

**TERiX NAMES SALES CONSULTANT AND  
INDUSTRY EXPERT AS NEW DIRECT SALES MANAGER**

Rief Selected To Drive Global Direct Sales Team

SUNNYVALE, CA (November 25, 2009) – Former consultant and sales training expert Kenneth Rief has joined TERiX as Sales Manager in TERiX Direct Business Unit.

“Ken is a proven leader with a track record of success directing sales efforts,” said Jim Olding, TERiX Managing Partner, and EVP. “He understands the needs of Fortune 500-size clients and the processes necessary to deliver better service and better value.”

Rief has spent 28 years in the information technology industry. He held key sales positions at Digital Equipment Corporation, Compaq Computer Corporation and Hewlett Packard (NYSE: HPQ). His sales expertise covers hardware and software sales, services and professional consulting disciplines.

Throughout Mr. Rief sales career, he has been instrumental in managing key accounts, cultivating C-Level relationships, expanding territories, and mentoring high-performance sales teams. As a Miller Heiman Sales Consultant, Ken was certified to deliver Miller Heiman’s *Strategic Selling*® and *Conceptual Selling*® programs. He worked with clients to develop and implement strategies for business development, marketing, and sales improvements.

“Ken will implement plans that grow our direct customer base and continue business process improvement in our sales force”, said Larry Quinn, TERiX Director, Sales-Marketing-Contracts. “His experience will add key values for our customers and prospects worldwide”.

Rief received his bachelor’s degree from San Jose State University in public relations and resides in Livermore, CA. He will be stationed in TERiX Sunnyvale, CA. offices.

**About TERiX**

TERiX is the leading independent provider of flexible server, storage, network and operating system maintenance service offerings in the US and 48 countries. TERiX offers flexible plans that include 24/7 coverage with onsite engineering as well as customized plans to meet client needs. TERiX focus is on the data center client with complete solutions for Sun™ and StorageTek™ (NASDAQ: JAVA), IBM™ (NYSE: IBM), HP™ (NYSE: HPQ), Fujitsu™, Dell™, Supermicro™, EMC™ (NYSE: EMC), ADIC™, NetApp™ (NASDAQ: NTAP), Quantum™ (NYSE: QTM) and Cisco™ (NASDAQ: CSCO). TERiX provides service to organizations in the public sector, manufacturing, high-tech, aerospace, telecom, banking/finance and chemical/pharmaceutical sectors, with many of each industry’s largest and most respected brands as current clients. TERiX is privately-held and headquartered in Sunnyvale, CA. For more information, visit us on the web at: [www.TERiX.com](http://www.TERiX.com)

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