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### **OPENEDGE-BASED iQUEST HELPS INSULATE SAVINGS FOR PROTECTIVE APPAREL MANUFACTURER**

*Application from Progress Partner Abacus Data Systems Helps Chicago Protective Apparel Quickly Track Materials, Costs, Orders and Production, as well as OSHA Compliance*

**BEDFORD, Mass.** –Progress Software, a leading supplier of technology for building the world’s best business applications, and an operating company of Progress Software Corporation (Nasdaq: PRGS), today announced that Chicago Protective Apparel, a pioneer in the manufacturing of protective clothing for heavy industry, has selected the Progress® OpenEdge™-based iQuest ERP system from Progress Application Partner (AP) Abacus Data Systems, an enterprise software provider to manufacturing and distribution companies. The application will reduce order turn-around time by eliminating manual order processes, offer a web-based self-service option, help reduce costs and streamline inventory management, as well as making it easier to show that products comply with Occupational Safety and Health Administration (OSHA) safety regulations.

Founded in 1913, Chicago Protective Apparel provides flame- and heat-resistant gloves to fire departments all over the country, including the two largest, the New York City and Chicago Fire Departments. The company also provides protective garments for the utility, automotive, steel, welding and glass industries. Although Chicago Protective Apparel had achieved an impressive 400 percent growth over the last 10 years, its profit margin was not growing as quickly. After taking an in-depth look at the business, the company quickly realized that their ERP application, an outdated, stand-alone software package that was not browser-based, and could not exchange information with other applications, was making it difficult for employees to quickly respond to customer needs. In addition, Chicago Protective Apparel needed to streamline its order entry system, which was a labor-intensive, manual process that was significantly affecting the company’s bottom line due to incorrect or lost orders.

“We evaluated several application packages over a three month period, realizing that any technology decisions we made today would affect us tomorrow,” said John Merikoski, general manager of Chicago Protective Apparel. “By selecting OpenEdge-based iQuest not only do we expect to have a better handle on our business and to provide better customer service, we’re confident that the application will scale with us as we continue to grow.”

Based on the Progress OpenEdge platform, iQuest will allow Chicago Protective Apparel to track all phases of the manufacturing process, instantly calculating the cost of each garment so the company can better control its profit margin. It also offers a sophisticated inventory control mechanism providing for better management of raw materials, which is essential for a company that manufactures 25,000 items from over 200 different types of fabric. Employees will have access to real-time information such as pricing and inventory, be able to fulfill orders on demand, view order history, and attach files to product information demonstrating that the equipment complies with Occupational Safety and Health Administration (OSHA) safety regulations. The application will further allow Chicago Protective Apparel to offer a web-based, self-service option for customers who want to track orders and shipments online.

“Progress helps us stay at the leading edge of our industry, consistently delivering the tools we need to keep up in this ever-changing environment,” said Eddie Li, president of Abacus Data Systems. “Because Progress OpenEdge technology is truly open, we can deploy iQuest on virtually any platform, offering our smallest to our largest customer a highly scalable application with a wide array of interface and configuration options, all with the lowest total cost of ownership. With OpenEdge we can focus on what our customers need most, features that will streamline their businesses.”

#### **About Abacus Data Systems**

Abacus Data Systems provides enterprise software for distribution management. The product, iQuest, is a web-based distribution management software that includes order processing, inventory control, warehouse management, assembly operations, and financial management. Built on open platform and ready to extend over the Internet, iQuest offers supply chain integration functions like e-commerce, EDI, and customer relation management. For more information about Abacus Data Systems please visit (<http://www.abacus4u.com>).

#### **About Chicago Protective Apparel Inc.**

Chicago Protective Apparel Inc. has been a pioneer in the manufacturing of protective clothing for heavy industry since 1913. For 90 years we have remained leaders in offering cutting edge solutions to personal protective equipment needs. We currently manufacture over 25,000 different items made from over 200 different fabrics and cater to a variety of industries including automotive, steel foundries, glass manufactures, utilities, welders and fire fighters.

#### **About Progress Software**

Progress Software is an operating company of Progress Software Corporation (Nasdaq: PRGS), a \$300+ million global software industry leader. Progress Software simplifies the development, deployment, integration, and management of the world's best business applications. Progress and its 2,000 Application Partners offer more than 5,000 Progress-based business applications that precisely fit customer needs and deliver competitive advantage. Customers purchase more than \$5 billion annually in cost-effective software and services from Progress and its partners.

The Progress® OpenEdge™ platform enables its partners to rapidly build and deliver lowest cost-of-ownership applications. Progress Software Corporation also conducts business through its other operating companies: Sonic Software, DataDirect Technologies, ObjectStore and

PeerDirect. Headquartered in Bedford, Mass., Progress Software can be reached on the Web at <http://www.progress.com> or by phone at +1-781-280-4000.

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