

Lifeboat Distribution to Distribute Commence Database Management Software

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Commence Corporation a leading provider of database management and desktop development tools has announced that they have entered into a distribution agreement with Lifeboat Distribution, the international specialty software distributor for database management, application development, and other technically sophisticated products. Under the agreement, Commence Corporation's desktop database management tools will be made available to Lifeboat's worldwide network of solution providers. The Commence tools enable software development professionals to rapidly prototype, develop and deploy business applications in a fraction of the time and cost of alternative solutions.

Commence products have won numerous industry awards and are well-regarded for their intuitive design, flexibility and scalable architecture. They have proven to enable independent or team-based developers to create business solutions for diverse markets such as healthcare, government, finance, legal, manufacturing and construction. Commence products are currently utilized by several thousand businesses in twenty-two countries around the world. "Although Commence is best known for their CRM applications, they have a powerful set of underlying development platform tools that previously have only been available through OEMs", said Dan Jamieson, Vice President and General Manager Lifeboat Distribution. "We are pleased that these tools will now be generally available to our network of solution provider partners as they look to grow their businesses and meet their customers' application needs."

Larry Caretsky, president of Commence Corporation, said that he was pleased that Lifeboat has agreed to represent the company's products. "Partnering with Lifeboat brings a significant business opportunity to thousands of value added resellers, integrators and solution providers. The Commence application development toolkit will enable their reseller channel to deploy customized database applications for even the most challenging industry requirements", he concluded.

About Lifeboat Distribution

Lifeboat Distribution, a subsidiary of Wayside Technology Group, Inc. (NASDAQ: WSTG), is an international specialty software distributor for virtualization, security, application and network infrastructure, business continuity/disaster recovery, database infrastructure and management, application lifecycle management, science/engineering, and other technically sophisticated products. We help software publishers recruit and build multinational solution provider networks, power their networks, and drive incremental sales revenues that complement existing sales channels. Lifeboat Distribution services thousands of solution providers, VARs, systems integrators, corporate resellers, and consultants worldwide, helping them power a rich opportunity stream, expand their margin+ services revenues, and build profitable product and service businesses.

About Commence Corporation

Commence Corporation (www.commence.com) is a leading provider of desktop database management, customer relationship management and application development tools. The company's products are designed to provide small to mid-size businesses with flexible solutions that leverage the web to provide an integrated platform for managing front office business operations. Commence supports thousands of users through a worldwide distribution network, with outlets in North and South America, Europe and Asia. Commence products have been sold under private label by IBM, AT&T and Compaq Computer.

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