

FOR IMMEDIATE RELEASE

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### **Scribe Software Opens European Office, Announces Director of EMEA**

*Integration Vendor invests in European expansion and maintains its lead in integration and data migration projects on the Microsoft Dynamics® CRM, GP and NAV platforms*

**Bedford, NH - February 19, 2009** – [Scribe Software](#), a rapid integration vendor and the leading integration and migration solution choice of [Microsoft Dynamics® CRM](#), [Microsoft Dynamics® GP](#) and [Microsoft Dynamics® NAV](#) partners and customers, today announced that its European headquarters, located in The Hague, Netherlands, is now open for business. Lynn Harrington, former Vice President of Marketing at Scribe, has relocated to The Netherlands and will act as Director of the EMEA operation.

“With over 150 reselling partners in Europe, Scribe has seen extremely strong year over year revenue from the region” said Mrs. Harrington. “By having our European operations strategically located in the Netherlands we will be better able to serve our resellers and customers across the region.”

“Scribe continues to focus on the Microsoft Dynamics CRM, Dynamics GP and Dynamics NAV integration markets while expanding our significant base of Salesforce.com and SalesLogix customers” commented Scribe CEO Mark Prestipino. “While our Microsoft Dynamics customers use our solution to integrate Dynamics CRM, Dynamics GP, Dynamics NAV and Dynamics AX applications it is worth noting that over 70% of these customers use Scribe to integrate with non-Microsoft Dynamics applications. Scribe’s advantage is that we provide a low-cost, no-coding, easy to implement solution that can be used as the only tool businesses need to integrate virtually any application, data source or Software as a Service (SaaS) platform. Our move into Europe will allow us to expand not only our reach and revenue but also the range of solutions to which we can integrate. “

#### **Scribe easily enables integration to a number of endpoints**

Because Scribe is a flexible solution requiring configuration, not coding, it is easy to implement and modify as business processes inevitably change. Through thousands of customer implementations Scribe has integrated with, among others, the following applications and endpoints:

Scribe Software

Microsoft Dynamics CRM

Microsoft Dynamics CRM Online (Software as a Service)

Microsoft Dynamics GP

Microsoft Dynamics NAV

Microsoft Dynamics AX

Microsoft Dynamics SL

[Salesforce.com](https://www.salesforce.com) (Software as a Service)

Netsuite

Sage [SalesLogix](https://www.saleslogix.com)

Pivotal CRM

Webtrends

SAP

JD Edwards

Oracle Applications

QAD

PeopleSoft

Lawson

MAS 90/200

MAS 500

Epicor

Legacy Applications

Databases

SQL Server

Oracle

DB2

Sybase

Progress

Pervasive SQL

Excel Files

ODBC Data Sources

ACT! and Goldmine (Migration to other systems)

### **Smart Businesses Choose Scribe**

With thousands of customers, Scribe solutions provide an ideal balance of scalability, affordability and ease of implementation and modification. Scribe customers include:

Amica Life Insurance

Bank of America

Carnival Cruise Lines

Equinox Fitness

Fidelity

Fujitsu

Scribe Software

Karl Strauss Brewing Company

Kodak

National Geographic

Onity

Pepsi

Raymond James

US Airways

Tim Nugiel, Manager of Business Systems at Equinox Fitness, uses Scribe to integrate Equinox's business applications including Microsoft Dynamics CRM. "With all the pre-baked functionality within Scribe, it's just point and click. Just to handle the amount of data feeds we're dealing with we would have to hire at least two or three additional people. Instead, Scribe allows us to put it on autopilot – it automatically manages the information exchange between our systems."

John Snead, Director of Beer Operations at Karl Strauss Brewing Company, selected Scribe to integrate their Salesforce CRM application with their Microsoft Dynamics GP back office system. "Scribe automatically captures orders from Salesforce and seamlessly integrates the order into Dynamics GP in a matter of seconds."

Onity, a leading manufacturer of locks for the hospitality lodging industry, integrates their data seamlessly from Microsoft Dynamics CRM directly into Microsoft Dynamics NAV. "We see Scribe as the 'glue' tying all our information together and providing us with a complete picture of every customer, every opportunity."

### **Smart Resellers Standardize on Scribe**

With over 800 resellers worldwide Scribe has the necessary global reach to assist customers with their integration needs. Scribe resellers include:

AlfaPeople

Ascentium

Aspective

Avanade

Columbus IT

Customer Effective

ePartners

Orbis AG

Qurius

Tectura

Touchstone

VOX

Scribe Software

### **About Scribe**

Scribe Software Corporation provides low-cost, no-coding solutions that can be used as the only tool businesses need to integrate virtually any application, data source or Software as a Service (SaaS) platform. Scribe solutions are simple to configure and provide ease of modification as business processes change. They are especially popular among organizations running Microsoft Dynamics CRM, Dynamics GP, Dynamics NAV and Sage SalesLogix applications as well as Salesforce.com and Microsoft Dynamics CRM Online. Scribe Software is led by experienced technology executives from Microsoft, Oracle, AutoDesk, i2, Vitria, Dun and Bradstreet, and WebTrends. For more information about Scribe, please visit [www.scribesoft.com](http://www.scribesoft.com)

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