For Immediate Release **Contact:** Jim Bartow, Director of Business Development
March 9, 2011 JBartow@Results-Software.com 760.633.3011 / 800-713-7013

Results Software Expands Footprint with a New Regional Office

HERNDON, VA. — In response to increased demand for its award-winning Results CRM business solution, Results Software has opened a regional office in Southern California.

To head the region, and continue building the company's VAR channel, partner alliances, and customer base, Results Software has recruited James Bartow, who assumes the role of Director of Business Development. A CPA with a strong background in enterprise level software sales, Mr. Bartow will oversee Results Software's channel and alliances strategies and initiatives. These business units are key to tapping the company's core market—Small and Mid-size Businesses (SMBs) that rely on trusted partners to recommend and implement technology solutions.

"Jim's accounting, business, and technical background are the perfect blend of attributes for a director of our West Coast regional office," said Mayya Saab, CEO of Results Software. As a previous Results Partner, Jim has proven his expertise in establishing new accounts and building strong relationships with existing clients. Jim brings an impressive 14 years of enterprise level sales expertise to Results Software and is committed to delivering the best solutions to the SMB market. Having built Partner and Alliance programs as well as running a VAR organization, Jim has the unique understanding and appreciation necessary to deliver stronger and more meaningful partner relationships.

Results Software has seen its customer base grow significantly of late—36 percent from 2009 to 2010. Opening a regional office in California will give the company additional reach as it continues to serve its expanding CRM clientele worldwide. Also, the new location will enhance Results Software's collaborative efforts with its numerous technology partners on the West Coast.

"I am excited to have Jim onboard. He is a talented and respected sales executive who values channel and alliance relationships. I look forward to his innovative vision for an enhanced partner program, committed to the success of all of our partners," said Naseem Saab, President and Founder of Results Software.

Naseem added "Small Businesses' and Corporate America's renewed focus on the customer, coupled with the need for an integrated solution that merges CRM with business management, has contributed to the company's success. Results Software's CRM business solutions empower companies not only to manage relationships with customers, suppliers, and partners, but also to complete critical business tasks with maximum efficiency and provide the visibility of data across the organization."

Results CRM is an end-to-end solution that provides a cohesive 360-degree view of an entire operation with instant access to relevant data. It succeeds in dramatically improving an organization's efficiency by allowing all departments to share information on a common platform and complete critical business tasks such as tracking sales opportunities, quotes and orders, managing projects and deliverables, generating work orders, keeping tabs on customer service, scheduling personnel, and tracking and managing product pricing and inventory as well as client invoices and payments along with bi-directional QuickBooks and Outlook Integration. Results CRM can be deployed on-site or in the cloud.

About Results Software
Founded in 1985, Results Software provides Customer Relationship Management (CRM) and business management solutions to a diverse client base that includes small businesses, enterprises, non-profits, and government agencies. With its award-winning software and services, Results Software helps organizations of all sizes streamline their operations, improve efficiencies, and increase overall performance.