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## **ePlus Expands Presence in Southern California with Acquisition of PBM**

**HERNDON, VA – February 27, 2012** – ePlus inc. (NASDAQ NGS: [PLUS](#) – [news](#)) today announced that its subsidiary, ePlus Technology, inc., acquired Pacific Blue Micro (PBM), a Cisco-focused solutions provider located in Irvine, CA, on February 25, 2012. As a result of the acquisition, ePlus expands its existing presence in Southern California and adds enhanced Cisco capabilities to complement its existing Data Center, Borderless Networks, Collaboration, and Managed Services practices and solutions. Details of the transaction are not being disclosed.

“The acquisition of PBM builds upon the significant market position ePlus has achieved in establishing itself as a leading provider of technology solutions in Data Center, Security, and Collaboration in the Northern California market,” said Phillip G. Norton, chairman, president, and CEO of ePlus. “The combination of ePlus and PBM provides a path for new and existing clients in Southern California to leverage ePlus’ strengths and unique capabilities in conjunction with PBM’s proven track record as a prominent value added reseller and integrator with one of the leading Cisco practices in the SoCal market. In addition, ePlus’ full suite of leading manufacturers such as HP, NetApp, and VMware, complemented by our advanced technology services, will provide many benefits to PBM’s existing customers.”

“We are excited to join the capable team at ePlus. We are confident that both our customers and employees will benefit from the joint expertise of PBM and ePlus, including proven implementation methodologies, an expanded portfolio of solutions and services, and comprehensive engineering delivery capabilities while maintaining the highest level of customer satisfaction,” said Bill Uncapher, CEO of PBM.

ePlus is a Cisco Gold Certified Partner and has achieved Cisco Master Specializations in Security and Unified Communications as well as the Cisco Managed Services Master Certification. In addition, ePlus holds Cisco Specializations in Advanced Routing and Switching, Advanced Data Center Storage Networking, Advanced Data Center Networking Infrastructure, Advanced Wireless LAN, and Cisco Authorized Unified Meetingplace Partner as well as Cisco ATP designations in Cisco TelePresence Video Master, Video Surveillance, and Data Center Unified Computing. ePlus has consistently been recognized by Cisco for Excellence in Customer Satisfaction. For more information about ePlus, visit <http://www.eplus.com>.

## **About Pacific Blue Micro**

Founded in 1982, Pacific Blue Micro (t/a PBM IT Solutions), brings together leading technologies, engineering capabilities, and proven implementation methodologies to deliver high performance IT solutions. The company specializes in Network Solutions and Managed Services focused around Data Center, Borderless Networks, and Collaboration. PBM, a nine time winner of Cisco's Gold Star for Customer Satisfaction, has deployed managed solutions, serving a wide range of clients in many industry verticals, including healthcare, entertainment and media, financial, education, technology and manufacturing, and retail. More information is available at <http://www.pbmit.com/>.

## **About ePlus inc.**

ePlus is a leading integrator of technology solutions. ePlus enables organizations to optimize their IT infrastructure and supply chain processes by delivering world-class IT products from top manufacturers, managed and professional services, flexible lease financing, proprietary software, and patented business methods and systems. Founded in 1990, ePlus has more than 750 associates serving federal, state, municipal, and commercial customers nationally. The Company is headquartered in Herndon, VA. For more information, visit <http://www.eplus.com/>, call 888-482-1122, or email [info@eplus.com](mailto:info@eplus.com).

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Statements in this press release that are not historical facts may be deemed to be "forward-looking statements." Actual and anticipated future results may vary materially due to certain risks and uncertainties, including, without limitation, our ability to consummate and integrate acquisitions; possible adverse effects resulting from the recent financial crisis in the credit markets and general slowdown of the U.S. economy such as our current and potential customers delaying or reducing technology purchases, increasing credit risk associated with our customers and vendors, reduction of vendor incentive programs, and restrictions on our access to capital necessary to fund our operations; significant adverse changes in, reductions in, or losses of relationships with major customers or vendors; the demand for and acceptance of, our products and services; our ability to adapt our services to meet changes in market developments; the impact of competition in our markets; the possibility of defects in our products or catalog content data; our ability to hire and retain sufficient qualified personnel; and other risks or uncertainties detailed in our reports filed with the Securities and Exchange Commission. All information set forth in this press release is current as of the date of this release and ePlus undertakes no duty or obligation to update this information.