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PCM Inc Announces its Entry into the UK and Europe

New Venture Will Service Existing and Prospective Global, UK and European Clients

EL SEGUNDO, Calif., April 27, 2017 (GLOBE NEWSWIRE) -- PCM, Inc. (NASDAQ:PCMI), a leading technology solutions provider with 2016 revenues of \$2.25 billion and nearly 4,000 employees, today unveiled its entry into the United Kingdom and Europe through a wholly-owned subsidiary, PCM Technology Solutions UK, LTD, ("PCM UK"), a new UK-based company. This represents the next major step in PCM's global expansion following its successful entry into Canada in 2015. PCM UK will be conducting a Grand Opening celebration on May 2nd with more than 150 people in attendance, and expects to begin sales operations during the second quarter. PCM UK is driving towards considerable scale and expects to employ approximately 90 co-workers by the end of 2017.

Frank Khulusi, Chairman and CEO of PCM, Inc. commented, "Our expansion into the UK marks a major milestone for PCM as we introduce our world-class technology solutions and capabilities to new markets around the world. PCM UK will be our hub for the UK and the rest of Europe. Many of our North American customers are increasingly global with needs for us to deliver to their European operations cutting-edge IT solutions with the same high level of service they have grown accustomed to from us in North America. We also believe that there are significant potential opportunities for customers based in the UK and across the European Union. We believe now is the right timing for us to pursue this additional market, and launched our UK operations accordingly. We spent a great deal of time during the quarter setting up the operation, hiring a managing director and various other leadership roles to ensure the success of this international expansion, and we expect to have our Grand Opening event next week on May 2nd."

PCM UK has recently appointed Mr. Donovan Hutchinson as its Managing Director. Mr. Hutchinson joined the PCM Family on February 1st 2017 to help develop and create the offering for PCM UK and execute according to PCM's strategic plan. Mr. Hutchinson brings a wealth of experience within the international market having worked for other Global IT solution providers where he was directly responsible for creating and effectively executing collaboration programs to extend service offerings from North America based clients into the UK, Europe and Asia Pacific Markets.

Hutchinson, stated, "I am excited to bring my experience and track record of successfully growing global sales of IT solutions to the PCM family. With a mission of delivering a very high level of service to our European clients, we have already built an incredible management team to lead the operation, and I'm confident we will be able to expand the successes of PCM to the UK and across Europe. We have a very talented team of sales representatives joining us that I believe will help create the explosive international growth that PCM expects of us. I am looking forward to what the future holds and the exciting times ahead as we strive to emulate the great success of PCM and the great culture that PCM has in place across its approximately 4,000 employees."

Jay Miley, PCM's President, concluded: "Our success in rapidly building the UK operation and preparing it for a grand launch has been one of leveraging our strong relationships with our key vendors and distribution partners who believe in our team and our strategic business plan. I would like to personally thank all of our internal stakeholders, partners, vendors and distributors who are assisting us in executing against our strategy to extend the high level of service and support that our customers currently enjoy today."

PCM UK is now hiring for positions in sales, vendor management, purchasing, marketing, IT and finance as well as a variety of other business roles.

About PCM, Inc.:

PCM, Inc. is a publicly traded, leading multi-vendor provider of technology solutions, including hardware products, software and services, offered through our dedicated sales force, field and internal service teams, direct marketing channels and state of the art owned and operated data centers. Since our founding in 1987, we have served our customers by offering products and services from vendors such as Adobe, Apple, Cisco, Dell, Hewlett Packard Enterprise, HP Inc., Lenovo, Microsoft, Oracle, Samsung, Symantec and VMware across North America and Canada. We add additional value by incorporating hardware products, software and services into comprehensive solutions. Our sales and marketing efforts allow our vendor partners to reach multiple customer segments including small, medium and enterprise businesses, state, local and federal governments and educational institutions.

Forward-looking Statements

This press release may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such forward-looking statements include statements regarding our expectations, hopes or intentions regarding the future, including but not limited to, statements related to our strategic positioning; our positioning for future growth; expectation of financial performance, opportunities, expectations or intentions for growth in top or bottom line operating results; expand margins and profitability; significant potential opportunities for customers based in the UK and European Union; ensuring the success of our international expansion; our ability to achieve success in the UK; and a talented team of employees joining us and their ability to help create explosive growth. Forward-looking statements involve certain risks and uncertainties, and actual results may differ materially from those discussed in any such statement. Factors that could cause our actual results to differ materially include without limitation risks and uncertainties related to the following: our ability to attract and retain key employees; our ability to receive expected returns on changes in our sales and services organizations or strategic investments, including without limit, investments in advanced technology solutions and services, our call centers and our international expansion; risks associated with our ability to integrate our acquisitions; availability of key vendor incentives and other vendor assistance; our IT infrastructure; the relationship between the number of our account executives and productivity; possible discontinuance of IT licenses used to operate our business which are provided by vendors; increased competition, including, but not limited to, increased competition from direct sales by some of our largest vendors and increased pricing pressures which affect our pricing strategy in any given period; the effect of our pricing strategy on our operating results; potential decreases in sales related to changes in our vendors products; the impact of seasonality on our sales; availability of products from third party suppliers at reasonable prices; business and other conditions in the UK and Europe and the related effects on our UK operations, including without limitation our executive management's lack of experience operating in these markets; increased expenses, including, but not limited to, interest expense, foreign currency transaction gains/losses and other expenses which may increase as a result of future inflationary pressures; our advertising, marketing and promotional efforts may be costly and may not achieve desired results; shifts in market demand or price erosion of owned inventory; other risks related to foreign currency fluctuations; warranties and indemnities we may be required to provide to third parties through our commercial contracts; data security; litigation by or against us; and availability of financing, including availability under our existing credit lines. Additional factors that could cause our actual results to differ are discussed under the heading "Risk Factors" in Item 1A, Part I of our Form 10-K for the year ended December 31, 2016, on file with the Securities and Exchange Commission, and in our other reports filed from time to time with the SEC. All forward-looking statements in this document are made as of the date hereof, based on information available to us as of the date hereof, and we assume no obligation to update any forward-looking statements.

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