



Rollstream Reports Record Quarter

Rollstream Reports Record Quarter, Secures Leadership Position in Target Verticals of Healthcare and Retail

RollStream Inc., the leading provider of enterprise community management solutions, today announced its largest ever fourth quarter, with 19% revenue growth over Q407, and more than 100% growth in its customer base. Fortune 500 companies Cardinal Health, Ethicon (a Johnson & Johnson company), PSS World Medical, Walgreens, and Ahold USA joined other industry leaders by selecting RollStream to help them better collaborate with their business partners.

“Our rapidly growing customer base is a true testament to the fact that businesses are seeking new ways to manage supply chain risk and grow customer relationships,” said Kristin Muhlner, CEO RollStream. “In 2008, RollStream customers reduced the time to get new products on the shelf, increased data accuracy and productivity in customer relations, and in one case, doubled revenues while reducing administrative expenses by over 33% in supplier management operations.”

Healthcare Leadership

With the addition of Cardinal Health and PSS World Medical, RollStream has secured its position as the leader in enterprise community management for the healthcare distribution space. Of Fortune’s Top 10 Healthcare Wholesalers and Distributors, RollStream is now used by McKesson Medical-Surgical (#1), Cardinal Health (#2), Owens and Minor (#4), and PSS World Medical (#7) to manage customer and supplier profiles, contracts, communications, and B2B processes.

In addition, RollStream’s partner network has grown to over 2,000 medical-surgical suppliers, representing over 85% of the entire medical-surgical distribution marketplace. These businesses interact daily with their distributors via RollStream’s collaboration platform.

One such supplier, Ethicon, a Johnson & Johnson company and the leader in surgical sutures, chose to adopt RollStream in Q4. Ethicon will use the platform to improve its relationships with distributors and customers and to develop a customer intelligence database. “As suppliers like Ethicon have a positive experience collaborating with their customers who use RollStream, they are examining ways that they can optimize their partner interactions with RollStream as well,” said Nick Parnaby, RollStream founder and COO. “We are pleased to see this viral growth in our business, as usage leads to full adoption by community participants.”