

Press Release

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MapInfo, Corporation Awards International Computer Works As State and Local Government Partner of the Year

Recognized For Their Outstanding Invention of Value Added Applications Leveraging the Power of MapInfo Products In Key Fields Across the Nation Including K-12 School Administration, Public Safety, and Elections, a MapInfo partner for over 15 years, ICW Received the Prestigious Award of State and Local Government Partner of the Year At the Annual MapInfo Americas Partners Conference.

Troy, NY and Temple Terrace, FL—December 3, 2003—MapInfo Corporation (Nasdaq: MAPS) and International Computer Works, Inc. (ICW) today announced that during the Annual Americas Partner Conference held at MapInfo’s headquarters in Troy, NY, ICW received the prestigious award as the State and Local Government Partner of the Year for 2003. Although MapInfo has presented awards for outstanding performance amongst partners for years, this award represents a new and important category for MapInfo.

“ICW’s long standing commitment to the state and local government market place can be documented with a trail of successes in this market space. Starting with their first sale of MapInfo to the St. Petersburg Police Department in 1988 to a statewide deployment through the Secretary of State’s office into every county in Wyoming in 1995 to their current portfolio of applications that extend the power of MapInfo products into select verticals such as school choice, elections and public safety, ICW exemplifies the qualities we look for in our business partners,” said Mark Cattini, President and Chief Executive Officer, MapInfo, Corp.

David Haar, Senior Marketing Manager, MapInfo Corp. stated, "ICW is a shining star in our constellation of partners in the Americas who bring MapInfo products into the state and local government market place which MapInfo has recently focused upon as a compelling market sector in which to be a player," Haar continued, "It is through resellers like ICW that we will achieve our desired market contribution."

"Speaking of contribution" said Brian Lantz, VP of Sales for the Americas, MapInfo Corp, "the increase in the value of MapInfo products generated by the synergy of ICW clearly makes a powerful social contribution to diverse communities that embrace their offerings."

"The recognition and honor this award represents for the people at ICW is immense. We have worked diligently to deliver the finest set of products to our client base. The MapInfo offerings play strongly in that product line up. Through our mutual commitments to excellence, our clients and their customers benefit as demonstrated by their continued patronage and market acceptance," Tozier, CEO, ICW, said further, "Receiving the first of this annual award reaffirms all of the reasons we selected MapInfo Corporation and their products for the delivery of real solutions to profound problems. The innovation, economy of scale and open architecture MapInfo brings to the GIS market are just a few of the reasons MapInfo is a leader, bridging the spectrum from the desktop to the enterprise."

A brief review of a few of the products ICW has developed on the MapInfo product platform include: ICW first introduced TIGERUS in 1995 with an award from the Secretary of State of Wyoming. GeoBuilder was first deployed in the City of Akron, OH to interface with the city's computer added dispatch system and GeoSchools and GeoChoice with an award from the School District of Manatee County, Florida in 1997. GeoElections was first used by the Clay County, Florida Supervisor of Elections in 1998.



From left to right in order of appearance: Brian Lantz, VP of Sales for the Americas, Mapinfo; David Haar, Senior Marketing Manager, MapInfo; Ken Tozier, Chief Executive Officer, International Computer Works; Mark Cattini, President and Chief Executive Officer, MapInfo.

About International Computer Works, Inc.

International Computer Works, Inc. (ICW) is principally committed to the delivery of Geographic Information Systems (GIS). ICW provides customers with GIS consulting support, conversion services, software, hardware, training, and post sales support. The focus is on the delivery of turn-key systems to private and public sector organizations. To learn more, visit the International Computer Works Website at www.icwmaps.com.

About MapInfo

MapInfo Corporation is a global software company that integrates software, data and services to help customers realize greater value from location-based information and drive more insightful decisions. MapInfo solutions are available in 20 languages through a network of strategic partners and distribution channels in 60 countries. Headquartered in Troy, NY, MapInfo Corporation is on the World Wide Web at www.mapinfo.com.