

## Exponential Growth Sees AvePoint Sales in Europe Rise 110 Percent in Fiscal Year 2010

### Interest in Microsoft SharePoint Infrastructure Management Rises with Explosive Adoption of Collaborative Working Practices

London, UK — June 6th, 2011 — Today, AvePoint, the world's largest provider of [infrastructure management software](#) solutions for Microsoft SharePoint, announced a sales growth of 110 percent in Europe in 2010, as well as doubling of its customer base and operation. This exponential growth follows the release of SharePoint 2010 and signifies increased adoption of collaborative tools that allow businesses to protect, manage, and govern corporate data across disparate sites. AvePoint has focussed exclusively on the SharePoint market since its inception in 2001 allowing for unrivalled experience in this space and this expertise, alongside a dedicated global SharePoint R&D facility consisting of more than 500 personnel – the largest team outside of Microsoft.

With more than 8,000 customers worldwide today, AvePoint's momentum has been driven by migration and ongoing maintenance around SharePoint, which has become increasingly popular as businesses look to globalise and support corporate data between disparate sites and across-borders. With specialist channel partners at the core of its go-to-market strategy in the UK, AvePoint has teamed up with companies including Black Marble, Company Net, Raona, Content & Code and Trustmarque to offer more than 30 independently deployable modules to customers of all sizes and across vertical markets, namely financial services, the public sector, and pharmaceutical and manufacturing industries.

"Like AvePoint, Black Marble has attained a Gold Competency for Portals and Collaboration – an honour that Microsoft extends only to partners that deliver best-in-class capabilities to customers," commented Linda Hogg, Microsoft Alliance Manager, Black Marble. "The expertise and specialist technology that we are able to offer by working with AvePoint is a huge benefit for our end-users who want fast and effective solutions which provide ROI and optimise the efficiency of SharePoint."

Dena Lawson, SharePoint Project Manager, Kingston University, added that, "Taking away the complexity around SharePoint 2010 was crucial in reducing the resources needed to assist the migration process, as well as ongoing management. AvePoint simply took away the complexity of SharePoint 2010, allowing us to shift the focus from technical to content management. The result here is that administrators are able to concentrate their efforts on improving the end-user experience."

"AvePoint's growth in 2010 results from unrivalled experience and product expertise. A sales growth of 110 percent in Europe in just one year is outstanding, and signifies real momentum in SharePoint adoption," said Dr. Tianyi (TJ) Jiang, Co-Founder and Co-Chief Executive Officer, AvePoint. "For us, the fact that partners and customers alike are turning to AvePoint as a trusted partner to address key pain points associated with SharePoint lifecycle management, including data protection, management, storage optimisation, and compliance, is a huge compliment to us, and an indicator of further growth potential globally in 2011."

#### About AvePoint

[AvePoint](#) is a global technology company and [proven software leader](#). Since its founding in 2001, AvePoint has become one of the world's largest providers of infrastructure management software solutions for SharePoint,

offering a fully integrated solution for SharePoint lifecycle management. Propelled by one of the world's largest SharePoint-exclusive research & development team, AvePoint helps more than 8,000 customers – including many Fortune 500 companies and government agencies – meet their specific business objectives by unleashing SharePoint's full potential. AvePoint, Inc. is headquartered and maintains its principle engineering centre in Jersey City, NJ, with wholly owned sales and engineering centers in the USA, Canada, Australia, United Kingdom, Germany, Japan, Singapore, and China. AvePoint is a Depth Managed Microsoft Gold Certified Portals and Collaboration Partner and Gold Certified ISV Partner as well as US Government GSA provider.

**AvePoint Media Contact:**

Sarah Hoyle – Director, EMEA Marketing  
AvePoint  
Tel: 020 7706 5430  
Email: [Sarah.Hoyle@AvePoint.com](mailto:Sarah.Hoyle@AvePoint.com)

Adele Connell  
Axicom  
Tel: 020 8392 4062  
Email: [adele.connell@axicom.com](mailto:adele.connell@axicom.com)

All product and company names herein may be trademarks of their registered owners.