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## **Bob Palumbo, Vice President, Channels Marketing of Progress Software, Recognized as a Channel Chief by Everything Channel's CRN**

BEDFORD, MA -- (MARKET WIRE) -- 02/21/11 -- [Progress Software Corporation](#) (NASDAQ: PRGS), a leading software provider that enables enterprises to be [operationally responsive](#), has today announced that Bob Palumbo has been named a Channel Chief by the Everything Channel's CRN. Channel Chiefs are leaders in creating effective channel programs for solution providers. They consistently defend, promote and execute effective channel partner programs and strategies.

2011 marks the seventh straight year in which Progress Software's channel executives were recognized for the CRN distinction. In continuing the success of the [Progress Partner Program](#), Bob Palumbo specifically directed the channel go-to-market efforts of several new product launches including OpenEdge BPM, one of the industry's first business process-enabled application platforms and [Progress@ Arcade™](#), a cloud enablement platform. Both of these initiatives are creating new growth opportunities for Progress ISV partners.

This year's 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.

John Stewart, vice president of Corporate Marketing, Progress Software noted: "Bob has been a key contributor in both developing and implementing the Progress vision around partner enablement for Responsive Product Management (RPM) and Cloud. With over 25 years of experience in helping companies become more operationally responsive, Progress continues to provide best-in-class offerings and expertise to the partner community."

"Being named a Channel Chief is one of the most prestigious honors in the IT industry. This year's Channel Chiefs offer tremendous insight into the who's who of the Channel," said Kelley Damore, VP, Editorial Director, 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 this year's Channel Chiefs for their successful partner programs and strategies."

For additional information on the CRN Channel Chief list, visit <http://www.crn.com>. The Channel Chief list was published in the February 21, 2011 issue.

### *Progress Software Corporation*

Progress Software Corporation (NASDAQ: PRGS) is a global software company that enables enterprises to be [operationally responsive](#) to changing conditions and customer interactions as they occur -- to capitalize on new opportunities, drive greater efficiencies and reduce risk. The company offers a comprehensive portfolio of best-in-class infrastructure software spanning event-driven visibility and real-time response, open integration, data access and integration, and application development and deployment -- all supporting on-premises and SaaS/Cloud deployments. Progress maximizes the benefits of operational responsiveness while minimizing IT complexity and total cost of ownership. Progress can be reached at [www.progress.com](http://www.progress.com) or +1-781-280-4000.

### *About Everything Channel*

Everything Channel is the premier provider of IT channel-focused events, media, research, consulting, and sales and marketing services. With over 30 years of experience and engagement, Everything Channel has the unmatched channel expertise to execute integrated solutions for technology executives managing partner recruitment, enablement and go-to-market strategy in order to accelerate technology sales. Everything Channel is a [UBM](#) company. To learn more about Everything Channel, visit us at <http://www.everythingchannel.com>. Follow us on Twitter at <http://twitter.com/everythingchnl>.

### *About United Business Media Limited*

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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).

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