

## **Logicalis Earns Multiple Awards from IBM**

*High-Performance Technology Solution Provider Recognized for Leadership, Public Sector Excellence, Product Affinity and Innovation During IBM Business Partner Leadership Conference in Los Angeles*

Bloomfield Hills, MI ([PRWeb](#)) May 1, 2008 -- In recognition of its excellence delivering a variety of technology solutions and services built around IBM platforms, Logicalis has been awarded three of IBM's top honors in an annual competition that draws hundreds of entries from IBM's major business partners around the world. Logicalis ([www.us.logicalis.com](http://www.us.logicalis.com)), a global provider of high-performance technology solutions, took honors this week for Competitive Leadership and Global Public Sector "Top Star." Earlier, the company was announced as the 2008 Beacon Award Winner for IBM Global Services Product Affinity (<http://www.prweb.com/releases/logicalis/ibm/prweb884854.htm>).

In addition to its first place finishes in these three categories, Logicalis was named one of three finalists for an award recognizing innovative approaches to driving adoption of IBM Global Financing.

"Our partnership with IBM has helped us deliver innovative technology solutions to customers all over the world," said Kirk Zaranti, Logicalis Senior Vice President of Sales. "We're delighted that IBM has recognized us for delivering technology solutions tailored to the specific business needs of our customers, technology that directly affects their bottom lines."

A Premier IBM Business Partner with 30 offices in the United States, Logicalis focuses on server and storage consolidation and virtualization, high-availability, security solutions, and data management. As part of its growth strategy, Logicalis, a \$1 billion company, has maintained a strong relationship with all segments of IBM Global Services.

Nominees for the IBM 2008 Competitive Leadership award were judged based on their skills and focus on winning competitive opportunities. Logicalis was chosen as the clear leader in this category for its demonstrated demand generation activities, IBM briefing success, Business Partner Innovation Centers utilization, and focus on key skills and services capabilities.

The Logicalis IBM Business Partner Innovation Centers (BPICs) in Lisle, IL and Green Bay, WI along with their Virtualization Centers in Minneapolis and Houston have played an important role in the company's success in delivering high-performance technology solutions that meet the business needs of its customers. Logicalis manages these centers to provide customers hands on access to the latest software and hardware for testing and briefing sessions.

Key public sector wins in 2007 positioned Logicalis as the front-runner for the Public Sector Top Star award, including a solution that centered on High Performance Clusters (HPC) used for research and development in life sciences.



The Logicalis/IBM partnership that earned Logicalis the Product Affinity Beacon Award included hardware and software maintenance, remote technical support, server services, and storage and data services.

#### About IBM Beacon Awards

More than 725 nominations were judged by a team of leading industry journalists, analysts, and IBM executives, who selected winner and finalists in 37 award categories. These IBM Business Partners will be honored during a gala event at the IBM Business Partner Leadership Conference in Los Angeles on April 30 - May 2, 2008. For more information about the IBM Beacon Awards, please visit

[http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/2008\\_awards.html](http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/2008_awards.html).

#### About Logicalis

Logicalis is a global provider of high-performance technology solutions. With over 1,500 people worldwide, Logicalis delivers smart solutions based on specific needs, not the latest IT trend. Logicalis provides options, direction and support to more than 6,500 corporate and public sector customers. The company attributes its success to the everyday positive experiences with its customers and strategic partners.

Logicalis has annualized revenues in excess of \$1 billion, from operations in the UK, US, Germany and Latin America. Logicalis is a division of Datatec Limited (LSE/JSE:DTC), a \$3.2 billion multi-national organization listed on the AIM market of the LSE and the Johannesburg Stock Exchange. With over 30 offices in the United States, the company's U.S. headquarters are in Bloomfield Hills, MI. For more information about the Logicalis experience, visit [www.us.logicalis.com](http://www.us.logicalis.com).

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