

FOR IMMEDIATE RELEASE

DP Solutions Earns IBM PureFlex Systems Certifications

DP Solutions becomes one of the few IBM partners in the region poised to sell and implement IBM PureFlex systems

COLUMBIA, MD, January 29, 2013 – DP Solutions has been awarded IBM Certified Specialist Certifications for PureFlex Systems: Sales V1 and Technical Support V1.

The **IBM Certified Specialist - PureFlex Systems Sales V1** specialist creates, identifies, and expands opportunities and takes customer orders to fulfillment. This specialist determines business needs and requirements, designs and sells PureFlex solutions that address customer needs and requirements, and positions the solution in terms of what it will do for the customer's business. Individuals in this role can justify solutions from a financial perspective, effectively use tools and resources to close sales, and work within accounts to ensure customer satisfaction and build/maintain customer relationships. The successful candidate will be familiar with the IBM PureFlex product family as well as typically encountered competitive solutions.

The PureFlex Sales Specialist has a broad knowledge of the features, functions and benefits of PureFlex solutions. This specialist knows PureFlex servers, networking, Flex Systems Manager software and services/offerings, as well as competitive offerings and what differentiates the PureFlex family. This specialist knows the IBM support structure and available resources, and keeps up with IBM and industry trends in order to best position customer solutions. Individuals in this role are skilled in consultative selling, negotiation, relationship management, financial marketing, written and oral communication, and team building.

The **IBM Certified Specialist - PureFlex Technical Support V1** evaluates the IT infrastructure and understands the customer's business environment in order to ensure the design and implementation of appropriate solutions. This individual performs requirements analysis, PureFlex systems architecture/design, and planning/installation. Additionally, they provide ongoing support to ensure the customer is operational and that technical requirements are continually addressed.

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This **PureFlex Technical Support V1** specialist has an in-depth understanding of the PureFlex family devices and typically encountered previous devices necessary to design and implement solutions for customers. This individual knows the hardware, systems management, networking, and storage components and functions. This specialist has an understanding of the capabilities and benefits associated with different servers, networking, systems management and storage. This professional is knowledgeable in key concepts relevant to PureFlex systems management.

About DP Solutions

With over 40 years of experience, DP Solutions serves as a trusted IT business partner to its clients. We provide innovative managed network services, managed hosting and IT disaster recovery solutions that give our customers the peace of mind that their businesses will run efficiently, effectively and securely. We are committed to excellence in our work ethic, in the products and services we provide, and in our relationships with our clients and communities. For more information, please visit, www.dpsolutions.com.

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