

## Press information

Munich, 30<sup>th</sup> November 2007

# usedSoft is strongly growing

**Experton: usedSoft having a market share of 50 percent is the unchallenged market leader / In November it acquired its seven hundredth customer / doubling of sales in 2007**

In 2007, usedSoft has been strongly growing again. This year's sales of the used software dealer will be more than doubled. After having made 4.1 million Euro in 2006, usedSoft has been selling used software valued at almost 10 million Euro this year. As it is shown by a recent analysis of the market research institute Experton Group, the company usedSoft having a market share of about 50 percent is therefore the unchallenged market leader on the German used software market. Preo and U-SC, being placed second and third, are getting only half of such sales. And for all that, usedSoft generates such sales exclusively by selling used software while its competitors are also making some money out of consultancy and new software according to Experton. Moreover, Experton's inquiries have revealed that usedSoft is the only trader amongst the leading used software suppliers. The other suppliers were brokers on the whole. In consequence, usedSoft was having a much wider scope of availability and was able to make supplies in a much shorter period. Among other things, the company usedSoft has permanently several 10 000 of Microsoft licences in stock. In 2007, this company will show profits – as it did in 2006 as well. The number of staff members has been increased from 20 to 41 during this year.

### **The seven hundredth customer**

In addition, usedSoft is benefiting from the fact that the legal situation is becoming more and more clear. In 2007, a number of decisions – by civil courts and criminal courts – have underlined the lawfulness of the trade with used software. Experts of jurisprudence have also taken their stand by stiffening this new market's back. As a result, more and more companies appear to be well informed. "Obviously, the software developers have also accepted that the trade with used software is legal." says Peter Schneider, Managing Director of usedSoft. "In the meantime, they have reduced their resistance to light PR-smoke candles which largely go up in smoke without showing any effect." Therefore, usedSoft succeeded in acquiring 287 new customers only in the year 2007 (state as of November 29, 2007). A few days ago, the seven hundredth customer joined them: the Klöckner DESMA Elastomertechnik GmbH, an internationally operating machine building company located at Fridingen in Baden-Württemberg.

Last but not least, usedSoft has considerably expanded its international sales force during this year. Already since 2006 there have been sales staff members of usedSoft working within Austria and Switzerland. This year, usedSoft has begun to offer used software on the Italian market. Meanwhile, usedSoft's customers are originating from almost every member state of the European Union.

### **About usedSoft**

usedSoft was set up in 2003, and it is a leading European supplier of used software originating from all application fields. Buyers of usedSoft licences are companies as well as software dealers. Customers of usedSoft are, among others, companies such as Edeka, KarstadtQuelle, Kaufland, Neckermann, Rewe, the Law Office Holme Roberts & Owen, as well as a leading soccer club belonging to the German Soccer League and a number of different Savings Banks. German authorities are more and more using used software as well: Next to the Bavarian State Capital of Munich, the German Federal Social Court in Kassel, the Municipal Administration of Bad Salzufflen and the Data Central Office of Baden-Württemberg, there were more than 100 additional local authorities benefiting from usedSoft licences. The cost-saving benefit when buying used licenses ranges between 20 and 50 percent.

[www.usedSoft.com](http://www.usedSoft.com)

**For further inquiries:** Christoph möller pr phone: +49(0)221 80 10 87-87 email: [cm@moeller.pr](mailto:cm@moeller.pr), [www.moeller-pr.de](http://www.moeller-pr.de)