

News Release

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Market Research Executive and Former McKinsey Consultant Joins IntelliClear

Dr. Alex Kalamarides brings seasoned industry experience and strong analytics to IntelliClear's Executive Team

HOUSTON, Texas, September 27, 2004 – IntelliClear today announced the appointment of Alex Kalamarides, Ph.D., to Managing Director and General Partner of IntelliClear Incorporated, a market research and business consulting firm focused on the global IT market. In his new capacity, Dr. Kalamarides will be responsible for IntelliClear operations relating to strategic client engagements, data synthesis, and primary research.

"The addition of Alex to the executive team demonstrates IntelliClear's commitment of combining seasoned IT industry experience with solid market research expertise," says Eric Shuster, President and CEO of Houston-based IntelliClear. "I've worked with Dr. Kalamarides for a number of years, know the powerful go-to-market contributions he is capable of making, and am excited about the value he'll deliver to our clients at IntelliClear."

Before joining IntelliClear, Dr. Kalamarides held the position of Executive Vice President and Managing Director at AMI-Partners, a New York based research and consulting firm specializing in the global SMB market. Prior to his tenure at AMI, Dr. Kalamarides was the Director of Worldwide Business Strategy for Compaq Computer Corporation where he drove the development of go-to-market strategies involving direct and indirect channels, sales operations, product development, and business management. Prior to his work at Compaq, Dr. Kalamarides worked for McKinsey and Company, where he was an engagement manager for the distinguished global management consulting firm.

"Alex is a disciplined thinker, with the ability to conceptualize, segment, and model the IT market in ways that grasp the key go-to-market issues and opportunities," says Marty Scirratt, Managing Director, Sales Development for Administaff. "Dr. Kalamarides is a true thought leader," said Mary Doizé, vice president and general manager of the Abra HRMS solutions at Best Software. "His extensive research and strategy development experience will be a great asset to IntelliClear and its clients."

Prior to McKinsey, Dr. Kalamarides was a research scientist with IBM's Thomas J. Watson Research Center. Dr. Kalamarides holds a B.S. in Physics from the National University in Athens Greece, an M.A. and Ph.D. in Physics from Rice University, and is fluent in most major European languages. He has worked extensively with such industry leaders as Cisco, HP, IBM, Siemens, Dell, Microsoft, Intel, Best Software, Intuit, Administaff, EMC, and Sony.

About IntelliClear

IntelliClear is a market research and business consulting firm committed to the delivery of actionable market intelligence to the global IT community. IntelliClear's mission is to bring clarity to IT market intelligence by delivering results-oriented research, responsive industry experience, and effective data synthesis - leading to confident go-to-market plans. IntelliClear leverages the experiences of seasoned IT and market research professionals, while utilizing its global network of industry consultants and research partners to execute projects across a broad spectrum of disciplines and geographies.