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**HillSouth named to CRN's Next-Gen 250****Second Annual Ranking Recognizes Up-and-Coming IT Solution Providers**

Florence, South Carolina, August 27, 2012 – HillSouth, iT Solutions, today announced it has been recognized by [UBM Channel](#) as a member of [CRN's](#) second annual Next-Gen 250 list. The CRN Next-Gen 250 highlights up and coming VARs that have recently entered the market with a smart and different approach to solution selling and integration.

This Next-Gen 250 list is a snapshot of solution providers who are zeroing in on lucrative and emerging technologies, among them cloud computing, mobility, virtualization, unified communications, business analytics and business intelligence.

“HillSouth is honored to be recognized by our industry for the commitment to innovative IT solutions which we are proud to deliver to our clients each and every day. Our company has grown tremendously over the last several years by investing in talented people and the best of breed technologies that can make our clients business more efficient and competitive. We are excited to be ranked for the first time in this CRN Next-Gen 250 list and look forward to continuing our long standing commitment to industry-leading innovations for the benefit of our expanding customer base.” Said Robby Hill, Founder and CEO of HillSouth.

The continuing efforts by HillSouth to enhance its offerings and solutions set are led by its CTO, Andy Patel: “Providing IT solutions and integration services that our customers require are at the core of our business and we are proud to be in the great company of CRN's Next-Gen 250 list this year. The IT industry, just like many other industries, has been challenged over the last few years and requires new approaches to be successful in the future. HillSouth is not afraid to challenge a status quo and we are constantly looking for refinements to our processes and enhancements to the value that we bring to our customers”

“The channel is constantly evolving as existing models are being tested and new ones are created,” said Kelley Damore, VP, Editorial Director, UBM Channel. “All the companies on this year's list have only been in business since 1999. Some have transformed their business to meet the demands of a changing market. Others didn't have the baggage of transitioning from hardware to services to recurring revenue and have been able to build a business on an entirely new model and leverage new technology platforms. Regardless of how they got here, we congratulate each company for making this year's list.”

A sample of the Next-Gen 250 list is available online at [www.CRN.com](http://www.CRN.com). The entire 2012 database will be published only in CRN's App for iPad, CRN Technology News. This exciting new app will



provide subscribers with exclusive content and full access to CRN's premier Solution Provider lists. For more information, visit [www.CRN.com/Tablet](http://www.CRN.com/Tablet).

### **About HillSouth**

HillSouth was formed in 2001 and is a privately-held technology consulting firm based in Florence, South Carolina, and servicing clients all over South Carolina. It has experienced professionals focused on delivering business solutions built on a strong technological foundation. HillSouth practices strategic technology consulting services in a wide range of industries all over South Carolina. The company has been recognized as a winner of the South Carolina's Workforce Partnership award and the SBA's Young Entrepreneur of the Year award for the Southeastern USA.

### **About UBM Channel**

UBM Channel is the premier provider of IT channel-focused events, media, research, consulting, and sales and marketing services. With more than 30 years of experience and engagement, UBM Channel has the unmatched channel expertise to execute integrated solutions for technology executives, managing partner recruitment, enablement and go-to-market strategy in order to accelerate technology sales. UBM Channel is a UBM company. To learn more about UBM Channel, visit us at <http://www.ubmchannel.com>. Follow us on Twitter at <http://twitter.com/ubmchannel>.

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