was marked by substantial growth in customer acquisition, rapid global expansion, key executive hires, corporate recognition, and continued development of TradeBeam's on-demand GTM product suite.

New clients for TradeBeam in 2005 included a broad array of companies including global retailers DFS and Redcats and global manufacturers such as Laurel Industrial and Air International. TradeBeam continued to gain significant traction in other market segments such as high technology and banking as well as the government vertical, building from the successful deployment of a GTM solution for the Department of Homeland Security's Operation Safe Commerce initiative.

TradeBeam continued its rapid global expansion with the launch of operations in India, which follows the build out of sales and operational units in Europe and on the Pacific Rim, all designed to meet the demands of the company's growing customer base. Specifically in China, TradeBeam's platform has been selected to be the key infrastructure to build the GTM for the country.

TradeBeam also continued to anchor its management team with seasoned performers such as Jerry Dolinsky, a 20-year software industry veteran most recently with Retek. Jerry joined as executive vice president of Worldwide Field Operations. Another key hire was Andy Salentine, who joined TradeBeam from Vastera who acquired the software company he co-founded.

Through aggressive development and mergers and acquisitions activity, TradeBeam has assembled an end-to-end GTM product suite used by people in over 100 countries that contains import and export compliance, landed cost, inventory management, shipment tracking, supply chain event management, as well as letter of credit, invoice and open account management. In 2005, significant progress was made toward integration of the offering. Chiefly, integration of new trade content from the Open Harbor acquisition was completed mid-year, providing a centralized repository of global trade content containing millions of trade rules from more than 50 countries around the world.

Recognized as a leader by an increasing number of influencers, TradeBeam was selected in 2005 by Forbes as one of only ten companies, and the lone GTM provider, to be featured in the Supply Chain Management (SCM) market. Multiple supply chain trade publications named TradeBeam to their respective Top 100 lists and industry analyst firm Frost & Sullivan singled out TradeBeam for growth strategy leadership market.

"We executed very well last year toward our vision of linking companies' physical and financial supply chains after reaching a number of key milestones in 2005," said Graham R. F. Napier, President and CEO of TradeBeam. "Global trade and logistics are among the world's most complex businesses, and there is plenty of room to drive efficiency. The exponential growth of global trade and logistics is driving tremendous demand for GTM solutions that help automate and drive costs out of those business processes."

About TradeBeam:

TradeBeam is a Global Trade Management software and services company providing solutions that streamline global trading processes for enterprises and their partners. TradeBeam's integrated solutions provide import and export compliance, inventory management, shipment tracking, supply chain event management and global trade finance solutions such as open account and letter of credit management. TradeBeam has over 3,000 customers with users in over 100 countries worldwide. For more information, please visit <http://www.tradebeam.com>.

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