For Two Out of The Last Three Years, One Point Solutions Honored Internationally by IBM for Distinguished Achievement in Data Management

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One Point Solutions, a leading business intelligence services provider and IBM database specialist, has been named as a finalist for IBM's 2007 Distinguished Achievement Award for Information Management Business Partners -- one of only THREE partners in North America to receive this honor. Based on its 10-year focus on business reporting and IBM database software/services, One Point was recognized for excellence in delivering business value and cutting-edge database solutions to clients across North America.

The award recognizes IBM business partners that provide significant impact to IBM's Information Management position in the marketplace and are considered rising stars among their peers. One Point has eclipsed most of its competitors in solid year-to-year growth over the last 10 years, and has outpaced its competitors – many of them much larger companies – for this award that recognizes revenue attainment, creation of new customers, innovation in business intelligence and database technology, ability to open new regional markets, and maintaining an excellent stature in IBM's business partner community.

One Point Solutions is not unfamiliar with worldwide recognition. The company has now been recognized for *three of the last four years* by IBM, having won IBM's worldwide award for data management partners in 2004 (from over 35,000 partners), and being named as a North American finalist for two consecutive years, 2006 and 2007. How can a company of One Point's size continue to achieve triple-digit growth and obtain recognition against much larger competitors?   Ron Flannery, president and founder of One Point and lead author of the 1400-page *Informix Handbook*, addresses the question.

"One Point's intense focus on consolidated business reporting solutions and IBM database software/services provide one point of contact for our clients -- making us a valued partner for small and medium-sized businesses seeking one point of contact for database and reporting solutions. These types of businesses can't afford a large staff or dealing with multiple vendors," said Flannery. "Clients and business partners alike, including IBM, recognize One Point's ability to deliver effective information management services and IBM database licensing."

"Small and medium-sized businesses are best served by a consolidated point of contact, something that One Point provides in connection with business intelligence and IBM database services," added Des McNamee, long-time One Point employee and client specialist. "One Point Solutions is founded on that strategy of providing one point of contact for its client. Every day, One Point's customers validate this approach and its value to their business.

About One Point Solutions

One Point Solutions is an IBM premium business partner with a strong focus on IBM database products and services as well as consolidated business reporting solutions for all small and medium businesses. Known worldwide in the IBM and Informix communities for its in-depth knowledge of database product lines, including DB2 UDB and Informix, One Point assists clients with the purchase or re-license of products and helps them implement a secure, seamless flow of business-related information as their business grow and change. Recognized as a worldwide leader in Informix database software and services since 1997, One Point is headquartered in southeast Michigan and does business in both the United States and Canada. For more information, visit www.OnePointSol.com or contact our press department at PR@One-Point.com.

But why stop there?   One Point is further developing its offerings around turnkey business intelligence and reporting solutions as well as its Informix and DB2 product and services-focused practice. Flannery comments, "We are very excited about IBM's commitment to dynamic data warehousing and the Informix and DB2 product lines. We will continue to focus and grow our practice in these areas with new soon-to-be-announced initiatives, while not trying to be all things to all people."

About Ron Flannery

Flannery is a long-time expert in business intelligence and IBM database technology. He authored the 1400-page *Informix Handbook*, which is recognized by thousands of users worldwide as the single most comprehensive reference on the IBM Informix database product.

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About IBM's Information Management Portfolio

There are more than 60 million DB2 and Informix users from 425,000 companies worldwide relying on IBM Information Management Solutions. IBM is the only information management software vendor to provide customers with integrated solutions for database management, tools, content management, enterprise information integration, and business intelligence. For more information please visit http://www.ibm.com/software/data.