



Yorel *Integrated* Solutions, Inc.

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***Yorel Integrated Solutions Wins Coveted Business Partner Leadership Award
Charlotte-Based Firm Is One Of 15 Winners Out Of 1,500 Companies Nominated***

Charlotte, NC – (April 22nd , 2004) – Yorel Integrated Solutions, an IBM Premier Business Partner and one of the largest solution providers in the Carolinas, has been awarded IBM's Americas Business Partner Leadership Award. Yorel was one of only 15 companies to be honored with this award from among the 1,500 firms nominated that sell IBM servers in the Americas.

To be nominated, companies must have achieved Premier status among IBM's Business Partners, demonstrating the highest levels of customer satisfaction, delivery of quality products and services, business performance, and development of skills and certifications. The 1,500 IBM Premier Business Partners that have gone above and beyond these requirements to distinguish themselves among their Premier Partner peers are those nominated for the Americas Business Partner Leadership Award, from which only 15 award winners are selected.

“At Yorel, we take our knowledge of information systems and technology and combine that with our customers' knowledge about their individual businesses to give them a competitive advantage,” said Leroy Hill, Jr., Yorel's president and CEO. “Our success can be measured by our sales growth and our customer satisfaction rating, both of which have placed us among the top IBM Premier Business Partners in the Americas.”

Yorel's employees, many of whom are ex-IBMers, on average have 20+ years of experience in IBM midrange and mainframe sales. As one of IBM's top Business Partners in the Carolinas, Yorel experienced more than 30% overall growth in its sales in



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2003, including 100% growth in its services business, and has maintained a significant customer service rating for the past 11 years, measured by an independent organization IBM uses to survey the customers of its Premier Business Partners on an annual basis.

This customer satisfaction rating is an important benchmark for a Premier Business Partner's success and an indicator of future success, measuring the solution provider in areas that include overall performance, end customers' trust and confidence in the provider, ease of doing business, technical understanding and knowledge of IBM products and services, among other criteria. Yorel's average customer satisfaction rating has ranged between 92% and 94% every year for more than a decade, among the highest customer satisfaction scores of any IBM Business Partner in the United States, Canada and South America.

"IBM's Business Partner Leadership Award recognizes companies that have consistently delivered best-of-breed services and solutions to their customers. These are companies deeply committed to IBM sales and services and companies that retain the loyalty of their clients because they've earned it," said Greg Adams, vice president of Business Partners, IBM Americas.

The Americas Business Partner Leadership Award was presented to Yorel at IBM's 2004 PartnerWorld conference in Las Vegas.

About Yorel Integrated Solutions, Inc.

Yorel Integrated Solutions, a leader in IT infrastructure and integration, is an IBM Premier Business Partner offering the server, storage, software, desktop, printer and networking technologies that will enable its customers to take advantage of the new era of e-Business. The company's employees each have an average of 20+ years of experience in IBM solution selling, and the company has maintained a customer satisfaction rating of 92% to 94% for more than a decade. Yorel is headquartered in Charlotte, NC, and serves customers throughout all of the Carolinas. For more information, visit the company's Web site at www.yorel.com.