

# One Point Solutions named Worldwide IBM DB2 Information Management Partner of the Year!

Novi, Michigan – January 10, 2005

On Monday January 10<sup>th</sup>, 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 *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.

One Point president and founder Ron Flannery commented, "This is a tremendous honor. One Point works hard to retain a focus on its services and customer objectives. This incredible award shows me that we have achieved our goal, and more! We greatly appreciate the support given by IBM to the partner community and constantly encourage the IBM sales and support teams to continue to utilize strategic partners." Prior to receiving the Partner of the Year award, Flannery was well-known in the Informix community for his authorship of the 1400-page *Informix Handbook*, his participation on the board of directors for the International Informix User Group, and as president of One Point.

"Partners are extremely important to IBM," said Joe Savino, IBM Worldwide Information Management Channel Sales Manager, "and One Point Solutions is the epitome of excellence. Working together, we deliver our customers the very best of both technology and service."

Flannery credits One Point's success to its ability to focus. "I firmly believe that a company can achieve its utmost success by finding something it does well and then focusing on it. In the Informix world this focus has given One Point excellent name recognition – literally worldwide – and makes it easy for us to attract customers and understand their specific needs." He added, "One Point is also 'true blue,' meaning that our business is centered on software from IBM and its strategic Business Partners."

Dom Cirello, IT application manager for Avaya Corporation's critical CRM application, agrees. "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. They behaved with concern and integrity every step of the way. We're fortunate to have such a partner!"

"Having been recognized for our past achievements, One Point plans on building on our award winning service and support", continues Flannery. "As the world of Information Management expands, One Point has met that expansion by establishing a Business Intelligence (BI) practice. Through it, our company will continue to grow and deliver the high quality service that has come to be our trademark. We plan to achieve the same name recognition in this new field as we have achieved in the Informix community."

Flannery can be reached at (248) 887-8470 x 40 or [PR@One-Point.com](mailto:PR@One-Point.com).

## About One Point Solutions

One Point Solutions specializes in delivering Informix Software service, support, and Business Intelligence solutions to small and medium size businesses. Recognized as a worldwide leader, One Point has been an advocate and active member the International Informix User Group ([www.iiug.org](http://www.iiug.org)) since 1997. Ron Flannery, President and Founder, is the author of the *Informix Handbook*, a 1400-page resource and reference guide for every kind of Informix user ([www.informixhandbook.com](http://www.informixhandbook.com)). One Point now provides Business Intelligence consulting, specializing in IBM information management and reporting tools. For more information, visit [www.onepointsol.com](http://www.onepointsol.com).

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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 DB2 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>.

