

**FOR IMMEDIATE RELEASE**

**ZENPRISE MOBILEMANAGER PLAYS INTEGRAL ROLE IN VARIAN  
MEDICAL SYSTEMS' 2009 MOBILIZER AWARD WIN**

*Varian Honored for Innovative Mobile Strategy  
Across Its Global Customer Care Operations*

**FREMONT, CA – Nov. 24, 2009** – Zenprise, Inc., a provider of mobile management software, today announced its customer, Varian Medical Systems Inc., was recognized as a 2009 Mobilizer Award winner from *Mobile Enterprise Magazine*. Varian was selected in the IT Management of Mobile Devices category based on its deployment of the Zenprise MobileManager platform.

Varian is the world's leading manufacturer of medical devices and software for treating cancer and other medical conditions. The Zenprise MobileManager platform monitors the health of Varian's BlackBerry® smartphones so the company's technicians can be reached at anytime, no matter where they are located. Medical devices that are incorrectly calibrated can literally mean the difference between life and death for a patient. Varian supports more than 1,600 global BlackBerry users and can rapidly tend to support needs in more than 68 countries at any time.

Varian's worldwide IT administrators have around the clock access to the Zenprise system, leading to quicker response times and a reduction in maintenance costs. With Zenprise, Varian has dramatically reduced time spent on troubleshooting BlackBerry issues. Problems that used to take up to two days to solve can now be addressed in five to 10 minutes with the Zenprise solution. Further, Varian expects to see a return on its investment in the Zenprise MobileManager platform by the end of 2009, essentially saving the company \$600,000 in the 18 months after its initial purchase.

According to *Mobile Enterprise Magazine*, "By automating the management of mobile devices with Zenprise, IT is able to monitor devices and take steps to resolve potential issues before they occur. For Varian, troubleshooting times have been reduced from hours and days to minutes. Calls with field engineers have been reduced by 70 percent, and Varian's IT team is now able to support four times the number of mobile devices it once did."

"Prior to automating the management of mobile devices with Zenprise, we spent hours, even days, troubleshooting issues on our mobile devices," said Matthew Morse, senior IT administrator for Varian Medical Systems. "With Zenprise MobileManager, we can now proactively monitor devices and take steps to resolve potential issues before they occur. As a result, Varian can meet its aggressive 10-minute customer care guarantee and ensure lifesaving patient results are delivered on time."

"Varian serves as a stellar example of the impact that can be achieved when a company

implements mobility across its organization,” said Ahmed Dattoo, vice president of marketing at Zenprise. “Zenprise MobileManager enables Varian to take a proactive approach to mobile management and implement solutions that resolve potential issues caused by malfunctioning devices before they occur. This helped Varian significantly raise the bar for customer care in the medical industry. We congratulate them on this impressive win.”

The *Mobile Enterprise* Mobilizer Awards honor the most effective mobile technology deployments of the year across more than a dozen vertical markets. The publication bases its award decisions on ease of deployment, innovation and business improvement.

### **About Zenprise**

Zenprise’s award winning software automates all aspects of mobile management, from monitoring to troubleshooting, from expense management to device management, from security to compliance. Using Zenprise, customers can reduce their mobile TCO costs by over 25 percent, increase customer service levels by over 75 percent and ensure corporate compliance rates of 100 percent. Supported smartphone platforms include BlackBerry®, iPhone, Palm and Windows Mobile devices. Founded in 2003, Zenprise is headquartered in Fremont, California and is privately held with funding from investors Bay Partners, Ignition Partners, Mayfield Fund, and Shasta Ventures. Zenprise's executive and product teams bring enterprise software experience from companies such as Mercury, EDS, Zambel, Bay Networks, and Loudcloud. For more information, go to [www.zenprise.com](http://www.zenprise.com).

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