

Fact Sheet

Company name: DataKinetics Inc.

Established: 1977

Headquarters: Ottawa, Canada

Web site: <http://www.dkl.com>

Company overview:

For more than 30 years, DataKinetics optimization software has been used by large global enterprises to radically improve mainframe application and DB2 performance, capacity and scalability. Its flagship software product, DataKinetics tableBASE, is proven and powerful in-memory software used to enhance online transaction-processing environments, batch applications and DB2 stored procedures running on IBM System z mainframes.

Management team:

- Allan Zander, CEO
- Bill Olders, president and CTO

Target industry verticals:

- Finance
- Insurance
- Retail
- Telecommunications

Customers:

- Fortune 1000 companies using IBM System z mainframes
- High-volume transaction industries
- 20% of the Fortune 50 are DataKinetics customers
- One of the top three credit card companies
- We reduce our customers' use of MIPS by at least 50% and often by 80% or more. For companies that use 2,500 MIPS/year, that means savings of at least \$1.8-million.

Addressable market:

- IBM mainframes dominate the market with more than 90% market share.
- From 2007 to 2008, IBM System z mainframe sales grew by 32 %.
- In 2004, IDC estimated worldwide install base at 12,600 IBM/plug-compatible mainframes; other estimates (including non-plug-compatible systems) as high as 35,000.

Products:

- DataKinetics tableBASE, the company's core product
- DataKinetics tableBASE VTS, for table sharing across applications
- DataKinetics tableBASE Process Manager, coordinates table sharing to support 24/7 transaction processing
- DataKinetics tablesONLINE, an online user interface for ease of management

European reseller partners:

- SysperTec, France - <http://www.syspertec.com/>
- HarMundi, Germany - <http://www.harmundi.com/>
- PRIMEUR, Italy and Spain - <http://www.primeur.com/>

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