



**FOR IMMEDIATE RELEASE**

Contact: Van M. Latham, Ph.D.  
PathPoint Consulting Incorporated  
508.520.3002

**PathPoint Consulting Selected by Dell Computer to Source and Implement Selection Tools and Processes across Canada**

NORFOLK, Massachusetts – July 10, 2004– PathPoint Consulting, an organizational development and human resources consulting firm, announced that Dell has selected PathPoint Consulting to assist the company in sourcing and implementing selection tools across the country for external customer service, internal customer service, external selling, and people management job families. In addition, PathPoint will assist the company in launching selection tools for a new call center start-up operation in Edmonton, Alberta.

In this assignment PathPoint will conduct an RFP to source a best-fit on-line testing vendor, serve in a technical advisory role during test development and validation, and play a lead role in selection tool implementation.

"We are delighted to work with Dell Canada in improving the quality of their selection processes," says Van Latham, Ph.D., Practice Leader at PathPoint. "We look forward to applying our knowledge of selection systems and our Dell experience toward building a high quality solution."

**About Dell**

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](http://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](http://www.pathpointconsulting.com).

.....  
PathPoint Consulting Incorporated  
158 Main Street, Suite 3, Norfolk MA 02056  
508.520.3002 (phone) 508.520.3060 (fax)  
[www.pathpointconsulting.com](http://www.pathpointconsulting.com)  
[info@pathpointconsulting.com](mailto:info@pathpointconsulting.com)  
©2004 PathPoint Consulting Incorporated