



EarthSoft Announces 70% Growth in 2011

...Substantial Growth in License Fees, Services, and Hosted EQuIS Revenues...

January 23, 2012 – EarthSoft continued its rapid growth in 2011 with 70% growth of License Fee revenues, 47% growth of Hosting revenues, and over 120 new EQuIS Professional license purchases. Multiple EQuIS™ Enterprise sales provided web access to EQuIS applications for many more environmental data consumers.

New products - including the EQuIS Data Gathering Engine (EDGE) and Sample Planning Module (SPM) - drove several large new sales. These sales, prompted by clients who wrote sample planning and electronic field data collection requirements into proposals, resulted in many new client agreements awarded to EarthSoft. Approximately 90 individual EDGE licenses were delivered in 2011, as well as multiple site licenses. New innovation with ArcGIS Server generated additional revenues.

The largest three operators in the Marcellus Shale area now have EQuIS and several more have stated their plans to move to EQuIS in 2012. Five new EQuIS implementations in Calgary have been initiated in the past six months.

Competitive comparisons during 2011 show significant EQuIS strengths. EDGE and SPM, in particular, were chosen for use on several large mining and oil industry projects after extensive competitive evaluations.

EarthSoft signed up more new clients than any other environmental software company in 2011. International growth was particularly rapid, with new large contracts and relationships in Belgium, Switzerland, Poland, Canada, Australia, the Caribbean, and Africa. Large new contracts with SGS and others will continue to expand the use of EQuIS in the management of massive amounts of environmental data.

US Federal Government's use of EQuIS continues to expand, with major new contracts with EPA and National Park Service. EQuIS and EDP are two of the most widely used commercial environmental software products in US EPA.

EarthSoft added significant infrastructure in 2011 with several new staff and additional servers for hosting client data in Calgary and Sao Paulo, Brazil. EarthSoft now has servers on four continents.

EarthSoft's EQuIS is the most widely used environmental data management software system in the world.
For more information, visit www.earthsoft.com or email info@earthsoft.com.