

Onset Technology announces it has more than tripled its sales

Business
SENTINEL STAFF REPORT

SANTA CRUZ — Onset Technology announced Tuesday that sales of its METAmesssage message-conversion solution for the first half of 2002 increased 338 percent compared with sales for the first half of 2001.

Onset also posted significant growth in its enterprise customer base and reseller base and landed work from a major competitor's decision to have Onset serve its customer base. The Santa Cruz-based company also secured an additional \$3.5 million capital investment.

Onset develops offerings that bridge all types of messaging systems to make corporate data such as e-mail attachments, network files, Web pages and contact information readily available on handheld devices. The company's executives attribute its substantial growth in part to expansion in the worldwide market for wireless e-mail devices and other personal digital

assistants. *7 10.02*

"Growth in the handheld device market, coupled with users' ever-increasing reliance on handhelds to do tasks that were previously performed by laptops, has fueled extraordinary demand for Onset's message-conversion solution," said Gadi Mazor, president and chief executive officer.

Onset has experienced significant growth in its user base and reseller base both in the United States and Europe. In just one year, Onset's METAmesssage customer and reseller base has grown to more than 350 organizations and 40,000 users in industries ranging from legal to health care and finance.

Onset's customers include well-known enterprises such as Cigna, the U.S. Food and Drug Administration, Mazda, Wyndham Hotels and Radio Shack. Its reseller base comprises more than 90 organizations worldwide.