



S I V A™



Progressive



You've got questions. We've  
got answers.

On July 19<sup>th</sup>, SIVA Corporation entered into an agreement to purchase Progressive Software. Operators cheered as the new leader in restaurant technology promised to deliver evolution, choice.

# Technology. Evolution. Choice.

## Why did SIVA acquire Progressive?

Since 2000, SIVA Corporation™ has met customer needs for quality restaurant technology. Our acquisition of Progressive Software is the next step in this process.

Progressive has a twenty-year track record of creating successful technology solutions for restaurant operators and excellent relationships with its customers, who include some of the biggest brands in the industry—Jack in the Box, Steak n Shake, Starbucks, and more.

The combined company will represent more than 13,000 installations, immediately making it the third largest POS vendor to the U.S. restaurant industry in terms of installed customer base. In addition, it will be the only major vendor in the restaurant segment to offer a next generation product as well as Windows and DOS lines. The ability to provide a migration path to a next generation application, whether to existing or potential customers, will be a compelling differentiator for the new, post-acquisition SIVA.

## Will we continue the sale and support of Progressive products?

Yes. SIVA will continue to sell and support the full line of Progressive products, including the IRIS and SMART point-of-sale applications. Current Progressive customers will be able to migrate to the next generation *iSIVA* technology if and when they choose, but will not be required to do so.

## How will the acquisition affect resellers?

Our objective is a smooth continuation of our established relationship with you as a reseller. To that end, we are committed to honoring current agreements, including exclusive territories for Progressive and SIVA products. Those dealers interested in representing the full range of the combined company's solutions will be given the opportunity to be certified to do so where it does not cause channel conflict.

## What is SIVA's product strategy?

SIVA understands that restaurants have a wide range of technology needs and that their technology strategies evolve over time. We are committed to providing a range of options to meet these needs at every stage of evolution.

With the acquisition of Progressive, SIVA's offering will include three distinct POS products that cover the technology spectrum:

- *iSIVA*™, which is built on an enterprise architecture using next generation web technologies;
- IRIS, one of the most widely installed Windows-based POS systems in QSR and fast-casual restaurant chains; and
- SMART, the only DOS-era application that has been continuously maintained and enhanced with the new functionality restaurant operators want and need.

Customers can extend any of these applications with a comprehensive, cutting-edge set of back office and operations intelligence solutions, as well as enterprise-level reporting and real-time alerts.

## How will the acquisition affect customers?

With the help of current Progressive employees, SIVA will continue to provide existing customers with the high quality products and service that they have come to expect. In addition, customers will benefit from access to a broader range of solutions designed to support a greater number of restaurant operations issues.

## How will the acquisition affect employees?

SIVA will retain Progressive's employees and continue to operate an office in Charlotte, North Carolina. For resellers, existing management and support team contacts will remain intact. Christopher Sebes, Progressive's current CEO, will be joining SIVA's management team as Chief Operating Officer.



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