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LEADING INDUSTRY ANALYST FIRM SELECTS VFA AS A “COOL VENDOR”

BOSTON – April 13, 2011 – [VFA, Inc.](#), the leading provider of end-to-end solutions for [facilities capital planning and asset management](#), today announced it has been recognized as a Cool Vendor* by Gartner, the world’s leading information technology research and advisory company. VFA is one of five vendors profiled in Gartner’s “Cool Vendors in IT Asset Management, 2011” report which was co-authored by Gartner analysts Alexa Bona, Victoria Barber, Stewart Buchanan and Rob Schafer, and published on April 7, 2011.

According to Gartner, “A core success prerequisite to a well managed real estate and facilities portfolio is a detailed, accurate and maintainable assessment of fixed assets and their functional condition, that can then drive a prioritized and realistic capital budget.” The report goes on to say that, “VFA has an innovative and thorough facilities assessment approach that collects and maintains the critical information required to optimize capital facility investments over the long term. It's cool because it is a detailed and objective assessment that can be deployed in a cost-effective *tiered* approach, with robust professional services expertise for primary core assets, and via a creative, low-cost, 'self-service' model for secondary facilities.”

“Organizations are looking for a clear understanding of whether their facility and infrastructure assets are capable of supporting their goals. We are honored to gain the recognition of Gartner as an innovator in an area that is increasingly a board-level priority,” said Jerry Kokos, chief executive officer, VFA, Inc. “We feel that inclusion in this report confirms our continuing investments in providing objective, cost-effective and comprehensive solutions that help facility executives get the capital funding they require.”

Each year, Gartner identifies new Cool Vendors in key technology areas and publishes a series of research reports highlighting these innovative vendors and their products and services. Gartner’s report on “Cool Vendors in IT Asset Management, 2011” was released on April 7, 2011, and is available to Gartner clients at [gartner.com](#).

To connect with VFA, please follow us on Twitter at [@VFAINC](#), or visit our new blog, [Foundations](#), which is aimed at providing information to readers that serves as a foundation for intelligent capital spending and facilities capital planning and management.

About the Cool Vendor Selection Process

*Gartner's listing does not constitute an exhaustive list of vendors in any given technology area, but rather is designed to highlight interesting, new and innovative vendors, products and services. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness of a particular purpose. Gartner defines a cool vendor as a company that offers technologies or solutions that are: Innovative, enable users to do things they couldn't do before; Impactful, have, or will have, business impact (not just technology for the sake of technology); Intriguing, have caught Gartner's interest or curiosity in approximately the past six months.

About VFA

Headquartered in Boston, VFA, Inc. is the leading provider of end-to-end solutions for facilities capital planning and spend management. [VFA solutions](#) uniquely combine [facility assessment services](#), [Web-based software](#) and [business consulting services](#) to enable customers to manage every stage of the capital asset lifecycle—from requirements gathering and long-term planning to capital budget creation and spend management. More than 500 organizations in corporate, education, government and healthcare markets have relied on VFA solutions to strategically manage their capital assets. VFA's flagship software product, VFA.facility®, is currently used to manage more than 3.5 billion square feet of real estate. For more information, please call 800-693-3132 or visit <http://www.vfa.com>.