

News Release



Encore Consulting Services, Inc. Selected by IBM as Elite Provider

Encore Consulting Services, Inc. Selected by IBM as Elite Provider of Supply Chain Solutions to Small and Medium Businesses by International Business Machine Corporation

International Business Machine Corporation (IBM): www.ibm.com

Encore Consulting Services, Inc., has been tabbed as one of the elite providers of Supply Chain Management solutions to IBM Corporation's Small and Medium Business (SMB) marketing initiatives. With over 90,000 business-to-business relationships worldwide, IBM reaches much of their client base through the extended relationships of the Regional Systems Integrators (RSI), Independent Software Vendors (ISV), and consultants and integrators that make up this network. From this network, Encore was added to the SMB program as part of the top 0.5% of partners because of its knowledge of the supply chain industry, its balance of technical and functional skills, and its understanding of the particular requirements of the small and medium business community. "Our knowledge of the supply chain industry and history with SMBs enable us to provide a proven performance to our clients," notes Peter Mauro, President and CEO of Encore Consulting Services, Inc.

Encore projects that the SMB market will represent a large, diverse market with enormous opportunity in 2006 and beyond. Industry analysts continue to note that supply chain and technology spending in SMB is growing faster than in the enterprise segment and that SMB customers are increasingly willing to invest in new technologies, like systems management and portal software, as well as services, like remote support and hosted software. "IBM's products and services enhance our ability to deliver industry-leading supply chain management solutions to the SMB market," adds Mauro.

About Encore Consulting Services: www.encoreconsulting.com Encore Consulting Services, Inc. is based in Chicago, Illinois, and is a privately-held, full-service Supply Chain Management and IT consulting company that provides subject matter experts to our clients in support of their logistics and supply chain initiatives. Encore and its SCM staff have delivered a proven performance in network optimization, procurement, order fulfillment, demand planning, transportation, warehousing, inventory management, RFID, Supply Chain Event Management, and integration activities using SAP, Manugistics, Red Prairie, i2 Technologies, Manhattan Associates, Optum, and other industry-leading applications and business process re-engineering tools. For more information, please contact Tom Wojcik, Encore's Practice Leader, Supply Chain Management, at twojick@encore-c.com.