



**For Immediate Release**

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**Paragon Solutions Group Wins IBM Beacon Award for Outstanding IBM Power Systems Solution**

*Competitive Migrations to IBM System p Fuel Rapid Revenue Growth*

DENVER, Colo. – April 4, 2008 – Paragon Solutions Group, Inc. has been named winner of the award for “Outstanding IBM Power Systems Solution” in the annual IBM Beacon Awards competition, honoring IBM Business Partners for their ingenuity, innovation, customer satisfaction and outstanding achievements in providing business solutions.

Since its founding in 2003, Paragon Solutions Group has grown to over \$77M in revenues, with 70% of its revenues now driven by competitive replacements of Sun and HP servers with IBM Power Systems. Paragon offers businesses the opportunity to lower their server infrastructure Total Cost of Ownership (TCO) via server consolidation and/or virtualization. To help executives quantify the potential benefits of consolidation and virtualization, Paragon offers a rapid assessment of their heterogeneous server environments to identify the “hot spots” in their production infrastructure that will provide the biggest return. This repeatable methodology shows customers how to reduce the cost of server acquisition and maintenance, software licensing and support, power/cooling/floor space, and systems management.

A major driver of Paragon’s growth has been its repeatable assessment process, which has led to sales of IBM Power Systems running AIX, Linux or i5 plus consulting services in 90% of the engagements.

Judges remarked that, “Paragon Solutions Group seems to be doing everything right. The numerous customer references they provided attest to the success of their virtualization assessment and the results of migrating to IBM Power Servers. They have a very defined and repeatable process that is an ideal model for IBM resellers.”

"As an IBM Beacon Award winner, Paragon Solutions Group has been recognized for its impressive performance in helping customers maximize return on their IT investments, improve responsiveness of their systems and people, and drive innovation with technology," said Ravi Marwaha, general manager, IBM Global Business Partners. "Paragon Solutions Group exemplifies a smart, disciplined approach to achieving growth by identifying customer pain points and proposing solutions with quantifiable return on investment."

### **About IBM Beacon Awards**

More than 725 nominations were judged by a team of leading industry journalists, analysts, and IBM executives, who selected winner and finalists in 37 award categories. These IBM Business Partners will be honored during a gala event at the IBM Business Partner Leadership Conference in Los Angeles on April 30 - May 2, 2008. For more information about the IBM Beacon Awards, please visit [http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/2008\\_awards.html](http://www-1.ibm.com/partnerworld/pwhome.nsf/weblook/2008_awards.html).

### **About Paragon Solutions Group**

Paragon has been designing and implementing innovative IT infrastructure services and solutions to our clients through the excellence of our team of consultants. At Paragon, our clients benefit from our concentrated focus on their unique needs and challenges. Our IT infrastructure expertise, service delivery methodology and technical depth, provides our clients with solutions that increase their profitability, productivity and efficiency. The Paragon team is committed to cultivating long-term relationships with our clients and ensuring that their business challenges are met with integrity and execution excellence. IBM and its related products are trademarks or registered trademarks of International Business Corporation in the United States, other countries or both.

To learn more about Paragon or this award, please contact Brooke Daughenbaugh at (303) 841-4418.

For more information about Paragon Solutions Group, Inc. visit their website at [www.paragonsg.com](http://www.paragonsg.com).