



IGEL Surpasses \$100 Million in Revenue for 2018 Driven by Double-Digit Growth in Global Software License Sales

IGEL Ships Nearly a Half Million New IGEL OS Units in 2018

San Francisco, Jan. 24, 2019 – [IGEL](#), a world leader in software-defined endpoint optimization and control for the secure enterprise, today announced that, for the year ended December 31, 2018, it surpassed \$100 million in revenue. Contributing to the landmark year was exceptional software sales performance for the company which increased 79%, year-over-year, in the Americas region and 50% globally. Overall, the company deployed nearly a half million net-new IGEL OS clients during 2018.

“The groundwork we have laid to evangelize IGEL’s leadership position as an innovative provider of software for simple, smart and secure end user computing (EUC) is truly paying off,” said [Jed Ayres](#), President and CEO, IGEL North America. “We continued to exceed our revenue and unit delivery goals in 2018, including securing seven deals over \$1 million. We’re also out-performing and rapidly displacing our larger competitors and attracting the industry’s best partners and people. These milestones underscore that IGEL is the most forward-thinking provider of software-defined endpoint solutions. We anticipate even greater growth acceleration going into 2019.”

IGEL made the pivot, just three years ago, from an organization that was hardware-centric to be a software-first company by positioning its software-defined EUC solutions as the cornerstone for companies looking to transform their client computing infrastructures. The [IGEL OS](#) is a revolutionary operating system which delivers secure, high performance access to virtualized desktops and applications. [The IGEL Universal Management Suite \(UMS\)](#) simplifies endpoint management, regardless of the scale or diversity of the environment. And, the [IGEL Universal Desktop Converter \(UDC\)](#) enables organizations to repurpose existing hardware by converting nearly any x86 device into an IGEL client. Together, these disruptive EUC software solutions have enabled IGEL to achieve the following milestones for the year ended 2018:

- Revenue surpassing \$100 million
- Global delivery of nearly a half million net-new IGEL OS endpoint units, including software- and hardware-based clients
- Seven deals over \$1 million
- 50% global year-over-year software unit sales growth
- 79% year-over-year software unit sales growth in the Americas region

“IGEL is laser-focused on driving innovation for the EUC market, with a growing portfolio of solutions, support and services that make customer implementations powerfully effective,” said James Veraldi, Executive Director, Advanced Solutions Data Center Group, Ingram Micro U.S. “This, combined with IGEL’s channel-first culture, has resulted in fast growth and continued success with channel partners. To match IGEL’s achievements, Ingram Micro has recently elevated the company from our

Emerging Vendor Group to our Vendor Business Management Group where we expect them to continue to thrive and rapidly grow. We are pleased to be a part of IGEL's remarkable performance."

"IGEL continues to intensify their market presence as the innovator of disruptive software solutions for EUC," said Carl Gersh, Director of Sales & Marketing, Forthright. "They match their technology prowess with a channel-centric approach – from marketing and sales enablement to post-sales support – that permeates the organization. As a result, they continue to realize tremendous growth and help partners like us expand our market opportunities with resounding success."

In support of the dramatic momentum IGEL is realizing throughout the Americas, the company has expanded its U.S.-based staff with industry-leading experts from Dell Wyse, Citrix and Intuit. New to the IGEL team is [Christopher Lawton Barker](#) who joins IGEL as Vice President of Customer Success and Support from Intuit and Apple. [Steve Bell](#) joins IGEL as Vice President of OEM partners from Agari and AppSense. Joining IGEL as Senior Director, Product Marketing is [Dan O'Farrell](#) who recently served in senior product marketing positions at Veritas and Dell. In the North Central region, [Russ Patrizi](#) and [Sean Larson](#) have joined IGEL's sales leadership team from Dell Wyse. IGEL has also opened a new Southeast sales territory which is now led by [Mark Drucker](#) who joins the company from Zscaler and Citrix. In addition, IGEL has recently opened a new office in Buffalo, N.Y.

IGEL will be showcasing its momentum during the DISRUPT 2019 End User Computing Forum to be held January 23-25 in Munich, Germany and February 5-7 in Santa Clara Calif. The event, which will feature prominent industry speakers sharing insights and trends on today's EUC transformation, will highlight why today's organizations need to "Challenge Everything" when it comes to endpoint computing. The event is hosted by IGEL with key sponsors including Nutanix, NVIDIA, and Teradici and will feature additional groundbreaking announcements. Register today at <https://disrupteuc.com>.

IGEL on Social Media

Twitter: www.twitter.com/IGEL_Technology

Facebook: www.facebook.com/igel.technology

Google+: <https://plus.google.com/u/0/101270758605662221044>

LinkedIn: www.linkedin.com/company/igel-technology

YouTube: www.youtube.com/user/IGELTechnologyTV

IGEL Community: www.igel.com/community

About IGEL

IGEL delivers powerful unified endpoint management software that is revolutionary in its simplicity and purpose-built for the enterprise. The company's world-leading software products include the IGEL OS™, Universal Desktop Converter™ (UDC), IGEL Cloud Gateway™ (ICG), IGEL UD Pocket™ (UDP) and Universal Management Suite™ (UMS). These solutions enable a more secure, manageable and cost-effective endpoint management platform across nearly any x86 device. Additionally, IGEL's German engineered and manufactured thin, zero and all-in-one client solutions deliver the industry's best warranty (5 years), support (3 years after end of life) and management functionality. IGEL enables enterprises to precisely control all devices running IGEL OS as well as Windows OS from a

single dashboard interface. IGEL has offices worldwide and is represented by partners in over 50 countries. For more information on IGEL, visit www.igel.com.

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