

Press Release

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For Immediate Release:

**Mainline Information Systems Wins IBM PartnerWorld Beacon Award
for Best of IBM SMB Business Partner Teaming**

Express Advantage Offering Delivers Complete, Business Critical Software Solution for Small and Mid-Sized Businesses

TALLAHASSEE, Fla. – Mainline Information Systems is the winner of the “Best of IBM SMB Business Partner Teaming” award. This honor is one of IBM’s annual PartnerWorld Beacon Awards that recognizes business partners for their ingenuity, innovation, customer satisfaction and outstanding achievements in providing on-demand business solutions.

The mid-market repeatable solution that was highlighted for this award operates within the IBM Express Advantage portfolio and includes IBM eServer i5 520 Express Edition and ISV Soft-Pak’s i-Pak software application. Using IBM’s Express Advantage portfolio of solutions allows Mainline and Soft-Pak to offer the very best technology to mid-market customers at an affordable price. These solutions present a competitive edge by providing innovative products and services designed and priced specifically for mid-market customers.

Judges remarked that Mainline “is an outstanding example of teaming to deliver solutions, including the i520 based Express Solution, to customers. They have demonstrated a very clear customer benefit proposition in terms of ROI, profitability and customer service.”

“Recognized by the Beacon Awards, Mainline Information Systems has worked closely with IBM and its Business Partners to provide clients with innovative solutions that solve real business issues,” said Ravi Marwaha, general manager, IBM Global Business Partners. “Mainline has set the standard for business excellence by delivering unique solutions as well as high customer satisfaction.”

“We are very pleased to be recognized by IBM in this category,” said Mary Strauss, vice president of SMB Marketing for Mainline. “This is a true tribute to our account team and to our partnerships with IBM and Soft-Pak. In addition, it recognizes our commitment to bring effective, easy-to-manage solutions at a solid price-point to our small- and mid-sized customers.”

California Waste, one of the Mainline customers who has benefited from this solution, was recently in the process of upgrading its customer service technology.

“Due to the growth in our business, it was no longer cost effective to use our current software,” said Cindy Kline, chief financial officer for California Waste Recovery Systems. “An analysis confirmed that it would be more cost effective to purchase the hardware and software necessary to run an upgraded application.”

Mainline worked hand-in-hand with Soft-Pak to install the IBM eServer i5 520 Express Edition.

“With the i5 520 Express, we were able to offer California Waste the IBM POWER5 technology at a competitive price for the mid-market,” said Jeff Swartz, Mainline account executive. “The IBM Express Servers can be rapidly deployed and are easily scalable, allowing customers to upgrade as their business grows. The Built on Express Advantage solution was attractively priced, and it saved the client considerable investment in maintenance for the refurbished technology being considered by California Waste.”

“Two years ago, Mainline made a strategic decision to invest heavily in the SMB market and develop an SMB business unit. That decision has paid off, and this award is just one indicator,” Strauss said. “We look forward to continuing a long and prosperous relationship with IBM in serving the needs of the SMB market by providing excellent solutions and service.”

To read the complete story about California Waste Recovery Systems, go to: [http://www-1.ibm.com/partnerworld/pwhome.nsf/vAssetsLookup/Mainline.pdf/\\$File/Mainline.pdf](http://www-1.ibm.com/partnerworld/pwhome.nsf/vAssetsLookup/Mainline.pdf/$File/Mainline.pdf)

About IBM PartnerWorld Beacon Awards:

Nearly 662 nominations were judged by a team of leading industry journalists, analysts, and IBM executives, who selected winners and finalists in 38 award categories. These IBM Business Partners will be honored during the IBM PartnerWorld 2007 Conference in St. Louis, April 29 -May 2. For more information about the IBM PartnerWorld Beacon Awards please visit:

http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/pw2007_awards.html.

About Mainline:

Founded in 1989, Mainline began by offering information technology solutions and consulting in the IBM midrange markets. Since then, it has become an IBM Premier Business Partner and global provider of information technology and business solutions with more than 400 employees nationwide. In addition to its United States offices, Mainline Systems of Brazil, officially named Mainline Systems Do Brasil Comércio De Produtos De Informática LTDA, is an extension of Mainline in South America. Corporate headquarters are located at 1700 Summit Lake Drive, Tallahassee, Florida 32317. The company may be reached by phone at 850.219.5000 and on the Internet at www.mainline.com.

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