



FOR IMMEDIATE RELEASE

CartoPac Field Solutions Adds New Position of Channel & Strategic Accounts Manager to Lead Expanding Reseller Distribution Channel

David Barry Brings Extensive Sales, Marketing and Business Development Experience to New Role Focused on Enhancing Customer Service to CartoPac Resellers

Fort Collins, Co. – June 29, 2010 – CartoPac Field Solutions (<http://www.cartopac.com>), a leading provider of custom mobile GIS field data collection solutions for efficient data capture and integration with enterprise asset systems, today announced that David Barry has been named to the new position of channel & strategic accounts manager. To serve a growing nationwide client base, CartoPac has doubled the size of its reseller distribution channel since the start of 2010. The addition of Barry in this new role will help CartoPac enhance customer service to its expanding base of resellers, enabling them to sell and support CartoPac's extremely easy-to-use field data collection solutions that save time and reduce project costs.

As channel & strategic accounts manager at CartoPac Field Solutions, Barry supports direct sales efforts and is the main point of contact for existing resellers. Barry is responsible for helping maximize sales efforts and partnership value through best practices, training, and support including co-presentations at scheduled marketing events such as webinars, workshops, and tradeshows.

"We created the new position of channel & strategic accounts manager to head our expanding reseller distribution channel, and David brings an excellent combination of sales and business development experience to this leadership role," said Glenn Vlass, president of CartoPac Field Solutions. "In previous positions, David has been a significant contributor to the vision and execution of solutions ranging from analytics and business intelligence to geographic information systems. We welcome David to CartoPac and look to his expertise to impact sales revenue and lead generation for CartoPac Field Solutions and for our growing base of channel partners."

David Barry has helped Global 1000 companies implement and use technology solutions to solve complex business problems and bring measurable value to the challenges of increasing revenue, improving efficiency and making better business decisions. In executive strategy and business development capacities, he has influenced successful product development and marketing efforts. Barry has fostered long-term relationships with marquee customers across a wide range of industries and established solid partnerships with key third-party technology providers, systems integrators and strategic management consultancies.

Barry holds a B.S. in geography from the University of Utah and an M.B.A. in international management from the Thunderbird School of Global Management.

See CartoPac at ESRI UC 2010

CartoPac Field Solutions (booth # 2007) will be exhibiting at the upcoming ESRI International User Conference at the San Diego Convention Center, July 12 through 16, 2010. Those interested can meet David at the booth or at the Converging Technologies Social, SDCC, room 16B, Wednesday, July 14th at 5:30pm.

About CartoPac Field Solutions

CartoPac Field Solutions is a leading provider of fully integrated mobile solutions that increase field-to-office workflow efficiency by integrating and enhancing a wide range of technologies

including GPS devices, lasers, cameras and other external devices. CartoPac software is ideal for oil and gas, municipalities, railroads, electric or water/wastewater utilities, natural resources, or anyone interested in collecting and managing large amounts of field data. CartoPac Field Solutions is an authorized ESRI and Trimble Business Partner, and is an authorized Strategic Business Partner to Cityworks.

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