

Boldon James named Microsoft Global Go-To-Market Partner for 'Messaging in Defence and Public Safety'

Organisations to work together to provide messaging solutions

Crewe, Cheshire, U.K. – 11th December 2006

Today, Boldon James announced they will work together with Microsoft to provide messaging solutions for the defence, intelligence and domestic security market.

Microsoft has selected Boldon James as a lead Go-To-Market partner focused on formal messaging and collaboration solutions in these sectors. After many years working together in the defence sector, Microsoft and Boldon James have expanded and formalised their cooperation to include more market segments. Previously, Boldon James has implemented operational messaging systems on Microsoft platforms in the US, UK, New Zealand, Germany, Greece, Australia and Turkey.

In the new relationship Boldon James will be a Microsoft world-wide 'Go-To-Market' partner for messaging in defence and other public safety and security markets.

Commenting on the announcement Tim Bloechl, executive director for worldwide public safety and national security at Microsoft said, "Defence and public safety are important market focus areas for Microsoft. As a company that works closely with partners to meet the needs of customers around the world, we've been working to identify a number of leading independent solution vendors with expertise in these markets, and a proven record of delivering Microsoft-based solutions. Boldon James, with its offerings for messaging, collaboration and chat, was a logical choice."

Stuart Battersby, Business Development Director at Boldon James said, "This programme will offer Microsoft and its customers access to proven products and industry expertise. It will also help Boldon James by improving awareness of our products and services within our target markets." He added, "All our solutions are built upon the Microsoft platform and are designed to increase functionality to meet the more rigorous requirements of our target markets."

Initially the agreement will cover three product lines:

- SAFEmail: A series of extensions to Microsoft Outlook and Microsoft Exchange Server products to meet the specialist requirements of defence, intelligence, and public safety
- Gateways: A range of Microsoft Exchange Server-based gateways, offering standards based messaging interoperability between nations, government departments and legacy systems
- SIM: A Military Grade CHAT solution based upon Microsoft Office Live Communications Server

Further Information

www.boldonjames.com

pr@boldonjames.com