

IMPACT AWARDS

JV1

TUESDAY, NOVEMBER 23, 2004

A Joint Venture with Microsoft Canada



Recipients of the 2004 Microsoft Partner Program IMPACT Awards gathered at Toronto's Liberty Grand Entertainment Complex on Nov. 9 to be honoured by Microsoft Canada Co. for quality service to customers.

Microsoft honours prized partners

Canada's technology partner community is growing and, with it, the entries to this year's Microsoft Partner Program IMPACT Awards. Microsoft received a record 300-plus entries in more than 30 award categories. The winners were announced on Nov. 9 in Toronto.

"The record number of entries this year shows that the technology partner community is growing and thriving," says Lora Gernon, Director of Partner Sales and Marketing, Microsoft Canada. "Finalists have raised the bar in delivering outstanding customer service and optimization of Microsoft-based technologies."

The IMPACT Awards include categories that recognize top technology partners for excellence in customer service, community involvement and successful marketing activities. In 2004, the second year of the awards, Microsoft Canada added new categories that distinguish top technology partners for "solutions of the year" in their areas of competency and expertise.

"Microsoft Partner Program IMPACT Awards is a way for us to honour our partner community, particularly those who have made outstanding contributions to our business and, in turn, to our customers and the community," says Frank Clegg, President, Microsoft Canada Co. "In the 15 years that I have been a Microsoft employee, I have watched the technology industry evolve firsthand. Microsoft is at its core a partner company. The

growth in our business is a result of Microsoft technology partners delivering excellent service to our customers."

SOLUTION AWARDS

Advanced Infrastructure Solution of the Year Award

Legend Corp.

www.legendcorp.com

Toronto

Microsoft Gold Certified Partner LegendCorp focuses on leveraging technology, people and processes in three key areas: collaboration/productivity, security and infrastructure. Its solutions focus on management components of the Windows Server System and components of Office System — and seamless integration. Client industries include manufacturing, health care, legal and other professional services.

Business Intelligence Solution of the Year Award

IntelliGauge

www.intelligauge.com

Toronto

IntelliGauge has been a Microsoft Certified Partner from its inception and has published case studies with Microsoft. The IntelliGauge Analytics suite is a powerful tool for the hospitality industry, built on 100% Microsoft technology. It has proven itself to clients who have realized return on investment in as little six months.

Channel Builder Award

Cyence International

www.cyence.com

Burlington, Ont.

Cyence International Inc. is a

leading provider of Web services software solutions for the world's banking, manufacturing and equipment finance markets. Cyence's flagship product, ExpressOS, facilitates every step in the end-to-end cycle of financial workflow, including origination, credit adjudication, document management, compliance, funding and booking.

Independent Software Vendor Innovation Award

Loki Management Systems Inc.

www.lokisys.com

Delta, B.C.

Loki develops software solutions based on Microsoft .NET architecture. It provides workforce management solutions for enterprises in health care, hospitality and telecommunications. It provides analytical tools and real-time information to optimize workforce utilization. The system helps deal with complex labour contracts and integrates seamlessly with HR and payroll systems.

Integrated E-Business Solution of the Year Award

Dakis Decisions Systems Inc.

www.dakis.com

Montreal

The Dakis Humanized Expert, built on Microsoft's .Net platform, is a digital sales force and purchasing advisor for consumers and employees, with the end-customer as the primary focus. These versatile and comprehensive solutions offer a better shopping experience. Retailers improve sales service, build lasting relationships and

improve the quantity and quality of training and support.

Information Worker Solution of the Year Award

Navantis Inc.

www.navantis.com

Toronto

Navantis is a leader in IT strategy, development and delivery of high-impact, innovative business solutions. Navantis has more than 180 Microsoft certifications, it uses 95% Microsoft-based programs, and 95% of its workforce is Microsoft certified. Navantis delivers the highest quality technology and service across multiple industries in relationship management, enterprise content management and business processes.

Networking Infrastructure Solution of the Year Award

LPI Level Platforms Inc.

www.levelplatforms.com

Ottawa

LPI produces easy-to-use remote network monitoring software (called Managed Workplace) for value-added resellers (VARs) and information technology (IT) service. The market for remotely monitoring SMB organizations' networks is growing at a rapid rate and LPI has made the technology affordable through its NET-based technology and a simple, month-to-month subscription licensing model.

Platform Value Award

Softworks Group Inc.

www.alinity.com

Edmonton

Softworks Group Inc. develops,

configures and implements the Alinity Association Management System, a 100% .NET solution. Alinity provides a smart-client interface for internal staff with Web client interface for members and underlying data stored in a SQL Server database, accessed through Web services. Licence sales and maintenance revenues are geared to clients and offer good margins.

Security Solution of the Year Award

Cyberplex Inc.

www.cyberplex.com

Toronto

Cyberplex Inc., a Microsoft Gold Certified Partner in three competencies, is a consulting firm with clients across Canada helping business and technology leaders turn existing investments in people, process and technology into a competitive advantage. It serves clients through four distinct but complementary practices: Microsoft solutions, security, technology management and systems integration.

Microsoft Business Solutions — ERP Solution of the Year Award

Tectura Corp.

www.tectura.com

Burlington, Ont.

Tectura, catering to small- to medium-sized businesses, provides systems powered by Microsoft Business Solutions. With a solid foundation built on Microsoft programs, customers obtain investment protection and minimize risk while purchasing innovative, industry

leading solutions. Its greatest strength and success is in service management, project accounting and CRM.

Microsoft Business Solutions — CRM Solution of the Year Award

GaleForce Solutions Inc.

www.galeforcesolutions.com

Vancouver

GaleForce Solutions used Microsoft technology to create GaleForce CRM for Financial Services solution suite, designed to meet all requirements of managing and optimizing high-value financial services clients in Canada and the United States. Clients receive a low-risk, easy-to-use solution that establishes a lifetime customer, supports real-time personalized experiences, increases sales force productivity and market share and reduces customer churn.

Microsoft Business Solutions Rookie of the Year Award

Ideaca

www.ideaca.com

Toronto

Ideaca sells, develops and implements business solutions and is a certified partner with MBS competency in Axapta and CRM. It has 15 trained and certified Axapta consulting professionals. With offices in Toronto and Calgary, the company has dedicated, MBS-focused sales professionals and an inside salesperson for leads and nurturing MBS marketing. It is Microsoft-certified with competency in Integrated e-Business.

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