



For Immediate Release

LAN Associates Chooses To Grow Expertise, Not Geography

- **Expands Technology Briefings program for clients**
- **Increases focus on virtualization technologies**
- **Sells Florida operations to long-time partner**

New York, NY – May 12, 2009 – LAN Associates, a premier provider of highly reliable networked computing solutions to professional and corporate clients in the Northeast and Mid-Atlantic States, has today announced its intention to continue its successful strategy of growth in technology offerings and expertise by expanding its marketing and client-educational programs, and has elected to focus its geographic presence in the New York, Washington DC, and Mid-Atlantic markets by selling its Florida operation to long-time partner Michael Goldstein.

“For 23 years our clients have depended upon us for the advice, the guidance, and the expertise they need to build the kind of networking infrastructure that can support their continued growth and success,” explained LAN Associates President & CEO Richard A. Schulman. “We need to continue to do what we’ve always done, innovate and prudently expand upon the technologies and the excellent support we bring to our clients. This requires focus, and we determined that we serve our clients best by focusing on bringing more and better technologies and support to a more focused market area.” In appreciation of his long-time partner, Schulman added, “I do believe that Michael feels the same way about the South Florida market, has built an excellent team to serve it, and will focus there in a similar fashion.”

This announcement follows recent events including the highly-praised Virtualization All-Star Event held in April in NYC in which LAN Associates brought industry-leaders such as Microsoft, Citrix, VMWare, and Dell together to compare and contrast their competitive solutions. More than 65 attendees enjoyed the benefit of learning first-hand how each solution distinguishes itself. Schulman points out that “this is the kind of value we have always brought to our clients, many of whom have been with us for more than a decade. But the IT industry has always been about innovation and to keep our clients ahead of their competition we need to continue to keep ahead of the curve and deliver the latest and greatest technologies.”

LAN Associates has already planned similar events in the North Carolina and Washington DC areas in June.

Schulman concluded, “Our business has always been about relationships, about being consistently reliable and relentless in our work to provide a level of service that our clients cannot find elsewhere. As our firm continues to grow and expand it became obvious that we had to choose between increasing our service levels and technology expertise or increased geography. We made the obvious choice.”

About LAN Associates

Headquartered in New York, LAN Associates is a leading network systems integration firm designing, delivering, and supporting highly reliable networked computing solutions to clients in New York, North Carolina, and Washington DC. LAN Associates has been implementing mixed-platform networking systems, focusing exclusively on helping professional corporations to improve productivity, manage sensitive information, and reduce operating costs through technology since 1986. Additional information is available at www.lanassociates.com.

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