

Clarus Systems Reflects on a Positive 2009

New Customers, Partners, and Operating Margins Improvements Drive Clarus to Record Year Despite Down Economy

Redwood City, Calif. – February 16, 2010 – [Clarus Systems, Inc.](#), a leading provider of integrated Voice over IP (VoIP) management software and services for Cisco Unified Communications, today announced a record performance for the company's Fiscal year, ending December 31, 2009. Clarus Systems experienced significant growth in customers and revenue, while contracted bookings more than doubled. These developments resulted in Clarus becoming cash flow positive in Q4 2009. Clarus Systems is a privately held corporation.

"2009 has been a transformational year for the company," said Brendan F. Reidy, CEO, Clarus Systems. "We reduced our operating costs significantly while exceeding all our sales and revenue targets. Large enterprise customers have embraced our transition from a testing solution to an integrated VoIP management suite, and our partners have made ClarusIPC a standard in managing their largest, most complex enterprise VoIP systems. We expect accelerated partner-driven growth in 2010 to add significantly to our direct sale efforts. Clarus has existing partner relationships with large technology companies, including Cisco and HP, along with Cisco Gold Channel Partners and Managed Service Providers."

Key highlights contributing to Clarus Systems progress includes the following critical business results.

- **Booking and Revenues:** Clarus Systems' contracted booking in 2009 were 227% of 2008 bookings. Revenues in 2009 were 132% of 2008 revenues.
- **Customer:** Clarus Systems experienced impressive sales momentum in 2009 with significant wins across the Financial Services, Healthcare, and Government sectors. Despite unprecedented turmoil in the financial services industry, Clarus added several global 100 banking and insurance customers. In addition, Clarus continued to diversify its customer base with major wins in the healthcare sector, including a global pharmaceutical giant and several hospital groups, as well as new customers in government and legal services.
- **Products and Services:** In 2009, Clarus Systems continued its evolution from a testing solution to an integrated VoIP management suite, including testing, performance monitoring, configuration management and business intelligence. Within its services business, Clarus capitalized on a wave of Cisco Unified Communications deployments and upgrades. A new service focusing on testing and validating migrations of Cisco Unified Communications Manager (from v4 to v6 or 7) was particularly popular.

About Clarus Systems

Clarus Systems, Inc. (www.clarussystems.com) a global leader in enterprise VoIP management software and services, provides integrated testing, troubleshooting, and monitoring for Cisco Unified Communications systems. Clarus' award-winning VoIP management suite, ClarusIPC Plus®, maximizes Cisco Unified Communications performance and availability through automated testing, performance monitoring, configuration management and business intelligence reporting. Clarus VoIP testing and monitoring ensures the highest voice quality and proactive management that empowers unified communications. The company attributes its success to its roster of customers which includes Global 100 enterprises in financial services, healthcare, energy, communications, as well as system integrators, resellers and managed service partners. For additional information, please visit www.clarussystems.com.

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