

# ALVAREZ & ASSOCIATES

MAILING ADDRESS:  
600 Maryland Ave. S.W.  
Suite 800W  
Washington, DC 20024

CONTACT:  
Marjorie DeRock  
Director of Communications  
303-569-6353  
[www.alvarezassociates.com](http://www.alvarezassociates.com)

## FOR IMMEDIATE RELEASE

Kirk Hanson joins Alvarez & Associates as Vice President of the Products division.

Washington, DC – April 1, 2007 – Alvarez & Associates a Washington DC based Service Disabled Veteran Owned Small Business announced today that Kirk Hanson has joined the company as Vice President in charge of its Products Division. Mr. Hanson will report to Alvarez's CEO and Founder Everett Alvarez Jr.

As the VP of Products, Mr. Hanson will be building the division to enhance profitability, increase vendor relations and develop effective business processes for the organization. In this role Mr. Hanson will be responsible for the newly awarded SEWP IV contract won by Alvarez this year.

Mr. Hanson has over sixteen years of executive management and leadership experience, serving in roles such as Chief Operating Officer, Chief Financial Officer and Vice President of Sales in a number of companies primarily in the information technology sector. Most recently Mr. Hanson served as Chief Financial Officer and Senior Vice President of Business Development for Pacific Western Technologies, Ltd., a Colorado based consulting firm offering services in the areas of facility management, information technology and homeland security. From January 2001 to July 2006, he served as Vice President of Sales Operations and Chief Information Officer for SANZ, Inc., a data storage and management solutions company serving clients in federal, state and local governments in the United States. From September 1999 to July 2000, he served as Chief Operating Officer for Value Technology, a data protection solutions company, and from September 1997 to August 1999, as Chief Financial Officer for Data Management Solutions (prior to and after its acquisition by Cranel, Inc.), a data management and data protection solutions firm.

He holds a Bachelor of Political Science for the University of Colorado at Boulder.

### **About Alvarez & Associates**

Alvarez & Associates LLC, is a Washington, D.C. based SDVO/SB focused on providing customers with easy access to cost effective IT solutions, while positioning clients to meet future technology challenges. Since 2004, Alvarez & Associates has focused on executive management services and information technology. The company delivers quality, integrity experience and commitment by adhering to the leadership attributes of company founder and CEO Everett Alvarez Jr., the first U.S. combat pilot shot down over Vietnam and held as a POW for more than eight years.