

For Immediate Release:

## **IT Xchange Group Continues Aggressive Growth Plan with Hiring of New Global Vice President of Marketing and Product Management**

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**Raleigh, NC, January 14, 2008** – IT Xchange Group has strengthened its global executive leadership team with the hiring of 22 year IT industry veteran, Dave Walsh. For the past 11 years, the IT Xchange Group has enjoyed phenomenal growth and now operates nine distribution centers in seven countries around the world. The additions of the ITX Solutions (mid-market IT solutions) and Vernon Computer Source (rental & lifecycle management) business units in North America have driven the need for global market development initiatives.

"We're very pleased that Dave has joined the IT Xchange Group of Companies. Dave's extensive sales and market development skills and demonstrated leadership ability will be put to great use across all of our business units - IT Xchange, ITX Solutions and Vernon Computer Source. We look forward to having Dave play an instrumental role in the global growth of the IT Xchange Group." said Jeff McFarlane, IT Xchange President & CEO.

Walsh comes to the IT Xchange Group directly from 2.5 years in his own consulting company, Decipher Consulting Ltd., where he focused on working with specialty resellers and distributors to assess their business models and look for profitable growth opportunities. Prior to that, Walsh held executive roles as Vice President of Marketing at Ingram Micro, and Vice President/General Manager of NEC Technologies Canada. Walsh holds an Honors Bachelor's Business Administration degree from Wilfrid Laurier University in Waterloo, Canada, from 1986.

In discussing what attracted him to IT Xchange, Walsh commented, "This is an entrepreneurial organization that is truly in accelerated growth mode with multiple unique companies and an over-arching value proposition that appeals to all phases of the Technology Lifecycle; from planning...to implementation...to upgrades...to environmentally responsible disposal." Walsh added, "Jeff McFarlane has built this business from the ground up and has made several strategic acquisitions that presented an opportunity to really leverage my extensive experience in the reseller channel, the IT vendor business, and the supply-chain environment."

### **About IT Xchange**

The IT Xchange Group, established in 1996, is made up of 3 affiliate companies.

IT Xchange is an international distributor of personal computer and server technology, with offices in Canada, USA, UK, China, Japan and Australia. IT Xchange works with a broad network of domestic and international clients, providing customers with quality products that allow organizations to maintain their standard platforms for extended periods of time (Platform Maintenance) or to acquire technology appropriately matched to their applications (Appropriate Technology).

ITX Solutions delivers world-class technology solutions to solve business challenges in mid-market organizations. We have partnered with the world's leading hardware and software manufacturers, including: IBM, Lenovo, Microsoft, Brocade, and VMware. ITX Solutions leverages our ISO 9001:2000 accreditation, coupled with a high standard of engineering and logistics to help our clients maximize workflow and realize maximum ROI on their IT investment.

Vernon Computer Source focuses on the rental, lease, and lifecycle management of equipment and parts from technology manufacturers with operations headquartered in Stamford, Connecticut and established facilities in major regions across the United States. Our Tier 1 vendor business partners include IBM, Lenovo, HP, Dell, Sun Microsystems, NEC, Toshiba, Samsung, Infocus, and Apple.

For more information please visit any of our company websites.



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