

Concorde Solutions Named "Cool Vendor" by Leading Analyst Firm for IT Asset Management

Vendors selected for the "Cool Vendor" report are innovative, impactful and intriguing

Goring-on-Thames, UK, 21 July 2011 – Concorde Solutions, a leading provider of Software Asset Management (SAM) solutions, today announced it has been included in the Cool Vendors in IT Asset Management, 2011 Report*, published by analysts Alexa Bona, Victoria Barber, Stewart Buchanan, and Rob Schafer of Gartner, Inc.

Gartner's Cool Vendors annual reports spotlight selected providers that offer innovative solutions or services with the potential to make a big impact not only in the market, but how businesses operate. Delivering and consuming services to improve business outcomes is the new driver of "coolness" for the 2011 Cool Vendors research series, according to Gartner, Inc.

"Concorde are unique in providing a complete solution for the challenges of managing the software lifecycle, including inventory management, contract management and financial management to deliver tangible savings to the Enterprise," commented Martin Prendergast, managing director of Concorde Solutions.

"Through a combination of our innovative software, ComplianceConsole, and market leading managed services, Concorde Solutions enable organisations to choose the optimum software services model to support their specific business process requirements. We believe this recognition by Gartner underscores our innovation and importance to the market, and we are honored to be included as a 'Cool Vendor'."

As well as delivering solutions for SAM, Concorde Solutions are leading the way in allowing businesses to drive greater value out of vendor contracts, and managing the complexities of delivering software services around growing trends such as virtualisation, cloud computing and the consumerisation of IT.

*Gartner Inc., Cool Vendors in IT Asset Management, 2011, Alexa Bona, Victoria Barber, Stewart Buchanan, Rob Schafer, April 7, 2011.
ID Number: G00211342.

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About Gartner's Cool Vendors Selection Process

Gartner's listing does not constitute an exhaustive list of vendors in any given technology area, but rather is designed to highlight interesting, new and innovative vendors, products and services. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness of a particular purpose.

Gartner defines a cool vendor as a company that offers technologies or solutions that are: Innovative, enable users to do things they couldn't do before; Impactful, have, or will have, business impact (not just technology for the sake of technology); Intriguing, have caught Gartner's interest or curiosity in approximately the past six months.

About Concorde Solutions

Concorde combines innovative technology with years of customer experience to enable organisations to manage the cost and value of software, and adopt software strategies that meet business needs and keep pace with change.

With our solutions and services, organisations know what software they have, how much it costs, how they consume it, and the value that it is delivering to their business.

Concorde's flagship product, ComplianceConsole, provides unparalleled visibility, business intelligence, and control over software and licensing in the most complex environments to help mitigate risk, provide cost benefits and control IT spend.

Our independence and knowledge is recognised by leading vendors including Adobe, Microsoft, IBM and Oracle, and our software solutions support open industry ISO and ITIL software asset management standards.

We have experience across a variety of market sectors and our clients include members of the Global Fortune 1000 as well as investment banks, mid-market companies, public sector organisations and charities.

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