



News Release: October 19, 2006, Hudson, Massachusetts

## Vince Cavell Joins SMS

Vince joins SMS from Harris Corp where he served as the President of the Advertising Solutions Group (ASG).

Prior to Harris, Vince served as CEO of Premier Systems Integrators, LLC. Premier was a \$120M systems integration firm that provided network and enterprise systems solutions for mission critical applications. Premier was sold to Dimension Data, INC in 2001.

Before joining Premier, Vince enjoyed a 21 year career at Hewlett Packard. While at HP, Vince held various management positions in Sales, Marketing, and Operations. In his last position as General Manager, Distribution and Re-seller Channels, North America, Vince was responsible for sales, marketing, channel strategy and business development for HP's \$1.5B Distribution and Re-seller channel. Vince holds a BS in Computer Science/Electronics from Pratt Institute, and has a MBA in Marketing from Farleigh Dickinson University.



### SMS Company Snapshot

- Founded in 1981
- 10% CAGR since 1999
- Profitable growth since inception.
- 27 Service Centers in 2006.
- The Leader in Independent Maintenance.

### About SMS

SMS delivers Responsive, High Quality, Cost Effective Systems Maintenance Services throughout the United States. Our business strategy uses:

**HotSpares™** ► ensures that you have good working parts when a service call is made. Our engineers diagnose the problem and show up on-site with part in hand, ready to repair your system. These are your parts stocked at our local facilities owned by SMS. 100% of our parts are company owned. 100% of our engineers are SMS employees.

**Fix-IT-First™** ► guarantees that if you call us, we will respond. You will never be rejected for a service call because of a misplaced serial number, mistaken server or transposed digits. When the problem is resolved, and we discover a server off contract, we will add this equipment to your contract and adjust monthly billing accordingly.

**All-Inclusive™** ► provides coverage for the entire data center. In the event of a localized disaster, vandalism, or theft, SMS covers all of your equipment with **HotSpares™** replacement for incidents beyond normal wear and tear.

### Systems Supported

- Sun Microsystems
- Hewlett-Packard Systems
- Hewlett-Packard Classic Digital
- Hewlett-Packard Classic Compaq
- IBM P-series (RS-6000)
- IBM X Series
- Dell Systems
- Cisco Systems

