



FOR IMMEDIATE RELEASE

IBPI Appoints Lynn Williams as Director, MSP Partnerships and Programs

JACKSONVILLE, FL – February 4, 2026 – IBPI, the largest buying group in the office technology industry, is excited to announce the appointment of Lynn Williams as the new Director, MSP Partnerships and Programs. This new position underscores IBPI's commitment to expanding its value proposition within the Managed Service Provider (MSP) community.

Lynn will be tasked with leveraging the significant collective buying power of IBPI's membership. Her primary goals will be to strategically add new vendor partners to the IBPI tech stack who focus on the MSP space, thereby enhancing the resources and offerings available to members. Additionally, she will focus on growing the IBPI membership base by welcoming more MSPs into the organization.

"We are thrilled to welcome Lynn to the IBPI leadership team," said Mark Grice, Executive Director at IBPI, "Her role is critical to our strategy of building out a robust ecosystem that delivers exceptional value to both our vendor partners and our members in the rapidly evolving IT and MSP landscape. Lynn's experience and focus will ensure that IBPI continues to be the premier platform for maximizing volume purchasing, industry-best pricing and rebates within the office technology field."

Lynn Williams added, "I am excited to join IBPI and help shape the future of MSP engagement within the group. The opportunity to utilize IBPI's scale to create stronger vendor partnerships and bring greater benefits to our members is immense. I look forward to contributing to the continued success and growth of IBPI and its partners."

About IBPI

IBPI (ibpi.net) is the largest buying group in the office technology industry, representing over 500 dealers across North America. IBPI's mission is to use the collective buying power of its members to negotiate best-in-class pricing and programs with industry vendors, providing members with a competitive edge and increasing their profitability.

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