

A decorative graphic in the top left corner consisting of several white and orange spheres of different sizes, some with motion blur, set against a background of light rays.

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More Than 50 Percent of U.S. Companies Want to Go Completely Virtual in the next Five Years

TIE Commerce survey finds over 70 percent of businesses have already considered taking their business virtual; 60 percent say Internet security has been a factor in their decision

BURLINGTON, Mass. (April 1st, 2008) — An increasingly large number of American companies are considering taking their business completely virtual in five years. A survey of C-level executives at U.S. companies reveals that more than half of these executives (53.4 percent) said they want to shift to a completely [virtual company](#) in the next five years.

Moreover, 80.8 percent of the executives said they were familiar with the advantages of e-commerce, and 30.1 percent said that if their business could afford the cost, they would be ready to go virtual right now. The survey was conducted between February 27th and March 18th, 2008 by [TIE Commerce](#), Inc., a leading provider of Business-to-Business eCommerce software, and The Mishra Group, a Waltham, Mass.-based marketing and public relations firm.

“The survey results did not come as surprise to us because we have already seen a great demand for e-commerce in recent years. In today’s global economy, it is becoming increasingly important for everyone to stay connected with their enterprise partners. What surprised us the most was the overwhelming number of executives who wanted to go completely virtual in next five years,” said Brian Tervo, president and CEO of TIE Commerce. *“Given the major advancements in electronic business collaboration, it is now possible for your internal operations, processes, and applications to remain current and connected with your external trading partners. With each passing day, up-to-date, accurate company, customer and vendor information plays a*

greater role in the way you conduct business. Consumers demand instant results, and with a dedicated electronic framework, your business can boost sales, improve supply chain integration and exceed customers' expectations."

The survey also found that 83.6 percent of respondents cite their comfort level with technology as being a major factor in their willingness to go to a completely [virtual business](#). According to TIE Commerce, major advancements in technologies such as Software as a Service (SaaS) alleviate the pressure of in-house software management, in turn making the transition to virtual business that much more obtainable.

"In this day and age, Software as a Service can liberate a company, allowing them to focus on their business and not on their virtual infrastructure," said Mr. Tervo. *"Taking your [business virtual](#) has become infinitely easier with SaaS, as it allows providers to remotely manage and configure all of the technical aspects of running your business virtually, allowing you to focus on taking care of your critical business needs."*

About TIE Commerce, Inc.

TIE Commerce is a leading provider of B2B eCommerce software that bridges the gap between online and traditional business, enabling companies of all sizes to automate the exchange of business information electronically. TIE Commerce delivers [TIE Kinetix™](#), a powerful electronic framework for business collaboration with software solutions for business-to-business integration, master data management, [supply chain collaboration](#), digital channel communications, financial reporting and analytics. With over two decades of experience in electronic commerce, TIE Commerce today remains a key contributor to the development and implementation of [global eBusiness standards](#). [TIE Commerce](#) corporate office is in Burlington, Mass. with additional offices in St. Paul, MN, the Netherlands and France. For more information, please visit: <http://www.tiecommerce.com>.

