Success Formula

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) as well as 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?

- ✓ Intense Focus on business reporting/BI solutions and IBM database technology
- ✓ *One point of contact* business model for One Point's areas of focus
- ✓ Specialists, not generalists, service One Point's customers
- ✓ Innovate and visualize future technology directions and influence IBM

Success History

- ✓ 2006 & 2007 finalist – IBM North American data management distinguished achievement award for business partners
- ✓ 2004 winner – IBM worldwide data management business partner of the year
- ✓ Three published IBM success stories based on Informix, Linux, and business reporting
- ✓ Triple-digit revenue growth every year but one since 2001
- ✓ Investment into Canadian operations
- ✓ Ability to service database customers in many vertical markets

Specific Solutions and Value Proposition

- ✓ **One Point of Contact** – one point of contact for business reporting/BI and IBM data-related solutions – without multiple vendors and escalating costs
- ✓ **IBM database technology** – manage and provide expertise in IBM database software licenses, renewals, and related services including training, remote DBA, and applications
- ✓ **Integration of disparate data across corporate infrastructures** – transform, load and make available multiple sources of data in one place, real-time or near-time
- ✓ **Turn-key business intelligence and reporting** – provide ability for any user in your organization to access via a point-and-click interface the data they need, when they need it – and ability to analyze and define metrics that increase ROI and provide a competitive edge over your competitors

Customer and IBM Testimonials

"One Point's focus allows them to succeed and outgrow much larger competitors and provide extreme value on IBM's information management brand."
- Dave Snider, Business Partner representative

"*One Point is a top-shelf organization! They guided us through the entire licensing process, provided us with all our options, and acted as our advocate.*"
- Dom Cirello, IT application manager, Avaya Corporation

"One Point is always looking out for the customer. If there is an option to save on costs or upgrade our Informix licenses properly, One Point makes sure that we stay informed. This type of service keeps us coming back."
- Dan Piec, Director of MIS Operations, Spirit Airlines

Press Release Excerpts

October 13, 2007 - For Two Out of The Last Three Years, One Point Solutions Honored Internationally by IBM for Distinguished Achievement in Data Management. 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.

August 15, 2007 - One Point Solutions Provides IBM IDS 10 Upgrade That Increases Efficiency, Security, Safety and Profitability at NetworkIP. With years of continued success and a growing customer base, it became evident to NetworkIP that their aging architecture supporting their database solution was in need of upgrading, in order to improve performance and support their thriving business through enhanced customer support and satisfaction. They turned to IBM Business Partner One Point Solutions, recognized as a world leader in IBM's IDS technology, winner of IBM's Information Management Partner of the Year Award in 2004, and a finalist for the 2006 North American Distinguished Achievement Award.

March 6, 2006 – One Point Solutions Works with RealPlus to Improve Competeiveness in the Exclusive Manhattan Real Estate market. In the real estate industry, it's location, location, location that drives sales. For RealPlus, L.L.C., however, which provides the New York City real estate industry with an online listings database service, the key to satisfying real estate agents is performance, performance, performance. Working closely with RealPlus, One Point Solutions helped move the Realplus multiple listing service application to an Informix Dynamic Server (IDS) 10 in a Linux environment, providing a plethora of performance, disk management, and business growth options – and an extremely happy client base.

January 10, 2005 – One Point Solutions named Worldwide IBM DB2 Information Management Partner of the Year. On Monday January 10th, One Point Solutions was awarded IBM's prestigious DB2 Information Management 2004 "Partner of the Year." The presentation was made at IBM's Software University, an annual conference of IBM employees and Business Partners. Each year, only *one* Information Management Business Partner *out of over 35,000 in the world* receives this honor, which was presented before 5,000 IBM employees in recognition of One Point's excellence in service and customer satisfaction as an IBM business partner.