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PathPoint Consulting to Provide Change Management Consultation Services to Support Dell Computer Corporation's New Global Performance Management System

NORFOLK, Massachusetts – (January 12, 2004) – PathPoint Consulting, an organizational development and human resources consulting firm, announced that Dell Computer Corporation has retained PathPoint Consulting to provide change management expertise and support as the company implements a new global performance management system.

In this assignment, PathPoint will partner with the project team to develop an overall change management strategy and omnibus project plan. In addition, PathPoint will work with the design, education/training, and implementation teams to provide content, protocols, and tools to ensure a successful implementation of the new system.

"We look forward to working with Dell on this important global HR system and change management effort," says Van Latham, Ph.D., Practice Leader at PathPoint. "Performance Management systems represent one of the most significant and high impact Human Capital systems that an HR function can deliver to the organization for business impact. We look forward to bringing our expertise in performance management to this project and partnering with the Dell team in the design, delivery, and implementation of this new system."

About Dell Computer Corporation

Dell is the world's leading computer systems company. Dell designs, builds and customizes products and services to satisfy a wide range of customer requirements - from the server, storage and professional services needs of the largest global corporations to the needs of individual consumers at home. Founded in 1984, Dell sells custom built computers directly to the customer. Dell's power of being direct, coupled with Dell's team of talented people, enables the company to provide customers with superb value; high-quality, relevant technology; customized systems; superior service and support; and products and services that are easy to buy and use. For additional information, visit www.dell.com.

About PathPoint Consulting Incorporated

PathPoint Consulting is a human resources firm specializing in the custom design of leadership and organizational development products, interventions, and solutions. PathPoint works with clients to deliver high-affinity people solutions that positively impact business performance. Our strength is in linking business and human resources strategy and in the delivery of quality human resources programs. For additional information, including representative work, client portfolio, customer feedback, and biographical sketches, visit www.pathpointconsulting.com.

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