



EarthSoft Appoints Dan Alexander as Vice President of Sales

February 1, 2010 – EarthSoft announced today the appointment of Dan Alexander as Vice President of Sales.

Mr. Alexander has over twenty years sales and sales management experience including environmental testing firms, consultants, and data management software solutions. Most recently, Mr. Alexander was Vice President of National Programs for a leading environmental laboratory network working with some of the largest companies in North America. Prior to that, Dan was Vice President of Sales and Marketing for a company with a hosted data management system.

Mr. Alexander remarked, "I'm pleased to join the EarthSoft team and lead the sales efforts of this strong, successful software product line. EQulS is the most widely used data management solution in the market and I look forward to assist the company to build on its success."

EarthSoft sales grew strongly in both 2008 and 2009, and now with the addition of Mr. Alexander, EarthSoft is positioned to accelerate this strong performance into 2010 and beyond. EarthSoft has announced new products such as Sample Planning Module, and a new Enterprise EDP for Labs module. EarthSoft's government business continues to expand rapidly as large EQulS Enterprise systems are deployed with local, state, and federal clients. EQulS is also being considered for several large independent property portfolios. The EQulS Data Gathering Engine (EDGE) begins shipments this week.

EarthSoft's Mitch Beard said, "EarthSoft continues to invest in our management team and infrastructure and we are very excited to add Dan's skills and expertise. Our new products will expand on many of the existing configurations. Dan's experience and background will help EarthSoft more effectively cooperate and collaborate with our many laboratory and consulting clients and LIMS vendors."

EDP and Enterprise EDP are used by thousands of environmental laboratories, consultants, and other organizations processing thousands of electronic data delivery (EDD) submissions each year. EDP checks many different EDD formats including SEDD, 4-File, GeoTracker, DIGGS, NPDES, LakeWatch, and many others. Sample Planning Module automates the preparation of chain of custody (CoCs) and bottle labels, with an included Completeness Checker.

EQulS is available in both hosted and licensed options and houses some of the largest environmental databases in North America, with a user base including over 20 state government entities and 5 EPA Regions. Most large organizations still prefer to buy and operate their own software and have server infrastructure. Others wish to use externally hosted databases. EQulS offers both, increasing the versatility dramatically compared to single-vendor hosted-only systems.

For further information, please visit www.earthsoft.com or write info@earthsoft.com.