



FOR IMMEDIATE RELEASE

CompTIA and MSP Partners Join Forces to Extend Managed Services Leadership

Leading IT association acquires premier research and education provider

Oakbrook Terrace, Ill., and Ottawa, Ontario, Sept. 30, 2009 – [CompTIA](#), the leading trade association for the global information technology (IT) industry, and [MSP Partners](#) announced today that they will join forces, bringing together two leaders in education, events and research for the burgeoning global market for managed IT services.

CompTIA said it has entered into an agreement to assume the operations of MSP Partners, subject to closing conditions.

“CompTIA’s mission is to further the interests and growth of the IT industry,” said Todd Thibodeaux, president and chief executive officer, CompTIA. “We’re fulfilling this mission by creating a series of robust vendor-neutral communities for the IT channel. The addition of MSP Partners to our managed services community positions us as the leading voice for managed services.”

Since its launch in 2007, MSP Partners has experienced explosive growth – attracting 5,000 members and more than 40 sponsors; and has earned status as one of the best known and most respected providers of managed services education programs for the IT channel.

“MSP Partners will continue to offer the educational programs and events that our members, sponsors and partners have helped us develop over the past three years,” said Jim Hamilton, executive director, MSP Partners. “With the additional reach and resources of CompTIA, we’ll be able to develop the preeminent community for the managed services market, featuring valuable business solutions, research, networking and discussion forums, and continuing education.”

Hamilton will join CompTIA and be responsible for leadership of its managed services community, including the MSP Partners program.

“Since MSP Partners launch at XChange Solution Provider in March 2007, this vendor alliance has successfully leveraged the resources of the [Institute for Partner Education and Development](#) (IPED) and Everything Channel to promote the industry wide adoption of managed services,” said Roberta Faletta, chief executive officer, [Everything Channel](#). “We are proud to have played a role in the success of this industry program and look forward to a continuing partnership as MSP Partners expands with CompTIA.”

“MSP Partners was founded on the realization by leaders in the vendor community that the success of their channel partners was increasingly dependent on their successful adoption of managed services,” said Dan Wensley, vice president, Level Platforms and one of the founders of MSP Partners.

“MSP Partners successfully mobilized resources from across the entire spectrum of the IT community to provide independent research and education to help IT solution providers succeed in this dynamic market,” Wensley continued. “With CompTIA’s resources and reach, MSP Partners is positioned to dramatically accelerate the achievement of its core mission as the managed services market enters its next phase of global mass adoption.”

A new CompTIA survey of end-user customers found that about half use a managed services provider for at least some of their IT-related activities. Among all end-users surveyed, nearly 30 percent expect their use of an MSP to increase in the next one to two years. Among MSPs surveyed, 90 percent of firms forecast an increase in their company’s managed services revenues over the next year. (Source: *Trends in Managed Services*, CompTIA, September 2009)

“Clearly more and more businesses see the value of engaging the expertise of a managed services provider,” said Bob Godgart, Autotask Corporation CEO and member of the CompTIA Board of Directors. “With the combined resources of CompTIA and MSP Partners, our industry now has a top-notch education source to support managed services growth and continue to develop a profitable business for providers.”

The acquisition of MSP Partners is CompTIA latest step to expand its engagement with other organizations serving the IT channel. Over the past year CompTIA has welcomed new vendor, distributor and reseller members; collaborated with other trade associations at the international, national and regional levels; and partnered with media organizations, all with the intent of promoting the long-term growth and financial success of the IT channel.

About CompTIA

CompTIA is the voice of the world's information technology (IT) industry. Its members are the companies at the forefront of innovation; and the professionals responsible for maximizing the benefits organizations receive from their investments in technology. CompTIA is dedicated to advancing industry growth through its educational programs, market research, networking events, professional certifications, and public policy advocacy. For more information, please visit www.comptia.org.

About MSP Partners

MSP Partners provides research and education to help solution providers stay ahead of the curve in the rapidly changing market for Managed Services. In its first three years, MSP Partners has attracted more than 5,000 members and 40 sponsors, who benefit from exclusive research and educational content, all demonstrating the path to success in managed services.

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