

## **Present Celebrates its 15th Anniversary**

November 18, 2005 -*Passion and Innovation Dominate Company's 15 year History*

Present, an IBM Premier Business Partner, is celebrating its 15th anniversary. The company offers turnkey business solutions for IBM eServer technology, for the software systems Websphere, Lotus, DB2 and Tivoli and for the IBM, Linux and Windows operating systems.

Present was co-founded by entrepreneur Marc Beaulieu and opened for business on November 13<sup>th</sup> 1990. The motivation behind the launch was a strong belief that customers needed to be better served in the industry at the time. Hence came the name "Present", wanting to be a presence at the customers.

As statistics show that only 77% of new business start-ups survive their first year of operation, 50% survive for three years, and only 20% for ten years, Marc accredits Present's success to three main reasons. "First, we have always had a clear vision, we want to help our client's succeed; if we help our client's be successful, then we will be successful. Secondly, we treat the customer as king. We have many initiatives in place to make sure our client's are not just satisfied but are raving fans of Present. And finally, Present wouldn't be where we are today if it wasn't for the strength and passion of our team. We have extraordinary people working everyday to build an even stronger company."

Over the past fifteen years, Present has continuously increased its sales. It has significantly grown its client base and has become known as a leader in the industry. "A few years ago, we began to analyze how consolidation and simplification would be a value to our customers. We believed that this was where the market was heading in order to help companies streamline their operations. So we started learning as much as we could, certifying ourselves and becoming the experts in this area. And today, many claim that when looking to consolidate your IT environment, Present is **the** partner to work with," says Marc.

Over the years, Present has received many accolades. They were the selected the 'Best Linux Partner on iSeries in the World'; for three consecutive years, they were the recipient of the IBM Thomas J. Watson Gold Award and more recently they received the prestigious IBM Eagle Award. Marc adds "We are always striving to be the best business partner for our customers and in the eyes of IBM. As technology is always improving, we feel we should do the same."

Commenting on their 15-year anniversary, Marc expresses "This is an important milestone for us and I would like to take this opportunity to truly thank those who have supported Present as customers, dedicated team members and business partners.

About Present

Present is a Premier IBM Business Partner with offices in Toronto, Montreal, Quebec City and Sherbrooke. The company specializes in iSeries, pSeries, xSeries and Storage as well as IBM software solutions around Websphere, Lotus, Tivoli, Linux and Windows integration. For more information about Present, visit their website at <http://www.present.ca>