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IT Solution Provider Organization “Beefs Up” Peer Group Benchmarking Services for Its Members HTG Taps Service Leadership to Deliver Quarterly Financial Benchmark Reports

DALLAS--(BUSINESS WIRE)-- Service Leadership, Inc. has been selected by Heartland Tech Groups (HTG) to deliver quarterly performance reporting to HTG members. With over 150 current members, HTG is the largest executive peer group organization for IT Solution Providers.

Service Leadership Index™ quarterly benchmark reports will enable HTG members to quickly compare their quarterly financial and operation performance versus 1) their own past results, 2) the results of their HTG group peers and 3) the results for Best-in-Class Solution Providers in their business model category. Service Leadership enables organizations like HTG to deliver insightful information to a large base of Solution Providers with diverse business models.

“We’ve grown rapidly because our members value their quarterly best practice meetings and the ongoing interaction with other IT Solution Provider executives,” said Arlin Sorensen, founder and visionary of Heartland Technology Groups. “We’ve used a spreadsheet-based financial tracking method to help our members get a handle on their financial performance. However, our members have clearly indicated that they want richer, more actionable reporting. The Service Leadership Index™ reports enable us to deliver ‘next generation’ benchmarking resources for our members. As part of their HTG best practice meetings, members will use the Service Leadership reports to determine how they are progressing quarter to quarter and what specific actions they can take to improve performance.”

“HTG’s new approach combines peer group interaction with best in class quarterly benchmarking resources,” noted [Service Leadership CEO Paul Dippell](#). “It is the most effective way to help Solution Provider executives strengthen their companies and the industry as a whole. It is an honor to work with HTG to help its members leverage their Service Leadership Index™ reports to reduce their business risk, grow faster and drive Best-in-Class results on behalf of their shareholders, their employees, and their partners.”

[Service Leadership](#) is a management advisory firm dedicated to providing total profit solutions for IT Solution Provider companies. The Company publishes and sells the only vendor-neutral industry business benchmarking reports available to Solution Providers: the [Solution Provider Profitability Report™](#), the [Solution Provider Compensation Report™](#) and the [SMB Managed Services Report™](#). The Company additionally provides Solution Provider mergers and acquisitions advisory services, management consulting and industry education services.

Heartland Tech Groups (HTG) is a solution provider peer group consisting of communities of twelve non-competing members in each group. There are currently fourteen groups and plans are to reach twenty groups in 2009. HTG groups meet quarterly and also host an annual summit where vendor sponsors of the HTG network interface with its members. Key sponsors include HP, Microsoft, Emerson Power, Connectwise, Zenith InfoTech, and Level Platforms. HTG is looking for quality solution providers who would like to get involved in the peer group program. More information or a membership application can be found at www.htgmembers.com