



## CTG Continues to Execute Strategy to Build Leading Digital Solutions Enterprise; Names Scott Clark Vice President, North America Sales

May 16, 2022

BUFFALO, N.Y., May 16, 2022 (GLOBE NEWSWIRE) -- [CTG](#) (Nasdaq: CTG) ("Company"), a leader in helping companies employ [digital IT solutions and services](#) to drive productivity and profitability in North America and Western Europe, announced today the appointment of Scott Clark as Vice President of Sales, North America. Mr. Clark will also be a global extended executive leadership team member and report to Tom Niehaus, Executive Vice President, North America.

"Scott brings to CTG a strong track record of IT services, digital technology, and leadership experience in developing high-performing sales teams that build the relationships necessary to deliver client success," commented Filip Gydé, CTG President and CEO. "He is the type of sales leader who will help advance our growth and profitability objectives by ensuring our business development teams consistently execute a strong go-to-market strategy across all industries we serve in North America."

Mr. Clark has more than 25 years of sales experience within the technology industry. Most recently, he was the VP of Sales at Ensono, a technology adviser and managed service provider, where he was responsible for the eastern region of North America. Prior to Ensono, Mr. Clark was the Vice President of Sales for the Managed Services Division at NTT Limited (NTT), where he oversaw the go-to-market strategy across enterprise applications. Before NTT, Mr. Clark served as the Chief Marketing Officer at ConvergeOne, where he focused on driving revenue growth, developing new go-to-market strategies, and building key partnerships.

"Scott is an outstanding addition to our North American and extended executive leadership teams. I look forward to working closely with him to continue strengthening our Sales function, accelerate growth in our digital transformation solutions business, nurture client relationships, and attract and retain top business development talent," said Tom Niehaus.

He will join the CTG team at the [AWS Summit](#) in Atlanta, Georgia, on May 18-19, 2022.

Mr. Clark earned a bachelor's degree in Marketing from Butler University and a master's degree in Management from Harvard University.

A photo of Mr. Clark is available upon request.

### About CTG

CTG is a leading provider of digital transformation solutions and services that accelerate clients' project momentum and achievement of their desired IT and business outcomes. We have earned a reputation as a faster and more reliable, results-driven partner focused on improved data-driven decision making, meaningful business performance improvements, new and enhanced customer experiences, and continuous innovation. CTG has operations in North America, South America, Western Europe, and India. The Company regularly posts news and other important information at [www.ctg.com](#).

### Safe Harbor Statement

*This document contains certain forward-looking statements concerning the Company's current expectations as to future growth, financial outlook, business strategy, and performance expectations for 2022 and beyond and statements related to cost control, new business opportunities, financial performance, market demand, and other attributes of the Company, which are protected as forward-looking statements under the Private Securities Litigation Reform Act of 1995. Generally, the words "anticipates", "believes", "expects", "plans", "may", "will", "would", "should", "seeks", "estimates", "project", "predict", "potential", "currently", "continue", "intends", "outlook", and other similar words identify forward-looking statements. These statements are based upon the Company's current expectations and assumptions, a review of industry reports, current business conditions in the areas where the Company does business, feedback from existing and potential new clients, a review of current and proposed legislation and governmental regulations that may affect the Company and/or its clients, and other future events or circumstances. Actual results could differ materially from the outlook guidance, expectations, and other forward-looking statements as a result of a number of factors and risks, including among others, the effects of the COVID-19 pandemic and the regulatory, social and business responses thereto on the Company's business, operations, employees, contractors and clients, the availability to the Company of qualified professional staff, domestic and foreign industry competition for clients and talent, increased bargaining power of large clients, the Company's ability to protect confidential client data, the partial or complete loss of the revenue the Company generates from International Business Machines Corporation (IBM), the ability to integrate businesses when acquired and retain their clients while achieving cost reduction targets, the uncertainty of clients' implementations of cost reduction projects, the effect of healthcare reform and initiatives, the mix of work between solutions and staffing, currency exchange risks, risks associated with operating in foreign jurisdictions, renegotiations, nullification, or breaches of contracts with clients, vendors, subcontractors or other parties, the change in valuation of capitalized software balances, the impact of current and future laws and government regulation, as well as repeal or modification of such, affecting the information technology (IT) solutions and staffing industry, taxes and the Company's operations in particular, industry and economic conditions, including fluctuations in demand for IT services, consolidation among the Company's competitors or clients, the need to supplement or change our IT services in response to new offerings in the industry or changes in client requirements for IT products and solutions, actions of activist shareholders, and other factors that involve risk and uncertainty including those listed in the Company's reports filed with the Securities and Exchange Commission. Such forward-looking statements should be read in conjunction with the Company's disclosures set forth in the Company's Form 10-K for the year ended December 31, 2021, including the uncertainties described in the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections and other reports, including but not limited to subsequent quarterly reports on Form 10-Q, that may be filed from time to time with the Securities and Exchange Commission and may be obtained through the Securities and Exchange Commission's Electronic Data Gathering and Analysis Retrieval System ("EDGAR") at [www.sec.gov](#). The Company assumes no obligation to update the forward-looking information contained in this release.*

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