



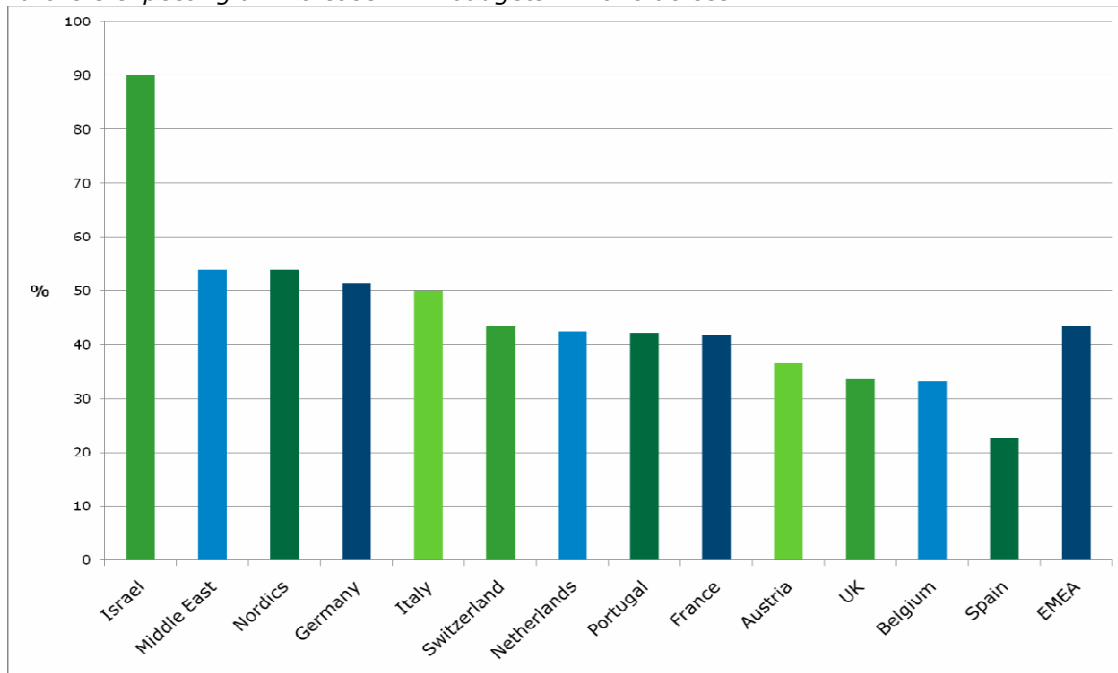
## 2010 CA Channel Index Forecasts Improvement in Economy and Surging IT Budgets

- *Virtualisation and Cloud Computing cited by CA partners to be particularly strong growth areas in 2010*
- *2010 CA Channel Index surveyed 928 CA partners from Austria, Belgium, Denmark, Finland, France, Germany, Israel, Italy, Middle East, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, Turkey, UK & Ireland.*

DITTON PARK, UK, February 15, 2010 – CA, Inc. (NASDAQ:CA). Resellers across Europe, Middle East and Africa (EMEA) believe the worst of the recession is past and are looking forward to an upturn in 2010. According to the 2010 CA Channel Index which was released today, two thirds (66%) of respondents predict that the economic outlook will improve this year, compared with just 11% who think it will deteriorate. The Index also shows CA partners predict a surge in IT budgets this year, with 43% expecting them to rise, and Germany and Italy most optimistic. The Index tells a far more positive story than in 2009; where 64% of IT budgets were lower than 2008.

The annual CA Channel Index was conducted online with CA's partner community with the aim of determining partners' expectations for the year ahead. It reveals the largest opportunity perceived by resellers for growth in 2010 is virtualisation, with almost three quarters (74%) of partners anticipating an increase in spending on this technology. This represents significant growth on 2009 where 58% predicted a rise. Resellers identified cloud computing as the second hottest area for IT spending with 48% of partners predicting an increase this year (up from 32% in 2009).

*Partners expecting an increase in IT budgets in 2010 across EMEA*



José Carvalho, SVP, EMEA Channel Sales, CA, commented: "When we reflect on the feedback from last year's Index it is clear that it was a tough period for some of our partners. This year there is a marked difference - with the Index showing that our partners across EMEA are now positive about the outlook for the upcoming year. They have also pinpointed virtualisation and cloud computing as customer spending hotspots for 2010. CA is already working with its partners to guide their customers through the adoption of virtualisation technology and their journey towards cloud computing."

Other areas of IT spending growth in 2010 are expected to be internet security (with 46% predicting an increase) and recovery management (encompassing data protection, business continuity and disaster recovery - where 41% predict an increase). The 2010 CA Channel Index shows that spending focus areas this year will remain the same as last year, but spending in all areas will be higher than 2009.

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### **Further Information**

- To view the survey report and further information about the 2010 CA Channel Index go to <http://www.ca.com/gb/mediaresourcecentre>.
- Follow the CA Channel team on Twitter:  
[http://twitter.com/CA\\_EMEA\\_Channel](http://twitter.com/CA_EMEA_Channel)

### **Survey Methodology**

The 2010 CA Channel Index surveyed 928 of CA's partners across EMEA from 3<sup>rd</sup> December 2009 to 10th January 2010. Respondents completed an online survey. Countries surveyed across the region: Austria, Belgium, Denmark, Finland, France, Germany, Israel, Italy, Middle East, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, Turkey, UK & Ireland.

### **About CA**

CA (NASDAQ: CA), the world's leading independent IT management software company, helps customers optimize IT for better business results. CA's Enterprise IT Management solutions for mainframe and distributed computing enable Lean IT—empowering organizations to more effectively govern, manage and secure their IT operations. For more information, visit [www.ca.com](http://www.ca.com).

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