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Dippell & Associates, Inc. (D&A), a leading M&A advisory and management consulting firm to the IT Services industry, today announced that its founder was the featured speaker at a series of events hosted by CMP's Institute for Partner Education and Development (IPED) and sponsored by IBM/Tivoli.

The half-day events brought owners and executives of IT Services firms together for a half-day of learning about the rewards and methods of bringing Network and Systems Management (N&SM) services to mid-market clients.

"We're pleased to have had Paul Dippell kick off each of our events", said Toni Clayton-Hine, CMP/IPED Managing Director. "He brings invaluable real-world experience to the challenge of delivering profitable N&SM services to mid-market clients. IPED and IBM/Tivoli are dedicated to helping IT Services companies deliver value to their mid-market clients, and do it profitably. Paul makes sure our attendees leave with concrete, proven ways to achieve this."

Paul Dippell said, "IPED is filling a large void in the IT Services industry - focusing not just on technology and partnerships, but on the profitability of IT Services companies. For too long, owners and executives of IT Services firms have had little help in growing the value of their businesses on a strategic level. IPED is stepping up to serve them better, with pivotal education events such as this seminar series.

"Network and systems management tools from industry-leading providers such as Tivoli, offer IT Services companies a crucial opportunity to engage their clients in recurring revenue relationships that benefit both parties for the long term. Such opportunities to help drive long term profit growth of IT Services companies make it exciting to partner with IPED and IBM/Tivoli in this seminar series."

The seminar series was held in July and August in New York, Chicago, Atlanta and Santa Clara

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About Dippell & Associates, Inc.

Dallas-based Dippell & Associates is a leading provider of merger and acquisition advisory and management consulting services to owners, investors and channel partners of IT Services companies. D&A's principals were entrepreneurs in successful IT Services organizations for nearly 25 years. By leveraging this unique industry experience, along with our exclusive benchmarking process and proprietary BestProspect™ database of over 8,000 IT Services companies, D&A clients win greater strategic value with less time and risk.

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