



FOR IMMEDIATE RELEASE

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Abaco Sells Bridge and Varadero Business

Mobile Solutions Leader Implements Technology-Centric Business Model as it Readies Next Generation Mobile Enterprise Framework for Release

Atlanta, Georgia – September 7, 2001 — Abaco, the long-time leading provider of mobile enterprise business solutions today announced the sale of its market-leading Bridge and Varadero software products to an unnamed partner. Under the terms of the agreement, Abaco has transitioned these two products, along with Abaco’s associated sales, marketing, product development, professional services, and technical support personnel, the financial details of the transaction were not discussed. This transaction is related to a strategic business model change being executed by Abaco to concentrate its advanced Engineering capabilities and market focus as a provider of next-generation, market-leading mobile products.

“As we neared the completion of our newest software offering, we realized the amazing order of magnitude advancement of this mobile enterprise framework over all other offerings in the marketplace”, stated Fernando Alvarez, President and CEO of Abaco. “Our years of experience in creating best-of-breed enterprise mobile software and implementing comprehensive mobile solutions for some of the largest enterprises in the world, has given us an understanding and an expertise in the enterprise mobile space second to none. Our soon-to-be-released mobile enterprise framework is truly revolutionary, and with the enhancements and extensions already planned, we have decided that concentrating our full efforts on extending our technology lead is the best path forward.”

As a result of this strategic business model change, Abaco will no longer perform hardware sales or full-service implementation engagements, and instead will partner with leading mobile solution providers, certified in the use of its new mobile enterprise framework, to provide these services. Abaco’s new software offering, scheduled for release next month, extends far beyond the automated data collection (ADC) space that Abaco is so well-known for, and serves mobile workers everywhere – field sales, field, service, route accounting, plant maintenance, and others.

“In our new business model, Abaco will concentrate on what it does best, creating state-of-the-art mobile software, and transform our previously competitive relationships with other leading mobile business consulting organizations into partnerships, where together we bring solutions of compelling value to customers”, said Alvarez. “With standards such as XML, SOAP, http, and web services solidly in place, it is now time for a leader to emerge who can effectively apply these standards to the mobile space to offer customers a single solution that satisfies all of their online and offline mobile needs in a secure, efficient, and standards-based fashion, and which allows them to preserve their existing investments in their currently deployed mobile applications.”

The purchaser of Abaco’s Bridge and Varadero business is a long-time Abaco partner with an active Abaco products practice and experience implementing both the Bridge and Varadero. Because of this, and also because of the former Abaco employees transferring to the purchaser as a result of this transaction, customers can expect little or no impact as a result of this transaction. Abaco customers have been contacted about this change and will continue to receive the same high-level of service and support they received from Abaco.

About Abaco

Abaco is the leading provider of mobile business solutions. A proven leader in the industry, Abaco has more than twelve years of experience and 200 installations worldwide.

Abaco solutions leverage companies’ existing enterprise infrastructure to empower their mobile workforces with mission critical information at the point of activity. Abaco addresses today’s connectivity challenges for the mobile enterprise with solutions for disconnected, occasionally connected and connected environments. Its open, standards-based software architecture protects companies’ initial investments in application development and deployment without compromising future technology advancement opportunities.

Abaco is headquartered in Atlanta, with offices in the United States and San Juan, Puerto Rico. Leading technology companies such as Microsoft and SAP recognize Abaco as a key partner in their mobile strategies. In 2000, Abaco was awarded a Total Solution Provider Award from AIM and *Business Solutions* magazine, and a Moby Award from Mobile Insights. Abaco investors include Benchmark Capital and Noro-Moseley Partners. For more information, go to www.abacomobile.com.

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