



partnership

## JESKELL & IBM® A WINNING COMBINATION

### IBM NAMES JESKELL pSERIES® ON DEMAND SOLUTION THE WORLD'S BEST

At the 2005 IBM PartnerWorld® meeting, IBM named Jeskell the worldwide winner in the *Best IBM pSeries on-demand Solution* category of the Beacon Awards, IBM's most prestigious Business Partner recognition program. Over 600 nominations for the 31 award categories come from more than 44 countries.

"Beacon Awards recognize Business Partners who are combining technology expertise with business insight to help their clients solve important business issues that help them become more competitive," said Donn Atkins, general manager, IBM Global Business Partners. "Beacon winners demonstrate great passion, determination, and a keen understanding of their clients' needs."

### WINNING SOLUTION: ON DEMAND UPGRADE SUPPORTS RAPID GROWTH

Jeskell's winning entry was a complete on demand solution for one of the world's leading online entertainment services. The client wanted an IT system upgrade to support the goal of doubling the customer base within one year. To meet this need, Jeskell replaced a major competitor's hardware with IBM eServer™ pSeries servers, and IBM TotalStorage® systems. According to the client, the Jeskell solution delivered unparalleled availability and performance. It minimized disruption to customers and prepared the client to handle rapid year-over-year growth.

### JESKELL: CONTINUOUS AWARD WINNING PERFORMANCE

The Beacon Award is just the most recent honor Jeskell has received. Others include:

- 94% Customer Satisfaction (*independent surveys*)
- IBM Business Partner Leadership Award, 2005
- VARBusiness 500 Ascension Award, 2005 (*greatest jump in ranking on list of 500 largest integrators in North America*).
- VARBusiness Fast 50, 2005 (*one of the fifty fastest growing integrators in North America*).
- GSA Industry Partner Excellence Award, 2003

Established in 1991, Jeskell has experienced consistent, profitable growth by helping commercial enterprises, government agencies, and educational institutions nationwide successfully deploy the right IBM solution for their specific business needs. At Jeskell, we measure our success by yours. Contact us today, at 1-877-537-5355 (toll free) or [www.jeskell.com](http://www.jeskell.com).

IBM Business Partner  
**Innovation Center**

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