

News Release

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For Immediate Release



PCCi Honored as Finalist for Business of the Year *Leading IT Firm Is Chosen for Second Year in a Row*

MECHANICSBURG (October 1, 2008) – For the second consecutive year, Pierson Computing Connection Inc. (PCCi) has been named a finalist in *Central Penn Business Journal's* Business of the Year contest. PCCi's 40-member strong team will be honored for differentiating themselves as an industry leader; meeting the challenge of diversifying their client base in response to evolving capabilities; continually growing revenues; developing employees personally and professionally; and engaging in community service and outreach. In 2007 the company was honored under its former name of Pierson Consulting Company Inc.

"PCCi is delighted to be a finalist for *Central Penn Business Journal's* Business of the Year Award for the second year in a row," said Debra A. Pierson, company founder, president, and CEO. "I am privileged to announce that our intensive marketing efforts, our move to diversify our business to include commercial, federal, and additional state contracts, and our outstanding technical team have garnered an impressive increase in IT market standings and contributed to our selection as one of six worthy finalists."

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The company has built an impressive IT enterprise on the Golden Rule—their two biggest areas of differentiation from others in the information technology industry are how they treat and respect their employees, and how they serve their customers. President Deb Pierson applies this gold standard to every aspect of her business operations, pledging to treat every employee the way she wants to be treated. “I use the term *Owner’s Benefits* to describe the flexibility I afford my employees,” said Pierson. “On a daily basis I can adjust my schedule to meet the needs of my family, and I offer my employees the same opportunities. Because of the trust and freedom I provide them, they are extraordinarily dedicated and willing to work above and beyond our expectations when the projects demand it. It is a win-win for all of us.”

PCCi’s success is evidenced not only in revenues, but in the expansion of prime contracting relationships to include IBM Corporation, ePlus Technologies, CDW-G, the Unemployment Compensation Modernization System, and the recently completed Classrooms for the Future initiative, placing 24,000 laptops and over 1,000 electronic whiteboards in 80 Pennsylvania high schools. “We have established trustworthy, direct relationships in providing services to the Commonwealth and continue to build on our reputation as the premier service provider for computer installations in the mid-state and throughout the mid-Atlantic,” said Pierson. To that end, PCCi has earned its certified Women’s Business Enterprise (WBE) in Maryland, Delaware, and North Carolina and is actively pursuing contracts throughout the Northeast.

The winners, chosen by an independent panel of judges, will be announced at a gala, black tie-event recognizing the elite group of companies and business leaders for their accomplishments and contributions to the business community in central Pennsylvania on Monday, November 3, 2008, 6:00 p.m. to 10:00 p.m. at the Hilton Harrisburg. Over 350

attendees are expected. All finalists and winners will be featured in a special supplement to the *Central Penn Business Journal*.

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“Our best hope for our future is continued investments in developing our team, taking care of our employees, providing them with family sustaining wages, and focusing on innovative, efficient, and leading-edge IT installation practices,” said Pierson. “With our business intelligence and cohesive team, we can continue to compete with any winning workplace.”

Pierson Computing Connection Inc., (PCCi), is located at 6 North Frederick Street, in downtown Mechanicsburg, Pennsylvania. Their spacious 2,000-square foot corporate headquarters is positioned in the Harrisburg Regional Technology Corridor Enterprise Zone.

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