

# February Momentum/Zingale press release FINAL

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## **Jive Software Passes 2,000 Customer Mark Amid Massive Growth**

**Adds Nearly 800 New Customers in 2007 as Sales Bookings Grow 325%**

### **Technology Veteran Tony Zingale Joins Board of Directors**

PORTLAND, OR, FEBRUARY 26, 2008 - Jive Software, the pure-play collaboration software leader, today announced record customer and sales growth. In 2007, Jive added nearly 800 customers and saw an increase of 325% in annual sales as enterprises worldwide continue to adopt the company's social productivity software. Today, Jive serves over 2,000 customers, including over 15% of the Fortune 500. In addition, the company also announced the appointment of Tony Zingale to the company's Board of Directors. Mr. Zingale brings nearly 30 years' experience in the technology sector and a wide array of industry knowledge and strategy to the Board. He joins fellow Directors Jim Goetz of Sequoia Capital, Dave Hersh, CEO, and Matt Tucker and Bill Lynch, both co-founders of Jive.

"Our success in 2007 is a testament to the fact that business are in need of a better way to work, and that Enterprise 2.0 technologies aren't just a trend. Jive is changing the way that people work within the enterprise with our proven, people-centric approach to collaboration," said Dave Hersh, CEO, Jive Software. "Coming off a record-breaking year, Tony Zingale is an important addition to the Jive team. His expertise and longstanding record of success leading publicly traded market leaders is exactly what we need as we take Jive to the next level."

Jive's flagship products, Clearspace and Clearspace X, are the first enterprise-class collaboration applications that combine the latest content creation tools with community-driven intelligence. By presenting Web 2.0 and traditional communication tools in an intuitive and unified way, Clearspace is transforming the way companies work, resulting in better products, faster processes and a more connected workforce. Collaboration and knowledge sharing are encouraged through the use of a ratings system, user reputation, tagging, workflow, voting and RSS (Real Simple Syndication) feeds. Clearspace X is an edition of Clearspace designed for collaboration with external audiences, such as customers, prospects, partners and suppliers. For a partial list of customers using Jive Software, please visit <http://www.jivesoftware.com/customers/customers.jsp>.

"As enterprises have adopted social productivity software, Jive has emerged as the clear market leader. Its team is strong, its products are prized by customers, and 2007 was a breakout year for the company," said Zingale. "Jive's momentum shows no signs of slowing in 2008 and I'm glad to be on board."

Mr. Zingale's experience focuses on building profitable, high growth information technology companies. He has held a number of executive positions, most recently as President and Chief Executive Officer for Mercury Interactive through its acquisition by Hewlett-Packard in 2006. Prior to his post at Mercury, he was president and chief executive officer of Clarify, a publicly-traded leader in customer relationship management acquired by Nortel Networks, Inc. in 2000. Following that acquisition, he served as president of Nortel's billion-dollar eBusiness Solutions Group.

#### **About Jive Software:**

Jive Software believes work is broken and that people-driven software can fix it. Jive delivers social productivity software that brings together employees, partners and customers in a unified collaboration system, allowing them to create better products, faster processes and improved relationships. Its flagship products, Clearspace and

Clearspace X, are used by over 2,000 customer worldwide, including over 15% of the Fortune 500. Founded in 2001 and headquartered in Portland, Oregon, Jive has been cash flow positive since its inception. For more information, visit Jive Software online at <http://www.jivesoftware.com>.

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