



FOR IMMEDIATE RELEASE

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4Points Technologies Joins IBM to Deliver Enterprise Solutions into the SMB Market.

FREMONT, CA, Mar. 20, 2003 - *4Points Technologies*, a premier provider of professional IT services and solutions, is pleased to announce it has recently become an official Reseller/Integrator of IBM software products and has already qualified as a valued member of the IBM 'Top Contributor Program'. As a result, 4Points will be able to offer its customers even more competitive discounts on all of IBM's software products, whether they be for new product purchases, product upgrades or product renewals.

4Points' integration experts combine a deep understanding of new technology issues with a proven track record of cost effective and on-time delivery while maintaining the highest quality standards. Our customers will benefit from the efficiencies derived from our formalized integration methodology and the new cost savings we are able to provide when purchasing IBM products.

"We believe our relationship with IBM will be a cornerstone for our ability to provide best-of-breed products and solutions for our customers. IBM will be an important part of our business partner strategy and we look forward to great opportunities collaborating with IBM." said David Walter, CEO of 4Points Technologies.

In particular, 4Points will focus on the newly acquired IBM Integrator and Directory products and other products under the IBM WebSphere umbrella. The IBM Directory portfolio, which includes IBM Directory Server 5.1 and IBM Directory Integrator 5.1, provides a robust, scalable directory infrastructure that can integrate across multiple datastores on different computing platforms. The latest enhancements in the Directory Portfolio provides customers with an even stronger directory foundation to deploy security and Web services architectures and extend their business processes to include customers, business partners and suppliers.

"4Points customers expect us to solve their most difficult directory and data integration problems quickly and efficiently. We are very excited about providing our customers with robust, cost effective data integration solutions from IBM. 4Points believes that incorporating IBM technology will help to position 4Points as a leading system integrator in LDAP directory and data integration services and guarantee success for our customers," said Scott Krall, President, 4Points Technologies Professional Services.

"IBM is pleased to work with companies such as 4Points to jointly deliver real business benefits to customers", said Mark Hanny, Vice President of Marketing for IBM Software Group. *"Customers will gain from a combination of IBM's strong product portfolio and 4Points' technical depth and expertise."*



About 4Point Technologies

4Points Technologies is focused on providing services and solutions for the new emerging economies and converging technologies. The core strength of 4Points is its worldwide network of highly skilled professional consulting experts and strategic alliances with leading technology partners. 4Points professionals combine a deep understanding of new technology issues with a proven track record of cost effective and on-time delivery while maintaining the highest quality standards. 4Points' expertise and resources are focused on providing high quality services and solutions in database design, performance and tuning, LDAP directories, data integration and supply chain management for industries that include financial, technology, manufacturing, telecom and government sectors.

For further information about 4Points Technologies, please visit <http://www.4pointstech.com/> or e-mail info@4pointstech.com or 408-879-2325

About IBM

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