

StepStone Solutions records best ever quarter in Q1 2010; adds over 50 new customers in the US, China, Asia-Pacific and across Europe

20 April 2010: StepStone Solutions, a global leader in Total Talent Management solutions, has recorded its best ever business results in terms of revenue in the first quarter (January-March) of 2010, adding 52 new customers in 19 countries, including the US, China, Singapore, and across Europe. In March 2010 an agreement was concluded for StepStone Solutions to be acquired by private equity investor HgCapital.

Overall Q1 revenues were up over 6% on Q1 2009, driven by an almost 20% increase in subscription revenues for StepStone Solutions' Software-as-a-Service (SaaS) deployment model. In addition 120 existing customers increased their commitment to the company, buying additional products or modules from StepStone's Total Talent Management Solution range. StepStone Solutions now provides talent acquisition and talent management technology to almost 1,500 organisations in the US, Europe and Asia-Pacific.

"Our strong first quarter in 2010 sets the stage for what we believe will be a very exciting year in the talent management market," said StepStone Solutions' Group Managing Director, Matthew Parker. "As the global economy recovers we see a growing executive emphasis on acquiring and managing talented employees. Businesses are looking to improve the speed and quality of hiring across their international operations, while in talent management we see substantial new activity in critical areas like performance management, compensation management, and succession planning."

New customers announced by StepStone Solutions in the last few months include Russian telecoms group MTS, the Swedish national train operator, SJ AB, Mexican drinks producer and distributor GEUSA, Denmark's DONG Energy, the UK's Royal Mail, leading French law firm FIDAL, and Middle Eastern industrial group, Nuqul.

The growing importance of talent is underlined by a recent survey of over 400 senior executives worldwide, conducted by The Economist Intelligence Unit and available at www.stepstonesolutions.com/eiu, which revealed that the availability of talent has risen to overall third as a driver of growth (voiced by almost 50% of respondents), sitting behind only economic recovery and credit availability.

About StepStone Solutions

StepStone Solutions helps businesses get increased performance from their people, helps them build and develop global talent pools, and helps people find new jobs that match their talents. Across the world thousands of organisations rely on StepStone Solutions every day to improve their business performance and talent development strategies while millions of people rely on StepStone Solutions to improve their careers. StepStone Solutions delivers world class technology and services for finding, recruiting, retaining, managing and developing talented people.

StepStone Solutions provides a complete set of Total Talent Management solutions. StepStone Solutions' on-demand (SaaS) software and services enable organisations to implement efficient processes, including: attraction and hiring, post-hire talent management, performance management, compensation management, skills and competency management, career and succession planning, training and development management.

At the end of March 2010 more than 1,450 organisations, including many of the world's leading businesses, use StepStone Solutions' software and services. It operates in 16 countries and employs around 450 people. Its global customers include Aviva, BASF, Deloitte, Deutsche Telekom, Lufthansa, Kruger Products, PUMA, and Virgin Atlantic.

For more information see: www.stepstonesolutions.com.

Read our blog at: www.stepstonesolutions.com/communitypost

Take the Talent Strategy Assessment at: www.talentstrategyassessment.com

Read our latest research on talent management in 2010:

www.stepstonesolutions.com/eiu