



## **Polarion Software and Mithun Training & Consulting partner to deliver Polarion's requirements & application lifecycle management solutions to the Benelux market.**

**Leusden, NL and Stuttgart, D — January 12, 2011**

Polarion Software ([www.polarion.com](http://www.polarion.com)) and Mithun Training & Consulting ([www.mithuntraining.com](http://www.mithuntraining.com)) announced a partnership offering. The agreement allows Mithun to market, sell and locally support Polarion software solutions in the Netherlands, Belgium and Luxembourg.

Polarion Software, a leader in application lifecycle management and requirements management and a disruptive force in the software marketplace, has had a very strong increase in sales in 2010, has been looking to expand their activities in other territories.

"The market is quickly moving to replace expensive, outdated and proprietary ALM systems from IBM/Rational, Serena Software and MKS with Polarion's 100 percent web and open source-based solution. Polarion's fresh approach to the ALM market, combined with its ground-breaking Web-based software engineering is rapidly taking over customer from the "traditional" vendors. We have now found a strong and capable market player in Mithun and based on their knowledge of the market and ALM solutions, we expect a substantial growth of our market share in the Benelux countries," said Polarion VP Strategy and Business Development, Stefano Rizzo.

"We are excited to offer the Polarion solution to our customers, an innovative technical leader in the ALM business. The Polarion software solution supports our strategy completely and will help us to grow our business into a total solution provider," said Mithun CEO, Harry Julsing.

### **About Polarion Software**

Polarion Software is a global leader in the field of Requirements Management and comprehensive ALM software solutions and services. With over 750,000 users globally and hundreds of Fortune 1000 organizations; Polarion provides companies with fully integrated, web-based solutions to lower costs and increase efficiencies while replacing legacy client server dinosaurs with disruptive low prices sourced via multiple channels for ease of purchase, installation, and customer support. For more information, visit [www.polarion.com](http://www.polarion.com).

### **About Mithun Training & Consulting**

Mithun Training & Consulting is a dedicated to the betterment of engineering practices worldwide. We specialize in accomplishing successful projects, by combining the Scrum Agile framework with requirements engineering practices and UML analysis & design modeling. This mix of these three components ensures that the end-result will be cost effective, usable and maintainable. The customer gets what he wants, based on a stable and high quality backlog (requirements) and a

robust and well documented architecture. The Polarion Software solution fully supports this approach and strengthens our message. Learn more about Mithun at <http://www.mithuntraining.com>.