

Press Release: For Immediate Release

## Nimbus Attains Gold Certified Partner Status in Microsoft Partner Programme

Nimbus Further Distinguishes Itself by Earning a Microsoft Competency in ISV/Software Solutions

Emsworth, UK – 13<sup>th</sup> December 2006

Nimbus today announced it has attained Gold Certified Partner status in the Microsoft Partner Programme with a competency in ISV/Software Solutions, recognising Nimbus' expertise and impact in the technology marketplace. As a Gold Certified Partner, Nimbus 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 channel.

"We are extremely pleased to have attained Gold Certified Partner status in the Microsoft Partner Programme. This allows us to clearly promote our expertise and relationship with Microsoft to our customers," said Adrian King, COO of Nimbus. "The benefits provided through our Gold Certified Partner 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," said Allison Watson, vice president of the Worldwide Partner Sales and Marketing Group at Microsoft Corp. "They need to trust in a company 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. Today, Microsoft recognises Nimbus as a new Gold Certified Partner for demonstrating its expertise providing customer satisfaction using Microsoft products and technology."

As one of the requirements for attaining Gold Certified Partner status, Nimbus 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 ISV/Software Solutions Competency recognizes 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 Developer & Platform Evangelism Group at Microsoft. "They allow ISVs to keep and win customers through their deep knowledge of solutions-based Microsoft platform technologies. Microsoft has a long history of working closely with ISV partners to help them deliver compelling solutions and applications to our mutual customers, and the Microsoft Competencies are an important step in continuing to enhance vital relationships with ISVs worldwide."

The Microsoft Partner Programme was launched in October 2003 and represents Microsoft's ongoing commitment to the success of partners worldwide. The programme 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 Nimbus

Since its inception in 1997, Nimbus has helped over 700 organisations drive transformational change through process management. Nimbus delivers software and service solutions which enable the consistent adoption of strategic initiatives throughout organisations, from the CEO to the shop floor, making strategy reality.

Nimbus can help deliver around initiatives such as: Business Transformation; Process Improvement; Integrated Compliance Management (FDA, Sarbanes Oxley, FSA, ISO); Performance Management; (process mapping, scorecarding, metrics) Software implementation (SAP, PeopleSoft, Oracle, Siebel); Business Process Outsourcing & Shared Services; and Business Continuity Management.

Headquartered in Hampshire, UK, with offices in mainland Europe, USA, Middle East and China, Nimbus is one of the UK's fastest-growing companies, regularly featuring in the Deloitte Fast 500 and has been instrumental in the successful adoption of strategic initiatives at blue-chip clients in 15 countries, across all industry sectors.

For more information visit [www.nimbuspartners.com](http://www.nimbuspartners.com)

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In this press release, references to Nimbus are references to Nimbus Partners Ltd.

For further information: Visit our website at [www.nimbuspartners.com](http://www.nimbuspartners.com)

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The information contained in this press release is correct at the time of going to press.