

One Point Solutions Receives Certification to Become an Authorized Seller of IBM Data Management Software

One Point Solutions, Novi, Michigan – January 26, 2010: One Point Solutions today announced it has achieved certification to become an Authorized seller of IBM Informix, DB2, Optim, InfoSphere and Cognos software by meeting the skills requirements of the new IBM Software Value Plus initiative.

The IBM Software Value Plus initiative is designed to meet the demands of clients who are looking to drive more value from their technology investments by working with trusted partners with proven skills to quickly and effectively implement new infrastructures. IBM Software Value Plus enables One Point Solutions to set themselves apart by gaining key technical and industry skills necessary for smarter technology implementations that help clients achieve their business goals.

“IBM is committed to supporting an ecosystem of skilled partners that can provide the most value to our shared clients,” said Sandy Carter, vice president, IBM Software Group Channels. “Business Partners who invest in the proper skills and expertise are well positioned to help clients achieve a faster time-to-value with the right solutions, reduce risk in solution development, and increase their return on investment over time.”

Ron Flannery, One Point president, said: “One Point Solutions has invested significantly in IBM’s Information Management portfolio – in fact that’s *all* we do – and we’re very excited about the steps IBM has taken to ensure our success.” He added, “One Point continues to develop high value partnerships with IBM, other business partners and customers, providing value based on our intense focus on data management and information on-demand.”

IBM Software Value Plus rewards Business Partners who invest in skills and expertise and are focused on delivering greater client value. Under the initiative, IBM Software partners choose the IBM software on which to build technical, marketing and sales skills, such as WebSphere, Information Management, Tivoli, Lotus and Rational. Partners can become certified and authorized to sell these products across multiple industries.

For more information about IBM Software Value Plus, please visit www.ibm.com/partnerworld/softwarevalueplus.

About One Point Solutions

One Point Solutions is completely focused on IBM database, business intelligence, data warehousing, and data integration solutions. The company provides an all-IBM “one point of contact” model revolving around software sales & renewals, services, and hardware/software pre-installed bundles. Solutions include: Informix, DB2, Cognos, data integration products, data warehousing, and Optim. Here are more details on the solution:

IBM database software and services: Informix and DB2 UDB software sales/growth planning, virtual DBA, and license renewals;

Information OnDemand: Database and application integration across the enterprise using InfoSphere and Ascential;

Turnkey Reporting & Business Intelligence: Provide rapid implementation of dashboards and reports using Cognos, Optim, Informix Warehouse and InfoSphere Warehouse.