



LAN INFOTECH JOINS DELL'S PARTNERDIRECT PROGRAM
AND
BECOMES OFFICIAL CERTIFIED DELL PARTNER

Fort Lauderdale, FL, February 23rd 2010– LAN Infotech, South Florida leading IT Consultancy, today announced it has joined [Dell's PartnerDirect](#) program as a Certified Dell Partner. Built on three main tenets of simplifying IT, less complexity, and the advantages offered by the Dell business model, PartnerDirect will create a lasting and mutually beneficial relationship between Dell and LAN Infotech.

As a Certified Dell Partner specializing in Enterprise Architecture, LAN Infotech gains additional expertise in key enterprise products and solutions, including servers, storage, virtualization, computing flexibility and energy efficiency.

In addition to the basic benefits available to Dell Registered Partners, Dell Certified Partners can take advantage of access to demonstration units, field-based account management, and a range of financing options, deal registration and support.

PartnerDirect, administered by the Dell Americas Channel Group led by Greg Davis, is designed to provide companies like LAN Infotech with the opportunity to utilize Dell's enterprise expertise while also helping Dell to evolve its culture.

Michael Goldstein, CEO of LAN Infotech is delighted to have joined the Dell Partner Program. "As we learn more and more about PartnerDirect, we are more impressed with the support, infrastructure and delivery that Dell provides to its partners. We look forward to growing our business through Dell".

Through PartnerDirect, Dell is formalizing existing initiatives to help partners like LAN Infotech increase profitability and deliver greater value and choice to their customers. In December 2007, Dell launched a [dedicated partner online community](#) to broaden conversations about how Dell can best meet the needs of its partners and work with them to simplify information technology for their customers.

Based on feedback from thousands of solution providers, features developed as part of the PartnerDirect program include:

- Access to a dedicated partner Web site at www.dell.com/partner;
- Partner logos and guidelines for certain marketing activities;
- 100-percent dedicated sales and customer care;
- Certification paths and training;
- Range of financing options; and,
- Deal registration serviced by Salesforce.com's partner relationship management tool.

Organizations interested in Dell's PartnerDirect program can learn more by visiting www.dell.com/partner.

About LAN Infotech, Inc.

LAN Infotech is a service provider and IT solutions consultant focusing on delivering affordable business and technology solutions for its clients. We achieve this by our 20+ partner solutions and assess the client's needs and tailor a program accordingly. Our mission is to ensure exceptional return on investment and our mature and experienced team of engineers deploy solutions that range from simple Internet connectivity to business continuity, online managed back up, email archiving, complex support systems, managed services and network level security. March 2010, LAN Infotech was one of the winners in Business Leader Media's Top 50 Entrepreneur Awards.

About Dell

Dell Inc. (NASDAQ: DELL) listens to customers and delivers innovative technology and services they trust and value. Uniquely enabled by its direct business model, Dell is a leading global systems and services company and No. 34 on the Fortune 500. For more information, visit www.dell.com, or to communicate directly with Dell via a variety of online channels, go to www.dell.com/conversations. To get Dell news direct, visit www.dell.com/RSS.

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