

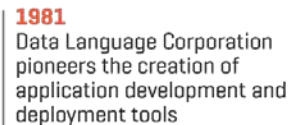
Stratégie Progress

Puteaux, 24. Juin 2014

Olf Jännsch
Regional Vice-President

[Video](#)





1983
Relational Data Language unveiled at Comdex as a 4th-generation language and integrated multi-user relational database management system

1984
RDL product renamed
"Progress"; first
commercial release for
UNIX and DOS



1993
Progress launches graphical user interface for Windows
DataDirect [a.k.a. Q+E Software] introduces market's first ODBC drivers

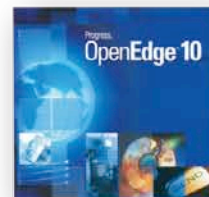


1995

Progress implements object-oriented approach to 4GL development

1996
DataDirect
introduces suite
of JDBC drivers

1997 Progress acquires tools for developing Java-based applications



2004
Progress product
re-architected and
rebranded as
"OpenEdge," delivers
unparalleled flexibility
for users to leverage
existing technology

2003
acquires
ect data
ty tools

2008 Progress

toolkits
of ODBC and
ADO.NET and OLE DB
providers

| 2010

International Data Corporation recognizes OpenEdge as #1 pure-play embedded database management system for 5th consecutive year

| 2012

Phil Peard named President & CEO



June 9, 2014: Progress acquires MODULUS

Progress announces Easy Service
data integration and collaboration

The Command-Line Era

1986
First Progress
user conference,
Amsterdam

1987
Company renamed Progress
Software Corporation



The GUI Era



PROGRESS
SOFTWARE

1991
Progress goes public [PRGS] on NASDAQ

1993
Revenue
exceeds
\$100M US

2000
1st SaaS partner

2007
2,000th application partner

2007

2009
1st OpenEdge Cloud application

2009

The Cloud Era

2011
OpenEdge 11,
world's first
multi-tenant
database for the
Cloud

Progress acquires
Corticon
best-in-class
business rules
management tools



Co-founder and former CEO Joseph Alsop



Progress has always helped business professionals build powerful applications with purpose

Business professionals have unique requirements:

- 1. Need simplicity without having to rely on deep technical skills*
- 2. Need to connect to critical data*
- 3. Need to see before they build*
- 4. Need to show results right away*
- 5. And they need to do it without a long, expensive IT project*

Progress by the Numbers



140,000+ enterprises in **175+** countries have invested in Progress technology



2,000+ partners are in the Progress partner network



5,000+ applications have been built by ISVs using Progress technology



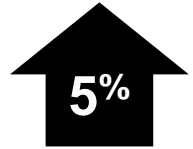
4 million+ people use applications built on award-winning Progress technology



200+ partners have built hundreds of Progress applications in the Cloud, servicing **100,000+** end users



A Strong Balance Sheet



\$334m FY13 annual revenue: **5%** y/y growth



\$122m FY13 license revenue: **15%** y/y growth



~\$231m cash/equivalents (*no debt*)



30% operating margin in FY13



54% of FY13 revenue is from outside the U.S.



950 employees worldwide

FY13 Year-over-Year Growth by Region:

- Americas: **6%**
- EMEA: **5%**
- APJ: **4%**

Product Strategy



What's Hot Out There....

IT Trends that are driving business growth



- Mobile devices



- Cloud-based application (SaaS) and platform services (PaaS)



- Demand for new business functions, quicker



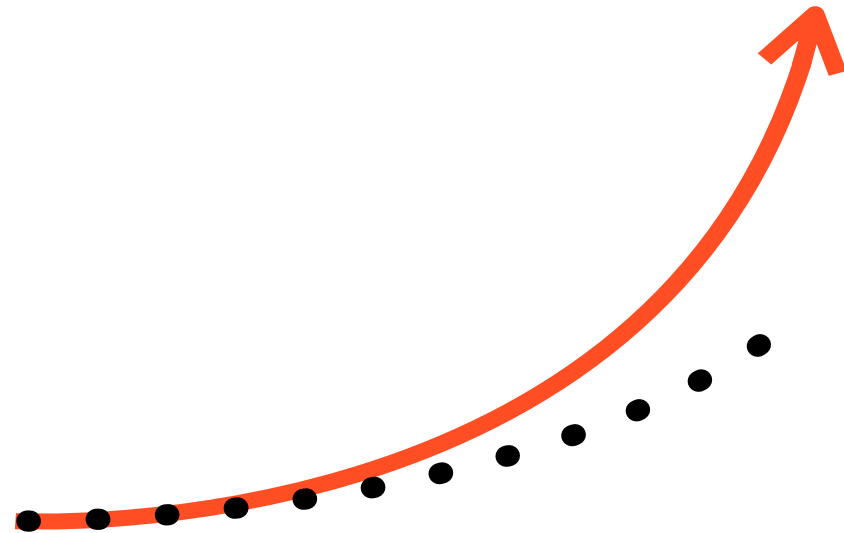
- New UI Technology



- Social media

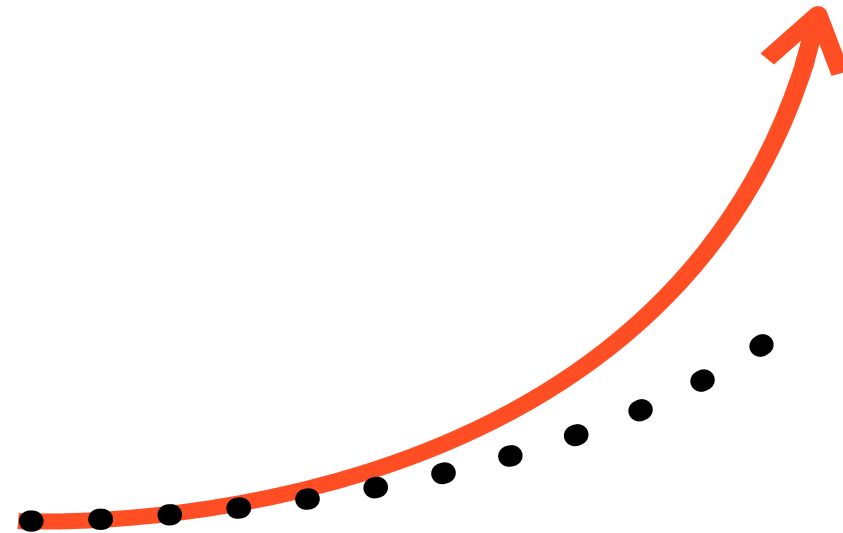


Data and Application Challenges Stand in the Way



**Business is
demanding more**

.....
**IT can't
keep pace**

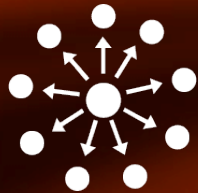


Data is exploding

.....
**Organizations can't
keep pace with data**

Demands of Modern Business Applications

Rapid to
BUILD



Simple to develop, deploy, manage

Made to
SHARE



Ecosystems of data working together

Flexible to
MOVE



Unity of on-premise, cloud, mobile



Platform as a Service



Rapid development



Data driven



Open standards



Public, Private,
On-premise



A modern Platform-as-a-Service (PaaS) that makes it easy for businesses to optimize their data and rapidly build data-driven apps and deploy them on any cloud or device



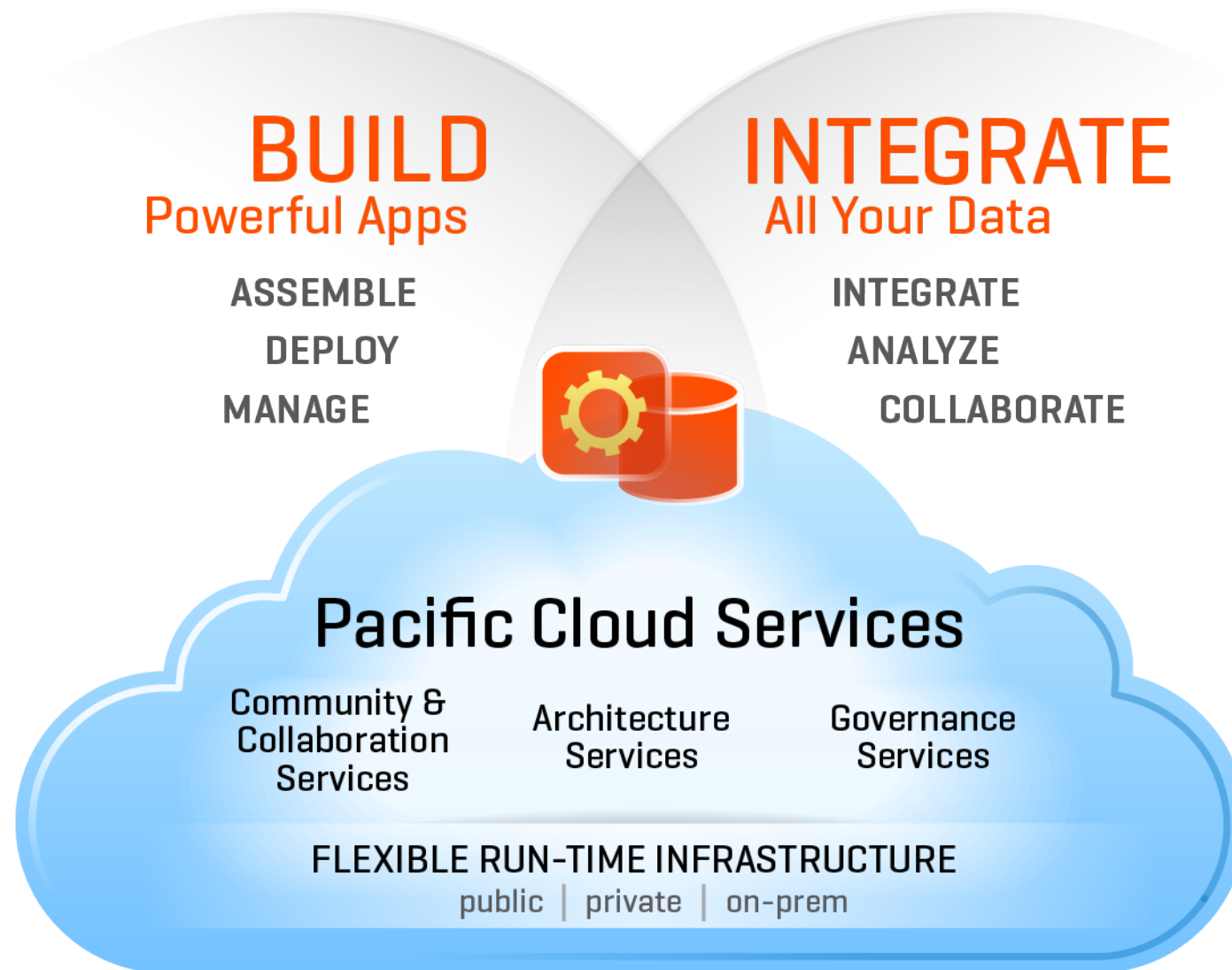
BUILD



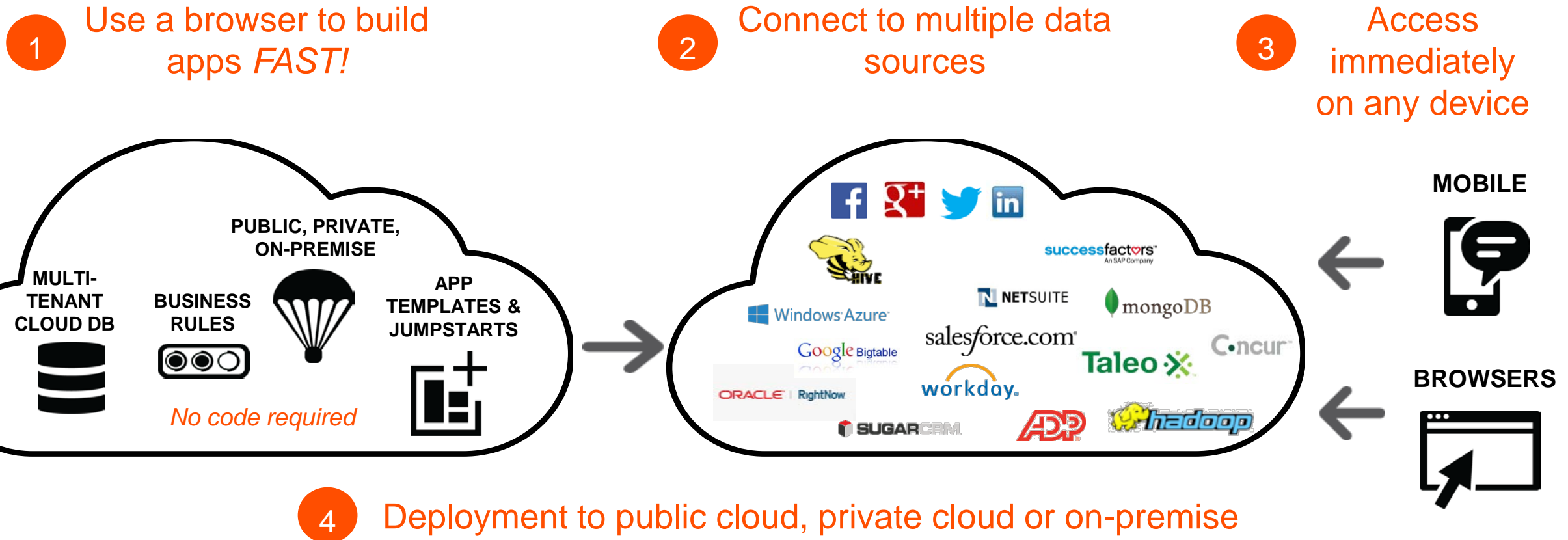
SHARE



MOVE



Progress Pacific: The Fastest Way to Build Custom Cloud Applications



Gartner Magic Quadrant for Enterprise Application Platform-as-a-Service (aPaaS)

Magic Quadrant

Figure 1. Magic Quadrant for Enterprise Application Platform as a Service



Source: Gartner
January 2014

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from www.progress.com.

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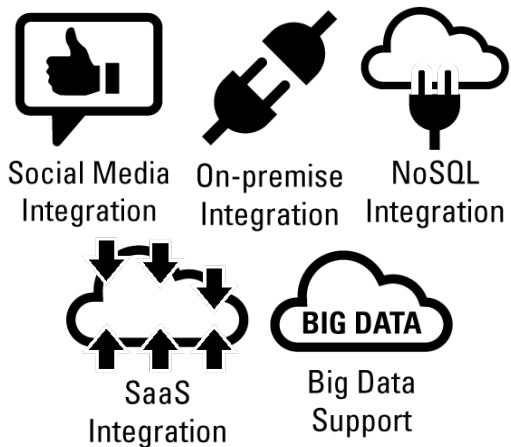
Real Examples of Gartner-noted Pacific Strengths

- Multi-tenant Architecture
- Proven with ISVs
- Mature Technology Capabilities
 - BPM
 - Rules
 - Data Connectivity
- Choice
 - JavaScript
 - ABL
 - Force.com Migration
 - Deploy Anywhere

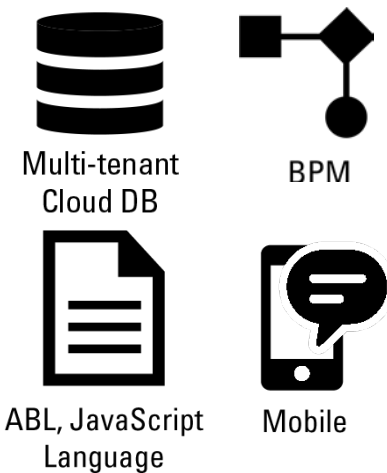


Four Pillars of Progress Pacific

PROGRESS DATADIRECT



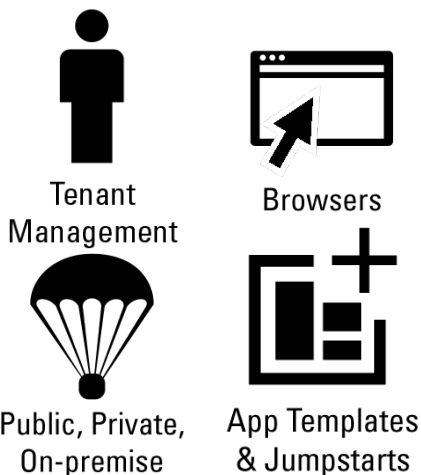
PROGRESS OPENEDGE



PROGRESS CORTICON



PROGRESS ROLLBASE




COMMUNITY

USER EXPERIENCE

Progress Has Acquired Modulus



A  **PROGRESS** COMPANY

What is Modulus and why did Progress acquire the company?



What is Modulus?



Hosted PaaS (Modulus)

Private PaaS (Modulus Enterprise)

A PaaS for quickly and easily deploying, scaling, and monitoring Node.js applications and MongoDB databases.

What Is Node.js?



Node.js is a server-side runtime
that compiles and executes
JavaScript at high speeds

Progress Developers Are Already Using Node

“Node.js is used as the glue to put everything together [with OpenEdge].”



Mike Liewehr

Managing Partner, AKIOMA Software

“Node.js is the glue layer we use to talk to OpenEdge, Corticon, and other Progress products.”



Thomas Hansen

Owner, App-Solutions



Julian Lyndon-Smith

Owner, dot.r

“Node.js provides more options for web development with OpenEdge.”

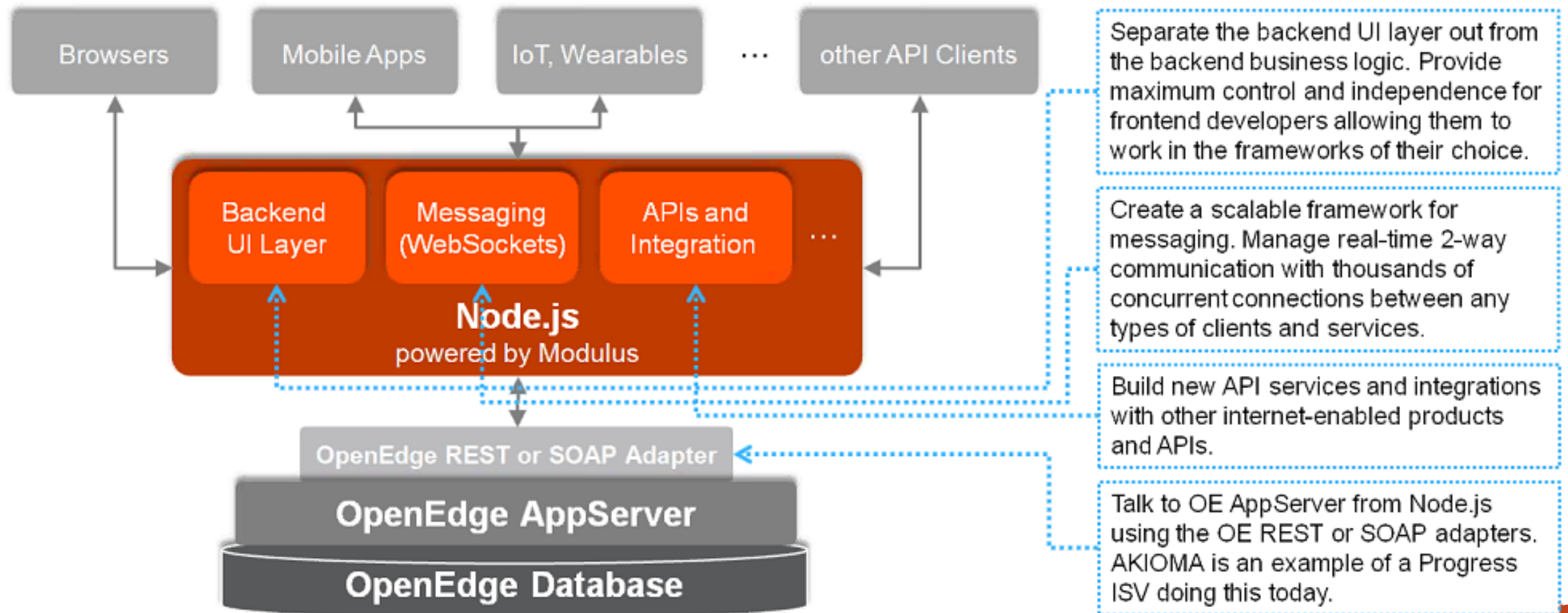


Robert Prediger

Owner, web4biz

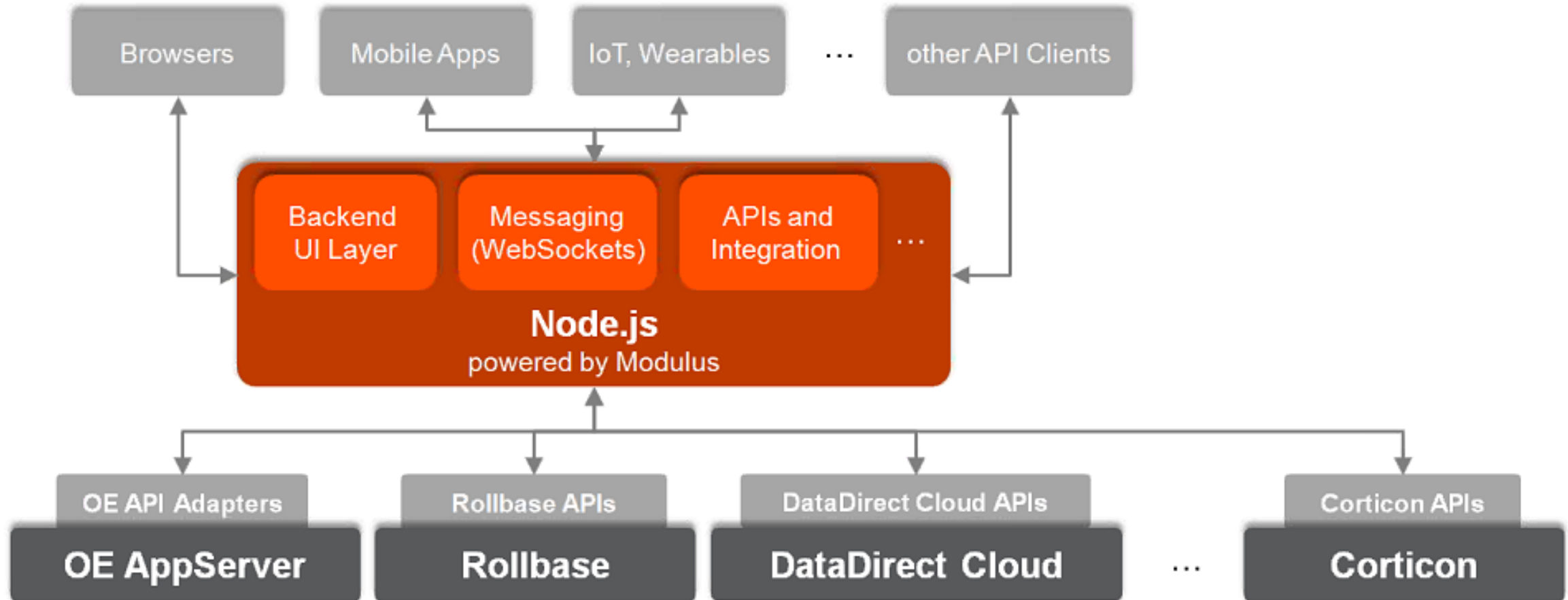
Node.js + **PROGRESS** OpenEdge®

Node is a natural fit for building custom API services, integrations, messaging frameworks and independent UI backends.



Node.js + **PROGRESS**

Node.js can serve as the “the central glue for tying technologies and applications together.”



Top 10 Reasons Why Progress Acquired Modulus

1

Expand Pacific
beyond
Productivity to
Control with a
state-of-the-art
Control PaaS

2

**Attract large
numbers of new
developers**
to Progress with
a purpose-built
Node.js platform

3

**Establish
Progress as
a leader**
in bringing Node.js
to the enterprise

4

**Vitalize the
Progress brand**
through a strong
position in the
Node.js
community

5

**Compete
stronger**
with broad PaaS
suites like
Salesforce1

6

Leverage
synergies of
**Node.js with
Pacific and
OpenEdge**

7

Leverage
synergies of
**Node.js with
mobile, APIs and
emerging
technologies**

8

Leverage
**deployment
model synergies**
of Modulus with
Pacific (Hosted
and Private)

9

Leverage flexible
architecture to
**add control
languages
beyond
JavaScript**

10

**Hire a
proven team**
of Node.js
developer
evangelists

Progress Exchange 2014

PROGRESS
EXCHANGE 2014



Hilton



PROGRESS EXCHANGE 2014

6–8 October 2014

(Partner+ Business
Forum @Exchange:
5–8 October)

Hilton Orlando
Orlando, Florida

Progress Exchange 2014 and Partner+ Business Forum: Agenda-at-a-Glance

Sunday, Oct. 5		Monday, Oct. 6		Tuesday, Oct. 7	Wed., Oct. 8
Morning		Partner+ Business Forum General Session	Technical Workshops	General Session	General Session
				Breakouts	Breakouts
Afternoon		Partner+ Business Forum Breakout Sessions	Technical Workshops		
Evening	Partner Awards	Mix@Exchange Welcome Reception		PARTY@ Exchange	

Tracks at Progress Exchange 2014

- **The Empowered Business:**
App Modernization, App Management, REST, Rules, BPM, Frameworks
- **People and Process Optimization:**
Table Partitioning, Performance Tuning, Virtualization, Disaster Recovery, Developer Studio
- **IT Forces Meet Internet:**
Mobile App Development, Node.js, User Experience (UX), Product Roadmaps
- **Rapid Application Development and Data:**
Web Development, Application Data Integration, PaaS, Cloud Services

Workshops at Progress Exchange 2014

Monday, October 6, 2014

Admission to one workshop is included with Progress Exchange 2014 registration.


- Advanced Business Applications for the Cloud
- Agility through Business Rules Management
- Boost Application Developer Productivity
- Business Applications for a Mobile World
- Connect Data Anywhere and Everywhere
- Data Integration Made Easy
- Enhance Database Performance and Scalability
- Extend and Optimize Data Connectivity
- Next Generation of On-Premise Business Applications
- Rapid Application Development for the Cloud



Registration Is Open! www.progress.com/exchange

Summary



A bright yellow starburst graphic with multiple points, glowing against the dark background.

Our customers and partners need to react to opportunities, improve productivity, and grow their businesses—faster than ever.

Today's challenges include:

- Data integration
- Big data
- Mobility
- Data analytics

Tomorrow's opportunity?

Managing it all from one platform. Simply, rapidly, and with no lock-in.
That's the next generation of application development.

That's Progress.



Why Progress?

- The next generation of application development
 - Best-in-class, purpose-built products
 - Data integration, big data, mobility, data analytics
- Global support, local presence
- 140,000 organizations and over 4 million users
- Software for on-premise, any cloud, any platform, or any mobile device
- 30-year track record of success

www.poweredbyprogress.com

Customer and Partner value... Now



PROGRESS