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Earthlite Drastically Simplifies and Expedites Accounts Receivable Analysis with Datawatch Monarch

World's No. 1 Brand for Massage Tables and Supplies Saves 200 Hours Per Year on Collections Analysis Using Datawatch's Self-Service Data Preparation Platform

BEDFORD, Mass., Nov. 30, 2016 (GLOBE NEWSWIRE) -- [Datawatch Corporation](#) (NASDAQ-CM:DWCH) today announced that [Earthlite®](#), the world's No. 1 brand for massage tables and supplies, is using [Datawatch Monarch](#) to make accounts receivable analysis and reporting easier, faster and more efficient. Using Datawatch's self-service data preparation platform, Earthlite has reduced the team responsible for collections analysis from three employees to one — saving the company approximately 200 hours per year.

Founded in 1987, Earthlite is known as the highest-quality massage and spa equipment manufacturer in the world. The company has operations on three continents and distributes globally to more than 150 countries. With such a diverse and distributed customer base, Earthlite needed to have an accurate and efficient way to manage accounts receivable reporting and the collections process.

Prior to using Datawatch Monarch, a team of three Earthlite employees would download a 500-page PDF report and manually pour over the data to identify accounts where collections were needed. The static report structure prevented Earthlite from being able to sort and organize the information, or perform any sort of data analysis. The reporting process took each team member approximately six hours every month to complete. Not only was this a time-consuming and resource-intensive method, but it was more susceptible to error and had the potential to cause delays in the collections process.

Earthlite turned to Datawatch Monarch to help simplify data preparation and expedite analysis. Accounts receivable information is now automatically exported into a tabular structure, equipping Earthlite with the ability to sort, filter and perform analysis of any kind. Because the reporting and analysis process has been dramatically simplified and expedited, what took a team of three an average of 18 hours each month to complete, now takes one employee one hour to finish. As a result, the company is now saving approximately 200 hours per year.

"Accounts receivable reporting used to take us forever, and it was always such a painstaking process," said Mark Loy, IT administrator at Earthlite. "Now, the hours we spend on collections is greatly reduced, and reporting and analysis is a million times easier. Additionally, Monarch has enabled us to free up our employees to focus on other pressing business tasks. The technological and business benefits of using this platform have been invaluable."

Because of the tremendous return on investment Earthlite is seeing in its accounts receivable reporting and the collections process, the company is planning to roll out Monarch to other areas of the business as well. Most immediate, the company would like to leverage Monarch for medical bill and insurance analysis, as well as for standard HR functions.

"Earthlite is a prime example of how our self-service data preparation platform can save organizations' valuable time, resources and budget by allowing them to focus on analysis, rather than on mundane prep work," said Jon Pilkington, chief product officer at Datawatch. "Earthlite employees can now easily access, blend and manipulate the data they need for analysis, and rapidly obtain accurate insights that result in more informed decisions and drive business value."

To learn more about Datawatch Monarch, please visit: <http://www.datawatch.com/our-platform/monarch/>.

About Earthlite

Headquartered in Vista, California, award winning Earthlite, is known as the highest quality massage tables and spa equipment manufacturer in the world. Produces innovative, premium quality equipment by using sustainable practices and materials. Environmental integrity is at the very core of Earthlite's company philosophy. Earthlite recycles, minimizes waste, uses biodegradable upholstery and CFC-free foam, while building equipment **to last** so it won't end up in landfills. Through its "Plant a Tree" program and partnerships with various environmental groups, Earthlite has achieved a truly remarkable zero-carbon footprint. Founded in 1987, Earthlite was chosen as the 2015 "Sustainable Manufacturer of the Year" by the non-profit Green Spa Network®, and has won numerous awards including "Favorite Company for Manufacturer Support" and "Favorite Treatment Table Manufacturer" by American Spa Magazine, for the past seven years.

About Datawatch Corporation

[Datawatch Corporation](http://www.datawatch.com) (NASDAQ-CM:[DWCH](http://www.datawatch.com)) enables ordinary users to achieve extraordinary results with their data. Only Datawatch can unlock data from the widest variety of sources and prepare it for use in visualization and analytics tools, or for other business processes. When real-time visibility into rapidly changing data is critical, Datawatch also enables users to analyze streaming data, even in the most demanding environments, such as capital markets. Organizations of all sizes in more than 100 countries worldwide use Datawatch products, including 93 of the Fortune 100. The company is headquartered in Bedford, Massachusetts, with offices in New York, London, Frankfurt, Stockholm, Singapore and Manila. To learn more about Datawatch or download a free version of its enterprise software, please visit: www.datawatch.com.

Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995

Any statements contained in this press release that do not describe historical facts may constitute forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995. Any such statements contained herein, including but not limited to those relating to product performance and viability, are based on current expectations, but are subject to a number of risks and uncertainties that may cause actual results to differ materially from expectations. The factors that could cause actual future results to differ materially from current expectations include the following: rapid technological change; Datawatch's dependence on the introduction of new products and product enhancements and possible delays in those introductions; acceptance of new products by the market, competition in the software industry generally, and in the markets for next generation analytics in particular; and Datawatch's dependence on its principal products, proprietary software technology and software licensed from third parties. Further information on factors that could cause actual results to differ from those anticipated is detailed in various publicly-available documents, which include, but are not limited to, filings made by Datawatch from time to time with the Securities and Exchange Commission, including but not limited to, those appearing in the Company's Annual Report on Form 10-K for the year ended September 30, 2015. Any forward-looking statements should be considered in light of those factors.

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