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## Software Earnings Announces New Organizational Structure

*New developments designed to enhance workflow with centralized  
company operations*

**MEMPHIS, Tenn. June 29, 2011** — Software Earnings, a leading provider of payments processing solutions for the financial industry, is pleased to announce several changes designed to streamline the company's organizational workflow. Developed from the leadership of Software Earnings president and CEO Larry Thornton, these changes include new leadership roles as well as the realignment of several departments.

David Garavelli has been promoted from his position as Executive Vice President of Product Management to Chief Operations Officer. Garavelli's career includes 20 years in the banking industry, with management positions at several major U.S. banks. He has spent the last 13 years at Software Earnings, serving in multiple areas including product ownership, business development, and vendor relations. As COO of Software Earnings, Garavelli will be responsible for overseeing product development, client services, product marketing, and sales for the community bank market. "I look forward to serving as Chief Operations Officer. These new changes within the company will provide excellent opportunities to unify company operations, enabling greater synergy and teamwork," said Garavelli. "David Garavelli has an extensive background in banking and operations and is well-respected and trusted by the Software Earnings team. Because of his long-term industry and managerial experience, he is an excellent fit for the role of Chief Operations Officer," said Thornton.

Jon Grose will now serve as Software Earnings' Executive Vice President Sales Manager, Payments Solutions. Grose has an extensive history as a sales executive in the fields of technology and banking software, and as a sales manager, he will lead Software Earnings' major account sales efforts.

"Jon Grose is an excellent salesman. His background in the industry enables him to bring additional value to Software Earnings' products and services," said Thornton

"I am excited to have the opportunity to lead this sales force and capitalize on the products, services, and partnerships we have put in place. Our products and key partnerships will propel us further in our role as a leader in the transaction processing industry," said Grose.

Brad Buchanan will serve as Executive Vice President of Product Marketing. In his new role, he will lead the product management, project management, documentation, and marketing departments. Buchanan has spent 10 years at Software Earnings, during which time he has excelled in

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his various roles, including project management and as the Senior Vice President of Marketing.

Software Earnings has introduced these new developments in organization and leadership in order to benefit the company's commitment to providing leading industry solutions. The company is confident that these changes will enable their business to remain at the forefront of the industry and meet the needs of their customers in a more efficient and thorough manner.

## **About Software Earnings**

Software Earnings, Inc. (SEI) specializes in providing financial institutions with leading-edge payments processing and document management solutions. SEI's Payments Navigator provides consulting, applications and installation resources to create a complete image exchange solution. As 2011 progresses, the company is moving forward as a thought leader on payments convergence and has introduced their new mobile depositing and fraud detection products. SEI solutions are designed to take banks to an optimum level of performance, efficiency and expense reduction. For over 22 years, Software Earnings' technologies have met the needs of the banking industry, impacting over 25 million items daily. For more information, visit [www.SoftwareEarnings.com](http://www.SoftwareEarnings.com).

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