



Company Profile

Overview

Colligo is a leading provider of offline collaboration solutions for mobile workers. Its software extends the use of applications such as Microsoft SharePoint®, IBM Lotus Notes®, and CaseWare® into offline settings where users often have no access to the Internet or corporate servers. Colligo is a Microsoft Gold Certified ISV partner and IBM Business Partner.

Offline Collaboration Tools for Laptop Users

According to Gartner, collaboration tools are becoming a top priority for CIOs because of the increasing need for teamwork in today's high performance organizations. However the increased use of laptops (sales of laptop computers exceeded desktops in 2005) means that many of the highest value employees find it hard to take advantage of these tools because they are working offline, disconnected from the collaboration server for part of their work week. As a result, their productivity is reduced and their frustration increases while the corporation does not gain the benefits it had expected.

Colligo Networks was formed in April 2000 to address these issues. In response to a significant customer problem, Colligo developed technology to enable users of IBM Lotus Notes to replicate their databases directly between laptops without the need to connect to the Domino® server. This was expanded to enable laptop users on Microsoft Windows® to connect directly over ad hoc wireless links to share messages, files, folders and resources. More recently, the company has developed products that enable users to take Microsoft SharePoint sites offline.

**Colligo Networks is a private company founded by a team of experienced entrepreneurs.
The company is located in Vancouver, BC.**

Company Milestones

The following are some of Colligo's significant milestones:

- **April, 2000** - Colligo founded.
- **December, 2001** - Company releases its first products for the business consumer: Colligo Personal Edition for Windows and BlueChat and Blueboard for the Palm OS. Secured bundling relationships with several mobile device manufacturers including the top two handheld vendors, HP and Palm, representing over 85% of the handheld market worldwide. (These products have subsequently been discontinued)
- **February, 2002** - Company releases Colligo workgroup Edition 1.0. The product is selected by PricewaterhouseCoopers, LLP for deployment to 25,000 auditors Worldwide.
- **March, 2003** - Over 250,000 copies of Colligo Personal Edition shipped on Colligo's partner OEMs' devices. Top 5 accounting firm, Grant Thornton, adopts Colligo Workgroup Edition for deployment in the U.S.
- **December, 2003** - Colligo Workgroup Edition 3.3 wins PC Magazine's 20th Annual Technical Excellence Award for "Best Collaboration Software".
- **December, 2004** - Colligo recognized by Microsoft as one of 25 innovation partner companies featured in its "Innovation Starts Here" brochure.
- **February, 2005** - Colligo launches Workgroup Edition 4.0, with enhanced support for WiFi, secure Windows®-style folder and printer sharing and transaction logging.
- **March, 2005** - Colligo Workgroup Edition for Lotus Notes receives Lotus Advisor Editors' Choice Award.
- **June, 2005** - Colligo Workgroup Edition 4.0 Awarded PC Magazine's 'Editor's Choice' - Colligo's Instant Networking Software Scores 4.5 out of 5 Stars in Review.
- **December, 2005** - Colligo reports record sales and profit growth for 2005 with year over year revenue increases of 95% in the fourth quarter.
- **January, 2006** - Colligo becomes a Microsoft Gold Certified partner.
- **April, 2006** - Colligo releases its new product line for Microsoft SharePoint® consisting of Colligo Reader™ for SharePoint® and Colligo Contributor™ for SharePoint®.

Product Line

Colligo's products are designed with one goal in mind: to make collaboration easier for mobile workers. "Uncomplicated, yet powerful" is the term used to describe how its products are designed. Colligo's product line consists of the following:

- **Colligo® Workgroup Edition** is the company's "instant networking" product that provides a complete suite of solutions for securely sharing data (such as file sharing and calendaring) and resources (such as Internet and printers), communication tools (such as chat sessions and sticky notes), plus the ability to integrate with audit applications, such as CaseWare®.
- **Colligo® Workgroup Edition for Lotus Notes** builds on the core functionality of Workgroup Edition by adding the capability to directly replicate Lotus Notes databases client-to-client. Colligo's replication capability does not rely on access to the Domino server, but rather, allows mobile workers to replicate changes in their databases directly with their peers as needed.
- **Colligo® for SharePoint** is the company's new product line consisting of Colligo Reader™ for SharePoint® and Colligo Contributor™ for SharePoint®. These products enable organizations that have deployed online SharePoint web sites to increase the productivity of their laptop users by allowing them to use these sites offline.



Partnerships and Customers

Colligo is the leading provider of offline collaboration tools to the professional services industry, counting PricewaterhouseCoopers, General Motors, KPMG, Qualcomm and Grant Thornton among its customers. Customers utilize Colligo to extend their workflow applications into environments where they could not be used previously.

Colligo is a Microsoft Gold Certified ISV partner and IBM Business Partner.

Colligo products are available through the following channels:

- 1) **Direct** - Colligo utilizes its own sales force to deal directly with customers throughout the world. The Colligo sales department can be contacted by phone at **+1 (604) 685-7962 x230**, or email **sales@colligo.com**.
- 2) **Agents** - Colligo engages some sales agents in markets outside of North America, but will continue to market directly until agent representation is secured. Contact Colligo sales for a current list of agents in your area.
- 3) **System Integrators** - Colligo works with a number of System Integrators who act as referral partners. Contact Colligo sales for a current list of SI's in your area.
- 4) **SharePoint Hosting Companies** - Colligo is currently working with a number of Sharepoint hosting Companies who are offering the free Colligo Reader product and actively reselling Colligo Contributor to their clients. Contact Colligo sales for a list of current hosting partners.
- 5) **Web Store** - Colligo has established a webstore (www.colligo.com/store) where customers can purchase Colligo products, in addition to downloading free trial versions of various products.

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