



## News Release

### Brian Glidden Joins Neighborhood America as Senior Director, IBM Alliance

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Neighborhood America has added an experienced executive to drive growth in the recently announced IBM - Neighborhood America product alliance.

"I am very pleased that a person of Brian Glidden's experience has agreed to help lead our IBM Alliance," said Kim Patrick Kobza, Neighborhood America's President and CEO. "An excellent complement to our very strong Neighborhood America team, Brian knows what it takes to manage a strategic relationship such as ours, and commands an understanding of how to execute on a vision that drives revenue growth."

Most recently, Glidden was National Director of the IBM Alliance Partnership at Covansys where he was responsible for the planning and deployment of the sales and delivery of IBM based e-business solutions for North America. Under his leadership, the IBM channel pipeline grew from just over \$20 million into a \$200 million business in just three years

At Neighborhood America, Mr. Glidden will be responsible for maximizing the value of the IBM - Neighborhood America product alliance, promoting channel strategies that maximize the market reach of the IBM - Neighborhood America Public Comment<sup>®</sup> Service ([www.PublicComment.com](http://www.PublicComment.com)).

"Neighborhood America is an innovative company with enormous growth potential," stated Glidden. "I am excited to be joining the Company, and look forward to helping Neighborhood America achieve its goal of becoming the industry standard for public communications management."

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