



## *CompTIA Best Business Practices Series™*

### **Best Business Practices Series from CompTIA Targets IT Solutions Provider Profitability, Long-term Success**

Oakbrook Terrace, IL, January 31, 2005 – A major new program designed to assist information technology (IT) solutions providers in their adoption of best business practices is now available from the Computing Technology Industry Association (CompTIA).

The program announced today is intended to help IT solutions providers improve their profitability and to build business models that make sense for long-term success. The program includes continuing education opportunities for executives and management teams of IT solutions providers.

CompTIA also announced today it will recognize and highlight practitioners of business best practices with an awards ceremony at its annual Breakaway conference, the IT industry's premiere partnering event for solutions providers and resellers. This year's Breakaway conference is scheduled for Aug. 2-5 in Las Vegas, Nev.

"One of our primary goals is to work with our members, manufacturers and solutions providers, to enhance the financial strength of the entire IT community," said John Venator, president and chief executive officer, CompTIA. "This program of continuing education, research and recognition will help our members to develop the best practices and optimum business models for financial success and growth."

**CompTIA is collaborating with Service Leadership Associates (SLA) a leading management consulting firm to the IT solutions industry, to deliver the program. SLA was recently founded by IT industry veterans Paul Dippell, previously chief executive officer of the consulting and advisory firm Dippell & Associates, Inc.; and James Dixon, formerly chief executive officer of Executive Consultants.**

**"Our mission to enable owners of IT solutions provider businesses to maximize the value of their equity through strategic and operational best practices," Dippell said. "These business owners know they need to transition to more profitable models. Together with CompTIA we are providing the practical, actionable executive education to help them get there. SLA is pleased to be selected by CompTIA to support their delivery of this critically important program."**

The executive education series is available immediately in both open enrollment and private formats tailored to individual companies.

Additional information on the best practices awards will be announced in the near future.

#### About CompTIA

CompTIA is a global trade association representing the business interests of the information technology industry. For more than 22 years CompTIA has provided research, networking and partnering opportunities to its 20,000 members in 102 countries. The association is involved in developing standards and best practices, and influencing the political, economic and educational arenas that impact IT worldwide. More information is at [www.comptia.org](http://www.comptia.org).

#### About Service Leadership Associates



Service Leadership Associates (SLA) provides strategic and operational services to owners of IT Solutions companies, as well as to their investors and channel partners. The principals of SLA are former executives of successful IT Solutions companies ranging from \$2.0BB to \$6MM. Clients leverage this practical expertise, along with SLA's unique research supported by its exclusive BestProspect™ database of over 8,000 IT Solutions companies, to enable them to drive top financial performance and maximize shareholder value. SLA services include: management consulting, benchmarking, M&A advisory, channel development and executive education. More information is at: [www.service-leadership.com](http://www.service-leadership.com).