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The IT Life Cycle Management Company

PDS Wins System Builder Peak Performer™ Award

LCM Strategic Sourcing Wins for “New Business Achievement”

Oconomowoc, WI (April 30, 2003) – The Summit Advisory Committee named PDS’s LCM Strategic Sourcing offering as the best “New Business Achievement” at this year’s System Builder Summit & VARVision event in Orlando, FL.

PDS LCM (Life Cycle Management) Strategic Sourcing allows organizations to engage PDS not just for an individual position or tactical service, but to manage entire strategic IT functions. The offering incorporates all of PDS’s resources with Good Life Cycle Practice™ (GLCP™)-based procedures, guiding organizations toward efficiencies in all phases of LCM.

The LCM Strategic Sourcing offering was actually developed over time as part of a larger set of LCM-related value propositions, which currently include such offerings as Rack N RollSM Packaging and Deployment System, Asset Tagging and Tracking, Electronic Procurement and other Platinum Plus Logistics services.

Customer interest in PDS’s LCM-related intellectual capital increased significantly in 2001, when PDS collected and published its favored internal LCM processes, known collectively as the Good Life Cycle Practices (GLCP™). A GLCP™ is a defined business practice that integrates technology standards and toolsets with a consistent planning methodology, documented policies and procedures. This GLCP™ approach helps IT organizations develop meaningful metrics to improve the productive use and accurate tracking of an IT asset through all phases of its life cycle.

In 2002, PDS built upon customer interest in the LCM/GLCP™ foundation by adapting traditional outsourcing arrangements. Under what eventually became LCM Strategic Sourcing, the focus changed from the delivery of an individual technician, engineer, developer, project manager or consultant to delivering a whole strategic business function.

“PDS LCM Strategic Sourcing is more than just people and product,” said Carl Wilhelm, Director of PDS IT Consulting Services and product champion for LCM Strategic Sourcing. “It is about applying innovation and best practices with a proven LCM partner.”

Instead of having only the outsourced individual as a business resource, customers now access PDS’s Planning, Management and Support resources, plus GLCP™-based procedures that guide organizations toward efficiencies in all LCM phases. Organizations hoping to achieve mere cost control now employ LCM Strategic Sourcing as a catalyst for moving toward a higher plane of LCM, enhancing their customers’ satisfaction.

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About Vision Events

Vision Events, a Gartner, Inc. (NYSE: IT and ITB) company, is a leading producer of highly focused business events that bring resellers and end users together with leading and emerging vendors in private boardroom appointments to form strategic partnerships and secure new business in the technology sector. Additional information about Vision Events can be found at www.visionevents.com.

About Gartner, Inc.

Gartner, Inc. is a research and advisory firm that helps more than 10,500 clients leverage technology to achieve business success. Gartner's businesses consist of Research, Consulting, Measurement, Events and Executive Programs. Founded in 1979, Gartner is headquartered in Stamford, Connecticut, and has 4,000 associates, including more than 1,000 research analysts and consultants, in more than 75 locations worldwide. Fiscal 2002 revenue totaled \$907 million. For more information, visit www.gartner.com.

About Paragon Development Systems

Paragon Development Systems, Inc. (PDS) is the IT Life Cycle Management (LCM) company. PDS improves the way IT departments of medium- to large-sized organizations plan for, procure, deploy, manage, support and retire their IT assets. An ISO 9002-registered technology manufacturer, PDS produces its own brand of custom-configured systems. PDS is also a leading supplier of Enterprise Tier products and enterprise services. PDS's innovative approaches to LCM challenges include many of its Platinum Plus logistics services, such as Corporate Standard Desktop configuration, automated asset tagging/tracking, and Rack N RollSM packaging and deployment system. PDS is headquartered in Oconomowoc, Wisconsin with offices in Milwaukee and Madison, WI. For more information, call 800-966-6090, or visit www.pdspc.com.