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GovDelivery Continues Rapid Growth, Adding New Talent to Management Team

Five new directors, with more than 60 years of combined experience, added to key areas for business development and customer support

St. Paul, MN — Oct. 26, 2011 – GovDelivery announced today that it is on track for a record year and has made five additions to its management team this year to support its expanding base of government clients and ensure continued growth and innovation.

The new members of the management team include, in alphabetical order:

- John Cook, Senior Director of Marketing
- Natalie Fedie, Director of Client Services
- Maura McKinley-Tull, Director of Client Success Consulting, Federal
- Mike Pearson, Director of State & Local Government Solutions
- Grant Tullo, Controller

“GovDelivery has experienced exceptional growth over the past two years and is set to grow significantly again in 2011,” said CEO and co-Founder, Scott Burns. “These talented senior managers bring more than 60 years of combined experience to GovDelivery, and they are all passionate about helping our clients succeed now and in the future.”

As Senior Director for Marketing, John Cook focuses on improving GovDelivery’s messaging and building awareness and growth for GovDelivery. He came to GovDelivery from Lawson Software, where he led marketing efforts for talent management and human resources software within the enterprise resource planning industry.

Natalie Fedie works to enhance customer implementations and satisfaction as Director of Client Services. Natalie has served in senior communications roles within government and as an elected official within local government. She understands the demands and challenges that government communicators face on a daily basis and how GovDelivery can help provide the right solutions for communication challenges. She started within GovDelivery as an implementation consultant in early 2010, successfully leading some of GovDelivery’s largest and most complex implementations.

As Director of Client Success Consulting with the Federal team, Maura McKinley-Tull oversees the DC-based team that manages GovDelivery's large and growing federal client base and is responsible for ensuring that GovDelivery clients maximize the value of GovDelivery within their organizations. Maura came to GovDelivery from Open Text Public Sector Solutions, where she managed the Vignette Professional Services engagement within the federal market.

Mike Pearson leads the State & Local Government Solutions team, with a focus on strengthening existing customer relationships and expanding the client base within state and local governments. With more than 20 years of senior sales management experience in the government technology sector and having served in a technology leadership role within a large law enforcement agency, Mike brings a unique perspective of state and local government concerns that will help drive growth and customer satisfaction.

As Controller, Grant Tullo oversees accounting operations and helps strengthen GovDelivery's financial foundation to support the organization's increased growth goals including acquisitions. With 10 years of experience in finance and accounting roles for American and international technology companies, Grant will help position GovDelivery for further financial success.

About GovDelivery

GovDelivery helps public sector organizations maximize direct connections with the public through digital communications. GovDelivery's Digital Communication Management solution is a comprehensive, government-to-citizen communication solution designed specifically for the public sector. GovDelivery serves more than 450 government organizations worldwide including more than half of major U.S. federal agencies, as well as state, county, and city governments in the U.S., and local authorities and central government agencies in the United Kingdom. Government organizations use GovDelivery to optimize effectiveness, efficiency, and engagement in communications with the public. GovDelivery is a partner company of ICG (Nasdaq: ICGE). For more information, visit <http://www.govdelivery.com>.

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