

Pathlore software corporation acquires DKSystems

Pathlores market share now tips 36 percent

Pathlore Software Corporation, a global provider of learning management software (LMS) and services to industry and government, has acquired Chicago-based DKSystems. Terms of the transaction were not disclosed.

According to DKSystems founder and CEO Dave Kripke, and Pathlore CEO and President Steve Thomas, both companies share a common approach to the market in terms of building quality solutions, while minimising total cost of ownership. Kripke added, DKSystems believes its customers are in good hands with Pathlore. Said Thomas, We intend to continue to deliver world-class support for DKSystems products, and deliver the next generation LMS to DKSystems customers whenever that update makes sense for them. We will incorporate the best of DKSystems technology into the Pathlore LMS.

The acquisition gives Pathlore additional solution-delivery resources. Specifically, Pathlore will add Chicago-based development, sales, services and support staff to its operations, leveraging existing DKSystems staff and facilities. The acquisition also boosts Pathlores market share lead. In a recently published report titled Learning Management Systems 2004: Facts, Practical Analysis, and Trends for Corporate Buyers, Vendors, and Consultants, e-learning researchers at Bersin & Associates state that, Based on total market experience (number of customers), the leaders are Pathlore and DKSystems.

According to the report, Pathlores share of the markets total customer base equals 20 percent. DKSystems, with a 16 percent share, follows Pathlore. SumTotal Systems trails both vendors with a 12 percent share. Pathlores acquisition of DKSystems now gives Pathlore a 36 percent share of the LMS market as measured by number of customers. These new clients include many of the leading global brands in financial services, manufacturing, retail, healthcare, energy and utilities, said Thomas.

DKSystems clients include more than 50 global enterprises each with annual revenues of US\$1 billion or more. Fifteen of these customers annual revenues exceed US\$10 billion. In addition, Pathlores acquisition of DKSystems adds more than 50 U.S. federal, state and local government organisations to Pathlores industry-leading roster of public sector clients.

About Pathlore

Pathlore Software Corporation provides the most widely adopted learning management solution (LMS) in the world. Over 1,000 organisations - including government agencies on three continents and more than 100 health care organisations - and millions of users rely on Pathlore to optimise their business performance. Whether business performance depends on getting sales channels up to speed quickly on new products, increasing quality and customer satisfaction, or reducing costs associated with regulatory compliance, Pathlore learning management solutions ensure that clients achieve the maximum return on their investment in people. Pathlore clients in ANZ include Aurora Energy, Bakers Delight, Department of Justice Western Australia, Toyota and Western Sydney Area Health Service. Pathlore has offices in Sydney and Wellington (New Zealand), as well as Cupertino, Calif., London and Milan. For more information, go to <http://www.pathlore.com.au>.