

News Release

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For Immediate Release



PCCi Wins Business of the Year Award

Leading IT Firm Honored by Harrisburg Regional Chamber of Commerce

MECHANICSBURG, PA (December 3, 2008)—Pierson Computing Connection Inc. (PCCi) was named Harrisburg Regional Chamber and CREDC Business of the Year yesterday at the chamber's annual awards breakfast, held at the Radisson Penn Harris Hotel & Convention Center in Camp Hill. PCCi's 40-member strong team was honored for its staying power, workplace innovation, commitment to community, and strategic acumen.

"PCCi is honored to be selected as Harrisburg Regional Chamber and CREDC Business of the Year," said Debra A. Pierson, company founder, president, and CEO. "It is especially meaningful to capture this award in 2008—the year of our 15th anniversary in business and a time when we are reflecting on our business journey and the challenges we have surmounted.

"Our intensive marketing efforts, our move to diversify our business to include commercial, federal, and additional state contracts, and my outstanding technical team have garnered an impressive increase in IT market standings and contributed to our winning this prestigious distinction," Pierson said.

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Jewel Cooper, chair of the Harrisburg Regional Chamber and CREDC Awards Committee and senior executive of Graystone Bank commented on the company's dramatic growth. "PCCi has grown exponentially in the past three years. A few years ago, company President and CEO Deb Pierson was basically a one-person enterprise. Today, PCCi boasts a carefully crafted, defined strategic plan, a well-organized group of professional employees, and a talented executive team," Cooper said. "Our 11-person committee was extremely impressed with PCCi's nimbleness in diversifying their client base, as well as their cohesive team spirit during the on-site visit—their entire management team attended the meeting and addressed the awards committee."

PCCi has built an impressive IT enterprise on the Golden Rule—paying strict attention to 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 deeply committed and willing to work above and beyond our expectations when the projects demand it. It is a win-win for all of us."

The firm'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 Classrooms for the Future initiative, placing more than 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, Virginia, and North Carolina and is actively pursuing contracts throughout the Northeast. PCCi has also been named a statewide deployment partner for the state of Connecticut.

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Since 1991, the Harrisburg Regional Chamber of Commerce and CREDC has been celebrating outstanding businesses by presenting the Business of the Year Award, critiquing applicants on their staying power, workplace innovation, commitment to community, and achievement of goals.

"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 unified 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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