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Smitty's Building Supply Grows With Activant Software

Activant Technology Helps Streamline Operations and Improve High-end Services for the Virginia-based Building Materials Supplier

LIVERMORE, Calif., December 18, 2007 -- Activant Solutions Inc.'s Hardlines and Lumber Group, a leading provider of integrated technology products and supply chain solutions for building material suppliers, today announced that Smitty's Building Supply has successfully migrated to the Activant Falcon® platform. One of the largest lumber and building material distributors in the northern Virginia and metropolitan D.C. region, Smitty's has grown from approximately \$20 million to \$93 million in annual sales in the past five years and has evolved from a traditional lumberyard into a construction services company focused upon meeting the increasing demands of its builder customers through value-added services. Smitty's is a shining example of how Activant's broad range of technology solutions can support a successful building materials supply business through its many stages of growth.

Based in Alexandria, Virginia, Smitty's is a long-standing and successful Activant customer. Founded in 1975, the company serves thousands of professional remodelers, new home builders, commercial contractors and industrial clients through its 11 locations in Northern Virginia, Washington D.C. and Maryland. When the company recently reached \$80 million in annual sales at the end of 2006, Smitty's executives realized that the company needed to become more sophisticated in how it handles a number of its key business processes including the need for heavy special order sales, door and

millwork manufacturing, e-commerce, contract billing, and installed sales, as well as the overall management of their complex financial reporting structure with multiple profit centers and locations. They decided that new technology was required and subsequently migrated their Activant Eagle® systems to the Activant Falcon platform.

“The Activant Falcon system helped us get to \$93 million in sales and 11 locations in the first six months of implementation,” said Don Belt, executive vice president and chief operating officer of Smitty’s Building Supply. “With that strong track record and the added functionality of special orders management, advanced millwork manufacturing and dashboards, we strongly believe that the Activant Falcon system will help us get to the next level.”

Special orders can be a tremendous headache for a lumberyard. These custom items can cause problems in the sales and ordering process and are often misplaced or forgotten in the warehouse. The Activant Falcon solution helps Smitty’s gain control over its special order inventory. All special orders are now tracked in the system as part of the total inventory. The items are also tracked according to how long they have been in storage, and customers can be informed if items have been sitting in the warehouse too long.

Obtained through acquisition at the beginning of this year, Smitty’s millwork operations are an important source of its growth and revenue. With the Activant Falcon Millwork module, Smitty’s is able to tightly integrate this piece of its business and manufacture products based on specific customer requirements. In the past, Smitty’s salespeople would hand-write a purchase order and fax it to the millwork plant, where it would be entered manually into the millwork system. The Activant Falcon Configurator module now allows Smitty’s salespeople to customize and configure an item’s specifications in the system and the details of the order are electronically sent to production at the millwork manufacturing location. The module also gives Smitty’s managers complete control over the production scheduling and manufacturing processes.

With the Activant Falcon Performance Driver Suite software, Smitty’s executives have immediate, online access to the information they need to improve their business. Every day, executives use the dashboard to review inventory and category sales performance,

Accounts Receivable levels and aging, as well as the performance of each profit center by reviewing daily sales, month-to-date sales, forecasts and gross margin rates. If there are any issues, Smitty's executives can then call the division managers to address specific problems. "The Activant Falcon Performance Driver Suite solution allows me to keep regular tabs on the vital signs of our business and solve problems before they become serious," added Belt.

"Activant is a very proud participant in Smitty's past success and a very dedicated partner in its future endeavors," said Russ Mellott, vice president/general manager of Activant's Hardlines and Lumber Group. "Smitty's is a shining example of how Activant's wide range of solutions can fit and grow with lumber and building materials dealers of all sizes."

About Activant Solutions

Activant Solutions Inc. is a leading technology provider of business management solutions serving small and medium-sized businesses in three primary vertical markets: hardware and lumber, wholesale distribution and the automotive parts aftermarket. Activant provides customers with industry specific software, professional services, content, supply chain connectivity, and analytics. Over 30,000 customer locations use Activant to manage their day-to-day operations. Activant's systems are designed to help customers increase sales, boost productivity, operate more cost-efficiently, improve inventory turns and enhance trading partner relationships. Activant has operations in Texas, California, Colorado, Illinois, Pennsylvania, South Carolina, Utah, Canada, Ireland and the United Kingdom. For more information, please visit www.activant.com.

About Smitty's Building Supply

Smitty's Building Supply, Inc., founded in 1975 by Pat and Nelson Smith, is one of the largest lumber and building material (LBM) distributors in Northern Virginia and metro DC. Smitty's serves more than 2,000 builders, remodelers, do-it-yourselfers, contractors, and commercial establishments, offering a full range of LBM products and services that include engineered wood floor systems, windows, doors and MRO supplies. Smitty's joined the LMC Buying Group, the largest in the LBM Industry, **in the fall of 2006**. The company looks ahead to generating approx. \$93 million in sales in 2007, ranking it in the top 100 largest LBM suppliers in the U.S. as well as one of the fastest-growing firms among all types of businesses in the DC metropolitan area.

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investor relations website at www.activant.com/company/investors for a full discussion of the risks and other factors.

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