

# Tango/04 Announces Record Results in 2007

- Tango/04 surpasses sales expectations and reaffirms its leading role in Multi-platform Real-Time Monitoring
- International growth of more than 30%, with explosive growth in Latin America (76.4%)
- Lands 10 of the 20 Largest Banks as customers
- Opens new offices in the USA, Brazil, and other markets and expands its partnerships into South and East Asia

**Barcelona, March the 5th of 2008** – Tango/04 Computing Group, a leading developer of software for Systems Management, Security Auditing and Business Service Management reports extraordinary financial results for 2007. The company showed profitability for the 15th year running, with international sales growing more than 30%. Growth was most remarkable in Latin America topping the list of markets with an outstanding 76,4% revenue increase.

*“We are extraordinarily pleased with these results”,* says Raul Cristian Aguirre, Tango/04 CEO & Founder.

**“We obviously struck a cord with our innovative 1-2-3 approach to monitoring, ease-of-use and short implementation times. We are achieving consistent success rates where all our competitors are failing.”**

During 2007 more than 100 new accounts were won, including ING, Citigroup, Nike, FMO, Boehringer Ingelheim, Dole Fresh Fruit, Dolce & Gabbana, Louis Vuitton Malletier, Costco, Bayer CropScience, Zurich Insurance, Standard Bank, Swiss Medical Group, Televisa, EDS, Industrial Bank, Center Parcs, Euronet, etc.



*“We now have 10 out of the 20 biggest banks in the world as customers. We are as successful deploying security projects as we are deploying Infrastructure and Service Management solutions. We introduced unparalleled, innovative products that have made people’s lives easier. Year after year, we are passing milestones in the ultra-competitive multi-platform monitoring market. Now, we are ready to be a leader”,* Aguirre adds.

To support continuous growth, during 2007 Tango/04 opened new offices in the United States, Brazil and Colombia. It also improved channel operations with new or renewed deals partnering with IBM, PricewaterhouseCoopers, Electronic Data Systems (EDS), PST Business Solutions, Moores Rowland (India) (part of BDO), Sanwa Contec (Japan), Concord (Taiwan) and several others.

*“We are very confident that 2008 will be yet another record year for us. We have both our product and sales pipelines full and the market is looking for practical, high value solutions like ours. We are poised to make history”,* Aguirre concludes.

#### **About the Tango/04 1-2-3 Monitoring Approach**

Tango/04 is the only solution capable of easily controlling and proactively dealing with any event that may affect an enterprise, whether a security breach, an IT-infrastructure incident or a business-related problem.

**The same core foundation monitors:**

- 1) Infrastructure and Operations: servers, databases, network equipment, etc,
- 2) Security: Auditing and Legal Compliance (SOX, J-SOX, HIPAA, PCI, CFR 21 Part 11, etc.),
- 3) Business: Applications, Service Level and Business Service Management (SLM and BSM).

**About Tango/04 Computing Group**

Tango/04 Computing Group is the European leader in real-time enterprise monitoring. Tango/04 develops award winning software solutions for Application monitoring, Security and Compliance monitoring and the management of Business Services (BSM) and Service Level Objectives (SLM). Established in 1992, Tango/04 has a wealth of experience in providing tailor-made monitoring solutions to companies in any industry. Its multi-platform monitoring solutions use unique technology allowing for powerful monitoring of iSeries, Windows, Linux or UNIX platforms.

Tango/04 has more than a 1.500 customers and operates throughout the world through its network of 35 business partners. Tango/04's customers include: 3M, ABN Amro, Banque de Luxembourg, Banque Rotschild, Bayer CropScience, Boehringer Ingelheim, Bridgestone, Citigroup, Capgemini, CC&G (Italian Stock Exchange), CelTel, Certegy, Coca-Cola, Dolce & Gabbana, Dole Fresh Fruit, EDS, Euronet Worldwide, FootLocker, Fortis Bank Commercial Finance, GE Money, Genesis MetLife, Gucci, ING Nationale Nederlanden, L'Oréal, Louis Vuitton Malletier, Lloyds TSB Bank, Manpower, Miele, Nationale Nederlanden, Nestlé, Nike, Nissan, Pierre Fabré, Prada, Ray-Ban (Luxottica), Shell, Telmex, Universal Music and Zurich Insurance.



The new trend in  
**monitoring strategies**

Some Tango/04 clients:

