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## **Epicor's George Klaus Named 2010 Channel Chief by Everything Channel's *CRN* Magazine**

***Chairman, President and CEO Recognized for Continuing to Grow Epicor's Channel Partner Programs through Leadership, Innovation and Effective Execution***

IRVINE, Calif. — March 4, 2010 — [Epicor](#) Software Corporation (NASDAQ: EPIC), a leading provider of enterprise [business software solutions](#) for the midmarket and divisions of Global 1000 companies, today announced that Epicor Chairman, President and CEO George Klaus has been named a 2010 Channel Chief by the Everything Channel's *CRN* magazine. Channel Chiefs are leaders in creating effective channel programs for solution providers as they consistently defend, promote and execute effective channel partner programs and strategies.

"I am honored to be named a 2010 Channel Chief," said Klaus. "Epicor is proud to work closely with our global channel partners to deliver unmatched value to our customers worldwide. With the extension of our three-tiered channel partner incentive program and the exceptional momentum our next-generation solution Epicor 9 is achieving in the market place, Epicor continues to deliver significant opportunities for our channel partners to grow their businesses in today's highly competitive, dynamic marketplace."

[Epicor channel partners](#) have increased revenue contributions by more than 80% over the past 4 years; through an industry-specific approach in 2010, Epicor will continue to work on expanding the channel footprint and revenue contribution.

Building on the success of Epicor's three-tiered channel partner incentive program launched in the Americas in 2008, Epicor has extended its incentive program to Professional Services. Epicor's Professional Services Incentive Program rewards its partners focused on implementing new business solutions, and supporting and servicing their Epicor customer base. Furthermore, customer adoption of [Epicor 9](#) continues to be a huge success for the company,

with shipments to more than 1,000 customers and partners worldwide, approximately 120 customers running their businesses on Epicor's latest [enterprise resource planning \(ERP\)](#) solution and over 34,000 user seats shipped worldwide. Manufacturers, distributors, financial institutions, service firms and retailers worldwide have selected Epicor 9 for its ease of use, ability to adapt to business and industry-specific requirements, and ultimately for the fact it can easily scale as an organization expands or changes. With the right solutions, advanced technology, a clear market strategy and a global footprint, Epicor is well positioned for continued growth.

"Being named a Channel Chief is one of the most prestigious honors in the IT industry. This year's Channel Chiefs offers tremendous insight into the who's who of the Channel," said Kelley Damore, vice president, editorial director for Everything Channel. "Top channel executives consistently ensure that the Channel's voice is heard when strategic decisions are being made and continually nurture mutually profitable relationships. We applaud the 2010 Channel Chiefs for their successful partner programs and strategies."

For the eighth consecutive year, the Channel Chiefs were chosen based by Everything Channel editorial on criteria including policy and program innovations made during the past year, the amount of revenue their company generates through partners, their willingness to speak out publicly on behalf of the channel, and the number of years they have dedicated to channel activities. For additional information on the *CRN* Channel Chief list, visit [www.channelweb.com](http://www.channelweb.com). The Channel Chief list was published in the February 22, 2010 issue.

**About Everything Channel ([www.everythingchannel.com](http://www.everythingchannel.com), [www.channelweb.com](http://www.channelweb.com))**

Everything Channel, headquartered in Framingham, MA, is a technology marketing and sales solutions company. Through its "Complete Technology Channel Solution," Everything Channel offers the right business tools to accelerate technology sales. From branding and recruiting to marketing and sales, Everything Channel offers technology marketers the unmatched breadth and depth of global brands and market intelligence combined with unparalleled audience loyalty and credibility serving all technology sales channels through an extensive database. Everything Channel provides innovative field sales and marketing solutions to the sellers of technology to achieve measurable and significant results.

**About United Business Media Limited**

UBM (UBM.L) focuses on two principal activities: worldwide information distribution, targeting and monitoring; and, the development and monetization of B2B communities and

markets. UBM's businesses inform markets and serve professional commercial communities -- from doctors to game developers, from journalists to jewelry traders, from farmers to pharmacists -- with integrated events, online, print and business information products. Our 6,500 staff in more than 30 countries is organized into specialist teams that serve these communities, bringing buyers and sellers together, helping them to do business and their markets to work effectively and efficiently. For more information, go to [www.ubm.com](http://www.ubm.com).

### **About Epicor Partners for Growth Program**

The Epicor Partners for Growth program provides a solid foundation for partners committed to excellence and customer satisfaction. Epicor provides a comprehensive sales, marketing and support program that offers its channel partners significant opportunities to grow their businesses in key industries—manufacturing, distribution, retail, hospitality and services—backed by Epicor's award-winning solutions, support and professional services. More than 300 value-added resellers and authorized consultants participate in the Epicor Partners for Growth Program worldwide. For more information on this program and the three-tiered partner incentive program, send e-mail to [partnerinfo@epicor.com](mailto:partnerinfo@epicor.com).

### **About Epicor Software Corporation**

Epicor Software is a global leader delivering business software solutions to the manufacturing, distribution, retail, hospitality and services industries. With 20,000 customers in over 150 countries, Epicor provides integrated enterprise resource planning (ERP), customer relationship management (CRM), supply chain management (SCM) and enterprise retail software solutions that enable companies to drive increased efficiency and improve profitability. Founded in 1984, Epicor takes pride in more than 25 years of technology innovation delivering business solutions that provide the scalability and flexibility businesses need to build competitive advantage. Epicor provides a comprehensive range of services with a single point of accountability that promotes rapid return on investment and low total cost of ownership, whether operating business on a local, regional or global scale. The Company's worldwide headquarters are located in Irvine, California with offices and affiliates around the world. For more information, visit [www.epicor.com](http://www.epicor.com).

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