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InfoMentis Hires New Client Partner—Tony Gates

ATLANTA – September 7, 2010 – InfoMentis, Inc., an Atlanta-based global consulting and performance improvement company announced the addition of Tony Gates to the InfoMentis team.

“Tony Gates will be a valuable asset to InfoMentis’ sales team. He brings many years of experience in strategic sales and management and has even won several awards for his efforts. As a veteran sales professional, Tony is sure to help InfoMentis continue to grow as an industry leader and innovator,” said Keith Phillips, executive vice president of sales for InfoMentis.

Mr. Gates brings to InfoMentis more than 25 years of consultative sales, sales management, corporate training and management consulting experience. He has collaborated with and worked within organizations ranging from five person startups to Fortune 10 enterprises. Mr. Gates has broad experience in working with a variety of organizations and industries to design, develop, implement, and manage global technology and learning solutions that have been deployed in over 17 countries. Prior to joining InfoMentis, Mr. Gates served as managing principal of Sales & Technology Ideals, Inc. (S&TI), where he helped organizations address their needs in strategic business planning, sales team optimization and training, and customized employee development programs. Prior to S&TI, he was a regional account director for MindLeaders, also served as U.S. general manager for TRIGESTA Americas, an Enterprise Resource Planning (ERP) software firm based in Geneva, Switzerland. Mr. Gates began his career at IBM, where he held a variety of sales and managerial positions over a 12-year period— earning a number of awards including an IBM Vice President’s Award, Southern Area Business Partner Leadership Award, IBM Marketing Excellence Award, Regional Manager and Branch Manager Awards. He also earned membership in the IBM Golden Circle, which was comprised of the top 1% of IBM’s sales team. Mr. Gates is an honors graduate of Georgia Tech in Atlanta, GA, where he earned his bachelor’s and master’s degrees in Engineering. He received his MBA in management with emphasis in technology management and strategic planning from the University of Pennsylvania’s Wharton School in Philadelphia. Tony is a member of Georgia Tech’s Council of Outstanding Young Engineering Alumni and a member of The Wharton Club of Atlanta.

About InfoMentis

InfoMentis coaches companies on ways to implement cultural change that will significantly improve revenue streams. Since its founding in 1996, InfoMentis has taught performance enhancing strategies for all customer-facing activities with measurable results to over 50,000 professionals in 67 countries on six continents. Headquartered in Alpharetta, Georgia, InfoMentis was named one of the top 20 sales training companies in 2007, 2008 and 2009 by Training Industry, Inc.