

## Double **Gold** for iSolve

iSolve Business Solutions, a provider of Microsoft technology and solutions, has achieved Gold certification in the new Microsoft Partner Network accreditation program. iSolve is the first Microsoft Partner to achieve Gold in the Business Intelligence competency and one of only three Partners to achieve Gold in the Learning competency.

According to iSolve CEO Peter Clark, this achievement is a clear indication to customers that iSolve has a significant level of industry experience in providing services, software and support for Microsoft technologies. "More importantly, this accreditation shows that iSolve is reliable, experienced and endorsed by Microsoft."

The Microsoft Partner Network is a community that enables Microsoft partners to reach their full potential and provides access to a range of benefits and resources to support partner goals at every phase of the business cycle. Furthermore, partners that achieve a Gold competency accreditation is a testimony to their knowledge, skills and delivery excellence within that specific competency.

Explaining to customers the benefits of Microsoft's competency accreditations, Clark points to the various accreditation levels that enable customers to easily differentiate between each Microsoft partner. "Customers can now view the partner's advanced expertise at a glance - based on the level and specific competencies they hold."

He says the criteria to achieve the Gold competency certification has been made significantly more difficult compared to the previous program where Partners were accredited Gold across the board, purely based on excelling in only one competence.

iSolve has been a Microsoft solution provider in the Business Intelligence (BI) space since 2003 and achieved gold status in 2004 under the old certification program.

"iSolve is excited to have achieved BI Gold certification under the new structure, this now distinguishes our expertise to customers and demonstrates our ability to address specific business needs. With this competency, we now have access to a rich set of benefits that can further help strengthen our capabilities, better serve customers, and build connections to reach our full business potential," says iSolve director Himal Ramjee.

"Microsoft research shows that BI continues to be a top spending priority for chief information officers (CIOs). As a partner within the new Gold BI competency, we can do more than demonstrate how accurate BI can provide a competitive advantage to our customers, we can now deliver BI solutions at a lower cost than other solution providers," he explains.

"We are also in a better position to meet some of our customers' most pressing needs by taking advantage of the technology investments our customers already have to help them build more effective business strategies. In addition, to deepening our skills in providing flexible BI offerings, we can now capitalise on opportunities to cross-sell Microsoft technologies, such as Microsoft SQL Server, Microsoft SharePoint Server and the Microsoft Office suite."

As one of only three Partners to achieve Gold in the Learning competency, iSolve Learning Solutions demonstrates the highest, most specialised capability and commitment within the learning solution area. It is also recognition for offering best-in-class solutions to customers and undergoing a rigorous and auditable approval process.

Clark says this Gold competency status recognises iSolve Learning Solution's expertise and impact within the IT training marketplace. "This is an amazing achievement, the criteria you have to meet, the quality standards you have to maintain which includes Customer Satisfaction, Classroom Environment, Trainer Quality etc. and the contribution to Microsoft that you have to make is what sets you apart from your peers and ensures that you achieve this prestigious status."

"The benefits of a Gold Competency Partner status will allow us to augment our offerings and provide additional value to our customers. As a Microsoft Gold Partner, iSolve Learning Solutions has access to a full set of specialised resources, including training and support. These specialised resources form a competitive advantage, allowing it to better serve its customers," he concludes.