

## **Leading Executives in the JCL Management Market Join Software Engineering of America (SEA)**

New York – July 28th, 2008 - Software Engineering of America, Inc., a leading provider of products and services for Batch and JCL optimization, today announced that Sal Del Conte and Jim Morgan have joined SEA to lead its effort in the JCL products and services marketplace.

Sal Del Conte joins SEA as the Director of Professional Services and Support, with a focus on JCL Lifecycle Management. Del Conte is an industry recognized expert in batch optimization and will be responsible for spearheading SEA's effort to provide JCL Lifecycle products and services to mainframe datacenters.

Del Conte is a 30 year IT industry veteran who has held positions with CA as the Vice President of Global Mainframe Practices, as well as with Diversified Software as the Vice President of Operability Services. "SEA's products have been providing value to the enterprise data center for over 25 years. There is a significant opportunity to help every mainframe data center operate a more cost-effective JCL environment by leveraging SEA's expertise in products, services and process improvement," said Del Conte.

Jim Morgan, who joins SEA as Director of Major Account Sales, is a 20 year industry veteran and top performing IT sales professional. Prior to joining SEA, Jim served as Manager Eastern Region Sales for Electric Cloud, where he successfully helped establish the leader in Build Acceleration and Build Automation in the Financial Services Vertical. Prior to Electric Cloud Jim enjoyed 13 years at Diversified Software, where he helped architect and deliver the sales model that established Diversified Software as the leader in the JCL/Batch Products and Services market prior to its acquisition by Allen Systems in 2006.

"The mainframe and mainframe JCL environment continue to provide a mission critical role supporting both legacy and emerging business initiatives. There is a significant opening for SEA to provide a major value add role to our customers in supporting their batch processing needs at the enterprise level," said Jay Thakker, COO of SEA. "We are committed to this market and are very excited to have Sal and Jim play a leadership role at SEA."

### **About Software Engineering of America**

Established in 1982, Software Engineering of America has built a global reputation as a leader in the field of data center software solutions. SEA is one of the most successful companies in the Data Center software industry, with over 10,000 data centers of all sizes and configurations utilizing one or more of SEA's products, including 9 of the Fortune 10 as well as 85% of the Fortune 500 Companies. SEA has thrived since its inception through implementing a philosophy of User Driven product development backed up by the highest quality technical support available, 24 hours a day, 7 days a week. For more information on Software Engineering of America, visit [www.seasoft.com](http://www.seasoft.com), or call 516-328-7000.

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