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## **DECISIONONE EXEC TO BE AMONG PRESENTERS AT SOFTWARE BUSINESS 2007**

**DEVON, PA (September 21, 2007)** - DecisionOne Corporation today announced that John Walles, Vice President, Business Development, will be speaking at the sixth annual Software Business 2007 Conference on October 2, 2007 in Santa Clara, California at the Santa Clara Hyatt Regency adjacent to the Santa Clara Convention Center. Walles' presentation, which is featured as a part of the Executive Strategy track, is entitled "Creating the Horizontal Vertical - How to Build Your Business Around Your Customers." The session will examine a new way for software companies to approach their customer base - going a step beyond the trend of combining services with software to approaching a vertical and owning the whole ecosystem - providing all the software, services, and hardware necessary to run its businesses and service its customers along the horizontal continuum of the customer's product or service lifecycle.

"As companies reduce their number of technology vendors, organizations that can deliver a comprehensive technology solution will take on the 'key vendor' roles," said Walles. "Cost effectiveness on the hardware portion of your customer's IT budget allows additional spend on the software side of the total technology spend. DecisionOne's technology support services can complement your service portfolio and delivery model enabling you to provide a customized technology solution that meets your customers exact specifications and maximizes your efficiency."

Other featured speakers for Software Business 2007 are executives from both the leading, established companies and fast-growth private software companies, as well as top consultants, who will offer the blueprint for maximizing shareholder value, building brand recognition, and increasing market share. The sessions offer best practices on successful business models, proprietary data and examples of concepts that can be used by management teams.

"Executives and managers who attend will have the market information, key business partners, and industry know-how that they can use to make the right choices when they attend Software Business 2007 Conference," said John Cargile, managing director of Software Business.

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View the full conference program at: [www.softwarebusinessonline.com/sb\\_conf07\\_conpro.htm](http://www.softwarebusinessonline.com/sb_conf07_conpro.htm).

### **About DecisionOne**

Headquartered in the Philadelphia suburb of Devon, Pennsylvania, DecisionOne is a premiere partner to Original Equipment Manufacturers (OEMs), outsourcers, and resellers - delivering technology support services throughout North America. The company's footprint of service locations throughout the U.S. and Canada and centralized support capabilities enable DecisionOne to provide local, reliable, cost-effective IT deployment, maintenance, and support. More information about DecisionOne can be found on the web at <http://www.decisionone.com>.

### **About Software Business**

Based in Greenwood Village, Colorado, Software Business is focused exclusively on the software industry and provides industry leaders with twice monthly eNewsletters, an information packed website and two well attended conferences -- Software Business 2007 and SLAM: Sales, Licensing, Alliances & Marketing for Software Companies. For more information please visit [www.SoftwareBusinessOnline.com](http://www.SoftwareBusinessOnline.com).

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