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## HanoverSoft Partners with Whitlock

**Chapel Hill, NC (March 17, 2009)** - Today, HanoverSoft announced a partnership with IT Service Management firm Whitlock. Whitlock, based in Durham, NC, will be teaming with HanoverSoft for its Monitoring Technology Assessment (MTA) service. Together, Whitlock and HanoverSoft will perform the on-site data gathering and analysis generating the insights and information required to research and prepare the final report. Working together, the two companies are able to deliver a comprehensive assessment for the client's benefit.

HanoverSoft chose to partner because of Whitlock's experience and reputation of providing excellence in their consulting engagements. "Whitlock provides a unique skill in bringing together ITIL process expertise and technology deployment for ITSM initiatives," commented Anthony Edwards, Principal at HanoverSoft.

"We have been looking for ways to streamline these types of engagements and HanoverSoft provides a niche service that fits quite well with our delivery methodology," said Jeff Jamieson, VP of Sales & Marketing at Whitlock. Together, they will be able to service more organizations, providing those organizations direct cost savings through redundant technology discovery as well as helping organizations significantly improve their monitoring technologies based on the assessment's findings.

### Whitlock

Whitlock, a leading IT Service Management (ITSM) firm, works with clients in both enterprise and mid-market arenas to deliver solutions that address a broad range of IT challenges requiring leadership and innovation. Whitlock offers years of expertise, partnerships, and contemporary technology offerings that deploy quickly, are easy to use and support, and offered at a reasonable cost of ownership to their clients. Whitlock delivers service management solutions that are fast, easy, and efficient – everything IT *should* be.

### HanoverSoft

HanoverSoft provides assessment, planning, and deployment services around monitoring technologies by seasoned experts. The assessment service provides clients with a comprehensive review of their monitoring technologies, resulting in cost cutting of surplus technology, better visibility into current tool status, recommendations for indirect cost savings, and more. The planning service provides clients with a roadmap for improving their monitoring technologies. And the deployment service provides the necessary systems integration to achieve those improvements.