

## StepStone Solutions records best ever quarter in Q2 2010; adds 58 new customers in the US, UK, Asia-Pacific and across Europe

23 July 2010: StepStone Solutions, a global leader in Software-as-a-Service (SaaS) Total Talent Management solutions, has recorded its second record revenue quarter in a row in the period April-June 2010, driven by the addition of 58 new customers in 17 countries, including the US, UK, China, Singapore, Hong Kong and across Europe. Revenues increased 22% over the equivalent period in 2009 and 10% over the first quarter of 2010. Earnings also increased strongly over prior periods in line with revenue growth.

New customers announced during the quarter included global travel provider Carlson WagonLit, insurance giant Munich Re, US-based Ash Grove Cement, Central Denmark Region, TUV Rheinland Japan, and Swedish Trains. In addition 94 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 over 1,500 organisations in the US, Europe and Asia-Pacific.

"Another quarter of sustained growth and profitability in Q2 2010 underlines the strength of our global offering in total talent management," said StepStone Solutions' CEO, Matthew Parker. "Combined with our very high rate of customer retention and the stability of our subscription revenue model, our continuing growth worldwide makes StepStone Solutions an increasingly attractive choice as business partner for global enterprises looking to strengthen their talent acquisition and management processes."

### StepStone Solutions

StepStone Solutions delivers world class technology for finding, recruiting, retaining, managing and developing people. Our global talent acquisition and talent management solutions are available in many languages, with seamless, internet-based access. With the support of our experienced professionals they can be quickly and reliably implemented anywhere in the world, using SaaS or on-premises delivery, to give rapid

return on investment. Over 1,500 organisations in 40 countries rely on StepStone Solutions every day to improve their business performance, build effective talent strategies, and to help their people have more effective, enjoyable and rewarding careers. StepStone Solutions operates in 16 countries and employs around 450 people. Its global customers include BASF, Deloitte, Deutsche Telekom, Lufthansa, Kruger Products, PUMA, and Virgin Atlantic.

For more information see: [www.stepstonesolutions.com](http://www.stepstonesolutions.com)

Product information: [www.stepstonesolutions.com/solutions/](http://www.stepstonesolutions.com/solutions/)

Read our blog at: [www.stepstonesolutions.com/communitypost](http://www.stepstonesolutions.com/communitypost)

Take the Talent Strategy Assessment at: [www.talentstrategyassessment.com](http://www.talentstrategyassessment.com)

Try our Business Case Builder: [www.stepstonesolutions.com/impact-tools/en-gb/bcb](http://www.stepstonesolutions.com/impact-tools/en-gb/bcb).

Read our research on talent management in 2010: [www.stepstonesolutions.com/eiu](http://www.stepstonesolutions.com/eiu)