



PRESS RELEASE

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Contact: Len Barker, President Barker Consulting
(888) 640-8314 - lbarker@barkerconsulting.com

IBM DESIGNATES VIRGINIA'S BARKER CONSULTING AS SOFTWARE EDUCATION CENTER

*Barker Joins a Select Community Authorized to Help Customers Effectively
Leverage IBM Software for Their Business Needs*

Richmond, VA . . . Barker Consulting has been designated as an Education Center for IBM Software, joining a select community authorized to deliver end user and technical training for IBM's Lotus* and WebSphere* software portfolio. Barker Consulting will use courseware developed by IBM and designed to provide skills that help customers more effectively leverage the functionality of IBM Software for their business needs.

"IBM is engaging with companies like Barker Consulting who possess proven excellence in training and/or services delivery capability as well as expertise with specific IBM software products," according to Patty Linnon, Director of Enablement, IBM Software Group. "This is a terrific opportunity for Barker Consulting to leverage their existing skills and incorporate authorized IBM training into their customer value proposition."

Barker Consulting has been meeting the needs of its IBM Lotus Domino/Notes customers throughout Virginia for the past several years, through training and consulting. With this exciting new designation from IBM, Barker Consulting is now **one of the only companies in Virginia that offers both consulting services for the IBM WebSphere product and can provide IBM authorized training for it.**

Len Barker, President of Barker Consulting, stated, “Our customers want a service provider that can provide full service support for their IBM software needs. With our designation as an Education Center for IBM Software we can ensure that our clients get the training they need to make their software implementations a success.”

Barker Consulting helps businesses thrive through the intelligent use of information technology. As an IBM Business Partner, they are dedicated to providing solutions built on IBM software technology that improve the corporate bottom line by improving productivity.

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(* IBM registered trademark)

About Education Centers for IBM Software:

Modeled after the proven Lotus Authorized Education Centers (LAEC) initiative, the Education Centers for IBM Software (ECIS) initiative creates an IBM software training channel and provides additional revenue opportunities for existing LAECs, Tivoli Authorized Training Partners, IBM Business Partners, training companies and services companies who deliver training. The Education Centers for IBM Software initiative creates a global education delivery model focused on increasing skills related to IBM software products, solutions, and technologies; and provides IBM customers in all markets with increased access to training.

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