



Unified Grocers, Inc.

SUMTOTAL® CUSTOMER SUCCESS

Unified Grocers Selects SumTotal for Integrated Learning and Performance Management



STRONG TEAM, STRONG BUSINESS.

Unified Grocers Selects SumTotal for Integrated Learning and Performance Management

Mountain View, CA – March 4, 2008 – SumTotal Systems, Inc. (NASDAQ: SUMT), a global provider of learning, performance and talent management solutions, today announced that Unified Grocers, Inc. selected ResultsOnDemand to combine learning and performance in a single system linked to strategy. Unified Grocers, a retailer-owned wholesale grocery cooperative with approximately 4000 employees that provides grocery products and services to independent retailers throughout the western United States, was looking for a solution that would ensure that development plans and business strategy were linked to address talent gaps.

Unified Grocers found that their current paper process was time consuming and could not support its strategic initiatives. They wanted a self-service performance system with direct links to competency models and development plans for each position - all in a single system. An initial pilot program will consist of IS and Finance employees because the skills and competency models are more consistent and easy to matrix. The on-demand solution is seen as a low risk and low cost solution for the pilot before the program is rolled-out companywide.

“We want to increase the capabilities of our human capital,” said Thomas Holmberg, business process improvement specialist. “If we see a performance gap related to our strategy, we want the ability to rapidly assign training or coaching. SumTotal provides us with a current snapshot and the process to manage ongoing talent development – the ability to act on the data and make changes. This is a system in which we can transform competencies to actual business results.”

“SumTotal’s ResultsOnDemand solution provides the flexibility and robust talent management capabilities needed by companies of all sizes but with the low cost of entry and usability of an on-demand solution,” said Nick Rusiniak, director of enterprise sales. “Unified Grocers is taking employee performance to the next level by developing its talent to achieve what the business needs.”

For more information, please contact us at +1 650 934 9500, or toll-free at +1 866 768 6825, or via email at sales@sumtotalsystems.com.