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Encore Attains Gold Certified Partner Status In Microsoft Partner Program

Winnipeg, Manitoba, Canada — August, 10th, 2005 — Encore Business Solutions, today announced it has attained Gold Certified status in the Microsoft Partner Program with a competency in **Microsoft Business Solutions & ISV/Software Solutions**, recognizing Encore's expertise and total impact in the technology marketplace. As a Gold Certified partner, Encore 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.

"We are extremely pleased to have attained Gold Certified status in the Microsoft Partner Program for the second consecutive year. This allows us to clearly promote our expertise and relationship with Microsoft to our customers," said Brent Twist, CEO of Encore "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 Encore Business Solutions 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, Encore 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 Business Solutions Competency is designed for partners with proven expertise in designing and/or implementing enterprise resource planning (ERP) and customer relationship management (CRM) capabilities with Microsoft Business Solutions technologies. Microsoft solutions partners have capitalized on this opportunity to help organizations develop and build integrated ERP and CRM solutions around Microsoft technology. The Microsoft Business Solutions Competency allows partners to identify their unique, proven proficiency in deploying Microsoft Business Solutions applications such as Microsoft Business Solutions–Axapta[®],

Microsoft Business Solutions—Great Plains[®], Microsoft Business Solutions—Navision[®], Microsoft Business Solutions—Solomon, and Microsoft Business Solutions—Microsoft CRM.

"Microsoft partners that specialize in business applications meet a unique market need," said Tami Reller, corporate vice president of Microsoft Business Solutions. "We are rolling out programs and initiatives such as the Microsoft Business Solutions competency that are designed not only to bring continuity to partners in how they work with us, but also to provide partners with a way to showcase their expertise in ERP and CRM to customers who depend on them for services."

The Microsoft 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 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 Encore Business Solutions

Established in 1990, Encore Business Solutions offers a full range of financial and business management solutions. As an award-winning Microsoft[®] Gold Certified Partner, Encore implements and supports Microsoft[®] Business Solutions—Great Plains[®] and Microsoft Customer Relationship Management. In addition, Encore offers IT consulting and services to customers, as well as customized solutions.

As an authorized Solution Vendor, Encore also develops industry-specific software that extends the functionality of Microsoft Business Solutions products. Encore's ability to develop quality products and deliver timely releases has helped build a solid reputation within the Microsoft Business Solutions Community. For more information about Encore's products and services, visit www.encorebusiness.com.

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