

IMPACT AWARDS

THURSDAY, OCTOBER 27, 2005



A Joint Venture with Microsoft Canada



2005 Microsoft Canada Partner Program IMPACT Awards recipients were honoured with a reception at Toronto's Carlu on Oct. 20. The awards recognize quality solutions to customers.

Praise for the Microsoft partners

Microsoft Canada Co. honoured the winners in this year's Microsoft Canada Partner Program IMPACT Awards on Oct. 20. The third annual IMPACT awards recognize Microsoft registered, certified and gold certified partners that delivered exemplary solutions for their customers during the past year.

Award winners were chosen from across Canada. The winners, selected from 315 entries, were announced before an audience of 200 from Microsoft's technology partner community and Microsoft Canada at a gala event at The Carlu in Toronto.

"The Microsoft Canada Partner Program IMPACT Awards helps us recognize the technology partner community, especially those who have made outstanding contributions to Microsoft's business, customers and the community as a whole," said David Hemler, President, Microsoft Canada Co.

"It's a great time to be a Microsoft technology partner. This year, Microsoft has a full pipeline of platform innovations on the way and, as the momentum builds into even greater velocity, Microsoft is continuing to invest in the technology partner channel."

Microsoft Canada Partner Program IMPACT Awards were open to systems integrators, large account resellers, direct market resellers, value-added resellers, distributors, systems builders,

certified partners for learning solutions, Microsoft certified partners, independent software vendors, channel suppliers, Microsoft Business Solutions (MBS) partners and original equipment manufacturers.

"As leaders in their respective fields, customers have high expectations from our technology partners, and every year they meet and exceed those expectations," said Lora Gernon, Director of Partner Sales, Microsoft Canada Co. "Microsoft takes great pleasure in honouring those partners whose dedication and hard work provide such great results."

Advanced Infrastructure Solution of the Year Community Leadership Award Legend Corp
www.legendcorp.com
Partner Legend Corp specializes in three key areas: collaboration/technology, infrastructure and security. As a Microsoft Gold Certified Partner for Advanced Infrastructure Solutions, Legend-Corp is an expert at Windows Server 2003 or Exchange Server 2003 migration/upgrades. Its upgrade and migration frameworks are designed, implemented and managed strictly according to Microsoft Best Practices. Client industries include manufacturing, health care, legal and other professional services.

Information Worker Solution of the Year Customer Experience Award Navantis Inc.
www.navantis.com
Microsoft Gold Certified Partner Navantis is a provider of premium IT solutions and services. Its solutions are delivered through faster processes, simplified

Business Intelligence Solution of the Year Concept Interactive Inc.
www.conceptinc.ca
Concept Interactive specializes in deploying enterprise portals and business intelligence applications for Global 1000-Fortune 500 clients. Concept Interactive offers a full range of consulting and technology services, focusing its efforts on application development and portal/content management software.

Integrated E-Business Solution of the Year Systemgroup Inc.
www.systemgroupinc.com
Systemgroup is a Microsoft Gold Certified Partner that bridges the gap between business needs and technical solutions for medium- and large-sized organizations. It specializes in effectively leveraging Microsoft technologies across its core capabilities, with differentiated expertise in the insurance, transportation and logistics industries.

Information Worker Solution of the Year Customer Experience Award Navantis Inc.
www.navantis.com
Microsoft Gold Certified Partner Navantis is a provider of premium IT solutions and services. Its solutions are delivered through faster processes, simplified

systems, improving communications and building stronger customer relationships.

Learning Solutions Partner of the Year CDI Education
www.cdiedu.com
CDI Education is Canada's leading provider of integrated learning services for the corporate marketplace. With more than 30 years of experience in the industry and as a Microsoft Gold Certified Partner, CDI Education is recognized as the leader in the design, development and delivery of technology education. Instructors' skills range across all Microsoft technologies.

Microsoft Business Solutions — ERP Solution of the Year Groupe Conseil LVMB
www.lvmb.com
Founded in 1991, Groupe Conseil LVMB specializes in the integration of computer-based solutions for businesses of all types and sizes. Groupe Conseil helps clients in the selection, installation, training and support processes of accounting and financial management software. Its development and customization team is highly qualified in programming and uses expert products such as Microsoft's Visual Basic for Applications and the .NET platform.

Microsoft Business Solutions — CRM Solution of the Year iFusion Solutions Inc.
www.ifusioncrm.com
iFusion Solutions Inc. provides comprehensive Customer Relationship Management (CRM) strategy, technology and solutions specifically designed for the growing demands of mid-market businesses in Canada and the United States. iFusion has a dedicated focus on Microsoft CRM with fully certified Microsoft CRM consultants.

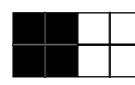
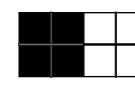
Microsoft Business Solutions — Rookie of the Year Assistus Corporation
www.assistus.com
Assistus specializes in providing a full range of IT support services to companies of all sizes. Founded in 1999, Assistus promptly developed a reputation as a solid network support and implementation company. Its network services include support for all Microsoft Server products, including Windows Server, SQL Server and Client Relationship Management Server.

Microsoft Business Solutions — ISV Solution of the Year Encore Business Solutions Inc.
www.encorebusiness.com

Since its inception in 1990, Encore has been and remains dedicated to delivery of Microsoft Business Solutions—Great Plains, both as an Independent Software Vendor (ISV) and a Value Added Reseller (VAR). Today, as a Microsoft Gold Certified Partner, Encore is among the elite of Microsoft's business partners, earning its highest endorsement. Within this Gold Certified status Encore has attained a competency in Microsoft Business Solutions and ISV/Software Solutions, which thereby recognizes its expertise and total impact in the technology marketplace.

ISV Innovation Award Upside Software Inc.
www.upsidesoftware.com
Upside Software, a Microsoft Gold Certified Partner, develops and markets Contract Lifecycle Management (CLM) software and related solutions to customers across industries and geographies, offering multi-language and multi-currency support. Its product suite covers the entire spectrum of procurement and sales management systems with a foundation in contract management. Its enterprise-class contract management solution, UpsideContract, is based entirely on Microsoft .NET technology, simplifying interoperability and integration with all other systems.

See AWARDS on next page



IMPACT AWARDS

THURSDAY, OCTOBER 27, 2005



A Joint Venture with Microsoft Canada



Microsoft Canada president David Hemler, addresses the Microsoft IMPACT Awards gala held at Carlu on Oct. 20. The winners of the third annual awards were selected from 315 entries.

Honours from Microsoft

AWARDS
Continued from Page JVI

Networking Infrastructure Solution of the Year Bridgetech Systems
www.bridgetech.com
Bridgetech Systems provides network and database integration solutions to the corporate sector. It has established itself as a leader in the network integration sector with more than 11 years of experience in the Ottawa marketplace.

Security Solution of the Year Conamex International
www.conamex.com
Conamex International is a Microsoft-centric software development firm that provides strategic consulting, deployment and management of technology products and services. Conamex specializes in business financial and process automation based on Microsoft server, desktop and Office products.

OEM of the Year Alco Digital Solutions
www.alco.ca
Over the past 16 years, Alco Digital Solution Inc. has evolved from an intermediary to an IT solution provider for small and medium businesses, Fortune 500 companies, the health care, education, government, financial

and service sectors. Thanks to its vast business experience, the hardware and software professionals of Alco can work with customers to help them integrate and roll out services that are tailor-made to their businesses.

Marketing Innovation Award — SMB 360 Visibility Inc.
www.360visibility.com
360 Visibility focuses on four key pillars of technology that include Voice Over IP telephony solutions, Microsoft World Class Business Solutions, Microsoft customer relationship management and technology infrastructure to support business systems. It is a Microsoft Gold Certified Partner that offers alternative ways to implement these technologies to small and mid-sized Canadian companies.

Channel Builder Award iFusion Solutions Inc. & Habanero Consulting Group
www.ifusioncrm.com
iFusion Solutions Inc. provides comprehensive Customer Relationship Management (CRM) strategy, technology and solutions specifically designed for the growing demands of mid-market businesses in Canada and the U.S. iFusion has a dedicated focus on Microsoft CRM with fully certified Microsoft CRM consultants.

Platform Value Award Genticity Inc.
www.genticity.com
Genticity is a leader in providing inbound, outbound and blended customer interaction management solutions to the contact centre industry. Through the deployment of Customer1, a powerful, highly flexible and easy-to-use suite of software applications and services, Genticity delivers solutions that produce meaningful results for clients.

Small Business Partner Specialist of the Year Mantralox Inc.
www.mantralox.com
Microsoft Gold Certified Partner Mantralox Inc. is a solutions provider that has in-house expertise in designing, developing and implementing solutions for financial, manufacturing and distribution verticals.

Top Value Added Reseller (VAR) of the Year — Revenue CDW
www.cdw.ca
CDW is a leading provider of technology solutions for the business, government and education sectors with customer focused principals. It is also a principal source of technology products and services and a distributor of contracts to end users for customized on-site services.

Top Value Added Reseller (VAR) of the Year — Growth Lanworks Inc.
www.lanworks.com
Lanworks provides customers with leading-edge LAN and WAN expertise, innovations and service that consistently exceed

expectations. Since the early 1990s, it has been using Microsoft products as part of their core software and is a Microsoft Gold Certified Partner.

Top Large Account Reseller (LAR) of the Year — Volume Licensing Growth Software House International
www.shi.com
Software House International (SHI) is a global procurement outsourcing company and leading business-to-business solution provider. SHI can fulfill orders for more than 100,000 hardware and software products, offer a full menu of services and carry authorizations from many technology companies, including Microsoft.

Distributor of the Year — OEM Northern Lights — Distributor of the Year Ingram Micro Inc. (Canada)
www.ingrammicro.ca
Headquartered in Mississauga, Ont., Ingram Micro Inc. (Canada) has grown to become the nation's largest wholesale provider of technology products and supply change management services. Ingram Micro has been distributing computer hardware and software since 1989 and continues its vision of being the leading provider of IT solutions by every measurement.

Distributor of the Year — Finished Good Tech Data Canada
www.techdata.ca
Tech Data Canada Corp., established in 1989, is a provider of IT products, logistics management and other value-added services. Tech Data

Canada combines the strength and stability of a global organization with focus and attention on the Canadian IT market, servicing more than 6,000 resellers across the country.

Associate Distributor of the Year Daiwa
www.daiwa.net
After 15 years of business development, Daiwa Canada has gained its reputation as one of the leading niche suppliers of computers and electronic components. Traded in the name of Daiwa Distribution Inc., it expands its business vertically from distribution to retail. It also positions itself as a value-added reseller of microcomputer business solutions provided to commercial corporations, government sectors and education institutions.

Northern Lights — Distributor of the Year SaltSpring Software Inc.
www.saltspring.ca
Since 1987, SaltSpring has been helping Canadian businesses become more efficient and competitive by assisting them in the selection of the best IT solutions. It is a business-to-business reseller of personal computer software and hardware products, and is wholly Canadian-owned and managed. Since inception, it has enjoyed consistent growth and profitability, and, as a result, SaltSpring has grown to become one of the largest software resellers in Canada.

For more information on the awards submitted, visit www.microsoft.ca/awards

