



Success Story – Southern California Edison Announces Mentoring Partnership with IBM and Apex Computer Systems

Rosemead, Ca. (October 24, 1994) – Southern California Edison announces the first mentoring agreement reached between IBM (International Business Machines Corporation) and Apex Computer Systems, Inc. to provide Edison with mainframe peripheral and mid-range computer maintenance.

Prior to this agreement, IBM held the sole contract for Edison's mainframe and mid-range computer maintenance. Upon review of the contract this year, Southern California Edison Procurement agents initiated discussion with IBM representatives, encouraging collaboration on the contract with a minority-owned business.

Consistent with Southern California Edison's aggressive commitment to strengthen and increase the number of participants in its supplier diversity program, Edison and IBM agreed to pursue a subcontract relationship with Apex Computer Systems, Inc.

"Apex Computer Systems provides quality services to Southern California Edison and we're proud to be instrumental in helping to develop this collaboration with IBM." said Bill Nesbit, who manages Edison's Supplier Diversity Program. "We are especially pleased of achieving this partnership because it fulfills our continuing commitment to create opportunities for minority and women-owned businesses in the Southland."

The IBM/Apex Computer Systems, Inc. mentoring agreement is part of IBM's RLA Mentor program, established to enhance growth opportunities for minority and women-owned businesses.

Apex Computer Systems, Inc., founded in 1983 by President C. Philip Chen, is a Cerritos-based company providing lifecycle maintenance and support for servers, desktops and peripherals.

Chen began his career in aerospace engineering with McDonnell Douglas before embarking on his goal of building his own business. Apex's clients include major Global IT partners such as IBM and Fortune 500 clients.

Despite the recession and a small field of players, Apex Computer Systems has continued to maintain and grown its business becoming a National IT services provider. Chen attributes this partly to persistence and adhering to core values. Said Chen, "In the end, I believe that hard work and a business built on integrity will prevail."

Chen is past president and board member of the Asian Business Association and Chinese Computer association.

About Apex Computer Systems Inc.

Founded in 1983 by C. Philip Chen, Apex Computer Systems provides IT Lifecycle, support services, application development, managed services for Corporate, Mid-Market and Small business clients. The company maintains a national workforce of several hundred employees with the capabilities to plan, design, implement and support all categories of its consulting, infrastructure and lifecycle solutions offerings. Apex helps its client's leverage IT increase productivity, reduce costs and improve customer satisfaction. Apex has clients across a broad spectrum of industries.