



ALM Market Leader Polarion Software Turns in Another Outstanding Financial Quarter

Second quarter results >60% CAGR over previous year driven by explosive sales and customer growth

Alameda, CA (August 11, 2011) – Polarion Software, a leader in requirements driven application lifecycle management (ALM) and test case management continues to once again delivers record growth for its software business, with sales for the second quarter of Fiscal 2011 rising more than 60 percent over the second quarter of 2010. The company also welcomed a significant number of new customers into its portfolio during the quarter, while experiencing dramatic increases in product licensing.

“We have delivered increases in revenue growth and profitability every quarter since 2008.” said Frank Schroeder, Polarion Software CEO. “Year after year, customers are increasingly drawn away from outdated, stale vendors such as IBM, MKS, or Serena, to Polarion’s unique ALM market positioning and disruptive technology advancements.”

Dramatic Customer Growth and Analyst Recognition

More than a million people around the globe have downloaded Polarion’s software for requirements management, test case management, and collaborative end-to-end application lifecycle management. Polarion welcomed a number of brand names to its global customer portfolio including in alphabetical order: ADVA Optical, Bosch, Credit Suisse, Curtis Instruments, Cybertronic, L-Bank, Maquet, Massimo Labs, Medtronic, Otto Bock, Sirona, SOVAMED, Thermo Fischer Scientific and Vorwerk

Analysts such as Forrester Research, Gartner, and Ovum regularly provide detailed coverage on Polarion Software. Ovum in their annual Software Lifecycle Management review praises Polarion’s excellent performance with regard to customer satisfaction. Even more devastating for the competition is Polarion’s impressive Technology Score from Ovum, which confirms Polarion as a market leader with a well-rounded ALM solution.

“Often our customers are engineers building products and systems, with a high degree of embedded software in highly regulated and compliance-driven operations where risk management and accountability are driving business forces.” says Stefano Rizzo, vice president strategy and business development, Polarion Software. “At the end of the day it comes down to the tool that engineers, want to use and like to use. And engineers are very boldly saying that their first choice is Polarion.”

Awarded Exclusive Partnership with Institute for Healthcare IT

Polarion provides solutions for a range of healthcare regulatory compliance mandates including: FDA CFR 21 Part 11, FDA CFR 21 Part 820, ISO 13845 and IEC 63204. The prestigious Institute for Healthcare IT, honored Polarion as the exclusive software partner for the masters level studies program, chaired by Professor Dr. Christian Johner of Stanford University in U.S. and Konstanz University in Germany.

“The Institute for Healthcare IT is dedicated to improving the efficiency and effectiveness of the healthcare system through the application of cutting edge technologies. Polarion’s ongoing partnership with the Institute provides invaluable insights into the emerging management needs in healthcare IT, and has been the impetus for our soon to be launched solution for Risk Management ISO 14971,” says Professor Dr. Christian Johner.

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New Global Partnerships

Polarion also welcomed a number of new channel partners within Czech Republic, France, Russia, India and Turkey to serve its rapidly expanding Global customer base.

“First Line Software is a technology leader in the Russian marketplace. Our global experience with international best of breed practices, tools, and methodologies allowed us to extensively evaluate all ALM vendors. We selected Polarion as our go to market partner for our Russian customers based on Polarion’s advanced technology, proven scalability, and extremely high customer satisfaction record.” says Vladimir Litoshenko, vice president business development, First Line Software.

About Polarion Software

Polarion Software is a global leader in the field of Requirements Management, Test Case Management, and comprehensive ALM software solutions and services. Polarion Software is an employee owned company operating globally with offices in Europe and North America, and partners in Africa, South America and Asia–Pacific. Our success is best described by the thousands of global organizations and over 1 million users who rely daily on Polarion software. For more information, visit www.polarion.com.

-30-

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