

TOWER Software attains Gold Certified Partner Status in Microsoft Partner Program

TOWER Software further distinguishes itself by earning a Microsoft competency in ISV/Software Solutions

TOWER Software today announced it has attained Gold Certified status in the Microsoft Partner Program with a competency in ISV/Software Solutions, recognising TOWER's expertise and total impact in the technology marketplace. As a Gold Certified partner, TOWER Software has demonstrated expertise with Microsoft technologies and proven ability to meet customers' needs. Microsoft Gold Certified Partners receive a rich set of benefits, including access, training and support, giving them a competitive advantage in the marketplace.

TOWER Software, the world's leading enterprise content management (ECM) provider to government and regulated industries, delivers award-winning electronic document and records management (EDRM) solutions. TOWER Software's TRIM Context® 6 solution is a single, integrated platform that manages business information throughout its complete lifecycle. By relying on its proven domain expertise, strong strategic partnerships, and powerful solutions, TOWER Software enables organisations to improve the accuracy of information on which business decisions are made; maximise efficiency by finding business critical information more quickly and easily; and achieve and maintaining standards compliance across industries, resulting in sustained competitive advantage. TOWER Software is a privately held company with operations in North America, Europe and Asia- Pacific.

TRIM Context 6 is an integrated ECM solution capable of managing and securing the full range of corporate information assets. In a single application, TRIM Context incorporates: document management, E-mail management, web content management, collaboration, process management and records management. Our new zero footprint web interface, *ice*, reduces risk by making enterprise deployment faster and more consistent.

"Achievement of the Microsoft Gold Certified Partner status is a major milestone for TOWER Software and reinforces our place in the global marketplace," said Martin Harwood, TOWER Software's Managing Director. "It distinguishes our presence in the technology sector and provides us with valuable recognition through the Microsoft affiliation," Mr Harwood continued.

Further commenting on the agreement, TOWER Software's General Manager of Marketing, Michael Cliff, said, "We are extremely pleased to have attained Gold Certified status in the Microsoft Partner Program. This allows us to clearly promote our expertise and relationship with Microsoft to our customers. The benefits provided through our Gold Certified status will allow us to continue to enhance the offerings that we provide for customers."

"Customers are looking for partner companies that can bridge the gap between their business demands and technology capabilities. They need to trust in someone that can act as an expert adviser for their long-term strategic technology plans. Microsoft Gold Certified Partners, which have certified expertise and direct training and support from Microsoft, can build a positive customer experience with our technologies," said Allison Watson, vice president of the Worldwide Partner Sales and Marketing Group at Microsoft Corp. "Today, Microsoft recognizes TOWER Software as a new Microsoft Gold Certified Partner for demonstrating its expertise in providing customer satisfaction with Microsoft products and technology."

As one of the requirements for attaining Gold Certified Status, TOWER Software had to declare a Microsoft Competency. Microsoft Competencies are designed to help differentiate a partner's capabilities with specific Microsoft technologies to customers looking for a particular type of solution. Each competency has a unique set of requirements and benefits, formulated



to accurately represent the specific skills and services that partners bring to the technology industry.

The Microsoft ISV/Software Solutions Competency recognises the skill and focus partners bring to a particular solution set. Microsoft Gold Certified Partners that have obtained this competency have a successful record of developing and marketing packed software based on Microsoft technologies.

“Solutions Competencies are an important way for Microsoft to better enable ISVs to meet customer needs,” said Sanjay Parthasarathy, corporate vice president of the Platform Strategy & Partner Group at Microsoft. “They allow ISVs to keep and win customers with their deep knowledge of solutions-based Microsoft platform technologies. Microsoft has a long history of working closely with ISV partners to help deliver compelling solutions and applications to our mutual customers, and the Solutions Competencies are an important step in continuing to enhance vital relationships with ISVs worldwide.”

The Microsoft Partner Program was launched in December 2003 and represents Microsoft’s ongoing commitment to the success of partners worldwide. The program offers a single, integrated partnering framework that recognizes partner expertise, rewards the total impact that partners have in the technology marketplace, and delivers more value to help partners’ businesses be successful.

About TOWER Software

TOWER Software, a leading Enterprise Content Management (ECM) provider, delivers electronic document and records management (EDRM) solutions. TOWER Software’s award-winning solutions empower organisations to manage and secure their vital information assets. The TRIM Context® solution is a single, integrated platform that manages business information throughout its complete lifecycle. By relying on its proven domain expertise, strong strategic partnerships, and powerful solutions, TOWER Software enables organisations to improve the accuracy of information on which business decisions are made; maximize efficiency by finding business critical information more quickly and easily; and achieve and maintain compliance standards across industries, resulting in sustained competitive advantage. For further information please email emea@towersoft.co.uk

TOWER Software - Asia Pacific

www.towersoft.com/ap

TOWER Software - North America

www.towersoft.com/na

TOWER Software - Europe, Middle East & Africa

www.towersoft.com/emea

TRIM Context is a registered trademark of TOWER Software. All rights reserved.

Copyright © 2006 TOWER Software