



**Better talent means...  
Better results.**

## About SumTotal® Systems

SumTotal Systems, Inc. (NASDAQ: SUMT) is the market leader and global provider of talent development solutions. SumTotal deploys mission-critical solutions designed to drive learning, align goals, develop skills, assess performance, plan for succession and set compensation. SumTotal's solutions aim to accelerate performance and profits for more than 1,500 companies and governments of all sizes, including six of the world's 10 biggest pharmaceutical makers, six of the 10 largest automotive companies in the world, four of the five branches of the US Armed Forces, three of the world's top five airlines, five of the six largest US commercial banks and two of the world's top five specialty retailers. Mountain View, Calif.-based SumTotal has offices across Asia, Australia, Europe and North America. For more information about SumTotal's products and services, visit [www.sumtotalsystems.com](http://www.sumtotalsystems.com).

To complement its award-winning suite and Software-as-a-Service solutions, SumTotal Systems supports its customers with around-the-clock technical support, classroom training, a customer productivity center and community, and a global staff of professional service consultants.

To learn more, review the following Fast Facts and product description.

## SumTotal Fast Facts

Stock Symbol	SUMT
Founded	SumTotal Systems was formed by the merger of Click2learn, Inc. and Docent, Inc. in March 2004 and is listed on the NASDAQ Global Market.
Employees	829 (On April 18, 2008)
US. Offices	Headquarters: Mountain View, CA  Regional: Bellevue (WA), Gainesville (FL), Columbus (OH) and Rochester (NY).
Overseas Offices	Beijing, Frankfurt, Hong Kong, Hyderabad, London, Paris, Singapore, Sydney and Tokyo.
Customers	1,500 public and private-sector organizations around the globe.

**Primary Markets**

- Energy & Utilities
- Financial Services
- Government
- Healthcare
- High Tech
- Manufacturing
- Pharmaceutical
- Professional Services
- Retail
- Telecommunications

**Executive Team**

**Arun Chandra,**  
Chief Executive Officer

**Neil J. Laird,**  
Chief Financial Officer

**Ray Villareal,**  
Senior Vice President, Field Operations

**Ravi Balwada,**  
Vice President, On Demand Operations

**Jon Ciampi,**  
Vice President, Product Management

**Pam Drew,**  
Vice President, Global Human Resources  
and Talent Management

**Harnish Kanani,**  
Senior Vice President, North America  
Enterprise Services

**Kimberley Kasper,**  
Vice President, Marketing

**Jack Kramer,**  
Vice President and General Manager,  
International Sales, Marketing and  
Services

**Patricia Lughezzani,**  
Vice President, Global Support

**Rick Mongeau,**  
Vice President, North America Sales

**Anupam Pahuja,**  
Managing Director, India

**Revenues**

- Fiscal Year Ending 2007 - \$122 million
- Fiscal Year Ending 2006 - \$106 million
- Fiscal Year Ending 2005 - \$75 million
- Fiscal Year Ending 2004 - \$55 million

## SumTotal Talent Development Suite

As the industry's first complete, unified solution of its kind, the SumTotal Talent Development Suite gives your organization the power to achieve business objectives, the luxury of full capabilities without compromise, and the simplicity to start now. The SumTotal Talent Development Suite features best-of-breed solutions that encompass all of the following areas:

- **Learning Management**
  - TotalLMS™
  - ResultsOnDemand® - Learning
- **Performance and Compensation Management**
  - TotalPerformance™
  - TotalCompensation™
  - ResultsOnDemand® - Performance
- **Anytime, Anywhere Access Framework**
  - TotalAccess™
  - ToGo®
  - TotalVCS™
  - TotalIntegration™
- **Content, Information, and Community Solutions**
  - TotalLCMS™
  - ToolBook® Authoring Suite
  - TotalInformation™

## Industry Alliances and Channels

SumTotal has strategic partnerships with market-leading companies that specialize in: human resource consulting, business and human resource outsourcing, content development and HR and training technology. These partnerships include: ACS, Adobe, Accenture, EDS, Hewitt, IBM, Microsoft, SkillSoft and WebEx.

To learn more, visit [www.sumtotalsystems.com](http://www.sumtotalsystems.com)  
or call **US Tel:** +1 650 934 9500 or  
**UK Tel:** +44 (0) 1753 211 900