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Essex Technology Group, Inc. Opens IBM Business Partner Innovation Center
*Showcase for Complete Solutions Consisting of Hardware, Software and Services Supports Clients
in Their Effort to Become On Demand Businesses*

ROCHELLE PARK NJ, October 17, 2005 – Essex Technology Group, Inc., an IBM Premier Business Partner, today announced the opening of an IBM Business Partner Innovation Center to support clients in their effort to become on demand businesses. Essex Tech helps solve business problems through technical solutions. Our highly experienced account teams have the unique ability to understand business issues at all levels of an organization. Whether it's large customers looking for strategic guidance or smaller clients looking for more tactical assistance, we can identify key business drivers and pain points, present all available options and implement the most appropriate technology solution efficiently and effectively. An additional benefit of doing business with Essex Tech is the use of its IBM Business Partner Innovation Center.

Essex Tech's new IBM Business Partner Innovation Center addresses the needs of clients who require complete solutions consisting of the appropriate hardware, software, and services designed for their particular environment. The pre- and post-sales support offered at the center includes product demonstrations, solution design consultation, proof-of-concept support, stress testing, benchmarking, product installation and implementation assistance, training, and customized workshops. Essex Tech's clients will have the opportunity to 'test drive' IBM eServer pSeries, xSeries, and iSeries, as well as various storage and high availability technology to help them make better decisions for their business solutions.

"The Essex Tech BPIC is an impressive showcase and training center." said Michele Stern, Vice President, Business Partner Channel Sales, East Region. "We see the center as a great opportunity for clients to utilize Essex Tech's knowledge and experience and learn about new IBM solutions. Here, clients can test IBM products for their specific needs and understand the full impact of the Essex Tech / IBM solution, as well its advantages over competitive offerings in the market." To demonstrate this fact, Essex Tech held an inaugural open house of its Innovation Center for IBM executives on September 8, 2005. The enthusiastic response testified to a successful kickoff and signifies continued support from IBM for additional BPIC initiatives.

"We are pleased to make the investment in the Business Partner Innovation Center because it helps us and our customers to better utilize the technology and tools available from IBM. Our customers appreciate an opportunity to better understand and observe potential solutions to their business needs in a painless manner. The Center helps us cement our partnership with our customers and IBM," said Dennis Burke, Essex Tech CEO.

Essex Tech will be conducting a series of open houses focused on its customer set and their specific requirements during the fourth quarter.

About Essex Technology Group, Inc.

Essex Technology Group, Inc. is an IBM Solution Provider that helps improve the quality, reliability, efficiency and cost-effectiveness of information systems. Focused on helping business leaders and technology decision makers in the northeast region of the U.S. achieve total confidence in their information systems, Essex Tech provides the full spectrum of reliable IBM hardware and software solutions. By maintaining an extensive team of certified technical experts and industry-veteran sales professionals, Essex Tech is committed to being the most experienced and responsive solution provider in the region.

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