



**FOR IMMEDIATE RELEASE**

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**Lincoln, Rhode Island, USA – February, 2015 – [Lighthouse Computer Services \(CS\)](#),** a regional leader in IT solutions and services and an IBM Premier Business Partner, recently announced the appointment of [Chris Mikulski](#) to the position of Software Subscription and Support Business Development, effective immediately.

Mike Mespelli, VP, Software and Services noted: “In keeping with the Lighthouse tradition of hiring the best talent in our industry, I welcome Chris to our team of S&S experts and am thrilled that he will be bringing his skillsets forward and providing value to our customers.”

Reporting directly to Mike, Chris is working closely with reps on a new process to maximize S&S revenue and collaborating with Operations to drive a stronger S&S value proposition to LCS clients.

Chris spent nearly two decades at IBM, most recently as a software sales representative responsible for renewing IBM's cross-brand portfolio for Passport Advantage clients. Chris was involved in all aspects of subscription and support renewals, including and creative problem solving with IBM customer base. Chris was also responsible for the account management of more than 75 enterprise maintenance renewal accounts per quarter, primarily based in the Upstate New York and New England territory, where he routinely met with customers face-to-face to build relationships and resolve outstanding issues on their behalf.

Chris added: “I am so impressed with the professionalism and camaraderie at Lighthouse, and am focusing all my efforts on exceeding their high expectations.”

