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### **Scribe Software Launches Hosting Partner Program**

*Integration Vendor enables hosting partners to provide Scribe Insight in Software-as-a-Service model*

**Bedford, NH; October 27, 2009** – [Scribe Software](#), a rapid integration vendor and the leading integration and migration solution choice of [Microsoft Dynamics® CRM](#), [Microsoft Dynamics® GP](#), [Microsoft Dynamics® NAV](#), and [Microsoft Dynamics® AX](#) partners and customers is announcing the launch of its Hosting Partner Program. The program, targeted at companies which currently host Microsoft Dynamics Business Applications, provides a number of significant benefits for partners and their customers including:

- Subscription based pricing with no minimum contract
- Scribe Pre-sales 'Proof of Concept' support to ensure customer and hosting partner success
- Simple solution provisioning model to ensure flexibility and emphasize ease of deployment for hosting partners
- Packaged consulting support options tailored specifically for Hosting Partners

Because Microsoft Dynamics Applications, and specifically Microsoft Dynamics CRM, provide partners and customers the 'Power Of Choice' to be deployed on-premise or in a hosted configuration, many of Microsoft's partners elect to provide hosted Dynamics solutions for their customers. These hosted solutions, which are often tailored to a particular industry or business need, typically require data migration and integration provided by Scribe's product line. With the introduction of Scribe's Hosting Partner Program Scribe will be able to expand its already dominant presence in the Microsoft Dynamics channel by addressing this growing segment of service providers.

"One of the historical roadblocks preventing most companies from outsourcing their mission critical applications to a hosting provider has been the perceived lack of integration to their other critical on-premise applications," commented Lou Antonucci, Vice President of Sales for Scribe Software. "Scribe has always provided our partners an integration toolkit that could bridge that integration gap between on-premise and Software-as-a-Service applications. Now, with the new Hosting Partner Program, Scribe makes it even easier for our partners to be successful at selling not only our integration solutions but also their hosted Microsoft Dynamics solutions."

## Hosting Partners Choose Scribe

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

AlfaPeople  
Atrio Systems, Inc.  
CRM-Resultants  
Data Resolution  
Engage, Inc.  
Friendly IT Solutions BV  
Hortus Digital  
Innovative Computer Systems, Inc.  
Omnivue  
Outsourcery  
Pointivity  
SaaSPlaza  
WATSERV

Jeff Pyden, Managing Director of OmniVue Business Solutions, a pioneer in Microsoft Dynamics hosting, commented that, "We have been utilizing Scribe's integration capabilities for our Hosted Microsoft Dynamics GP and Dynamics CRM implementations since 2003 and can attest to the success our clients have realized. It's very common for mid-sized companies to be running parts of their business with an industry-specific or custom application. By offering Scribe with their hosted Microsoft Dynamics ERP or CRM solution, we can seamlessly connect the systems together, providing our clients with a complete solution that ensures the accuracy of their business-critical information."

Mark Seemann, Product Strategy & Development Director at Outsourcery commented, "The introduction of the Scribe solution into our product portfolio demonstrates our strategy of providing SMEs with the IT that is going to make a tangible difference to their business, without it costing them the time and expense of managing the solution themselves. There are so many hosted services out there that are just 'nice to have' – we're working with our partners such as Microsoft to provide access to effective technology that will benefit their existing business and streamline it for future growth."

Linda Erickson, Vice President of Pointivity commented, "As more businesses move their applications into hosted environments, they need to integrate and share data across different systems. Scribe's new monthly pricing model allows Pointivity to integrate the solution as part of our hosted Dynamics offering. This allows us to deliver Software-as-a-Service (SaaS) solutions for companies looking to minimize the upfront costs of deployment. Because Pointivity provides turnkey hosted solutions for Microsoft Dynamics partners to resell the Scribe solution makes it easy for our partners to integrate legacy and custom applications for their customers."

Olivier Meynier, Director of SaaSPlaza US, commented: "SaaSPlaza primary focus is on hosted services for Dynamics and we see Scribe as a pivotal ISV for our partners, bringing robust application integration backbone with a rich set of adapters. Combining Scribe integration capabilities and their newly

## Scribe Software

introduced subscription pricing with the SaaSplaza hosted services means MBS partners can now deliver Software-as-a-Service ERP and CRM solutions to their customers and respond to the challenge of integrating hosted and on-premise applications which often inhibits SaaS adoption.”

### **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:

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

Scribe Software

ACT! and Goldmine (Migration to other systems)

### **About Scribe**

Scribe Software Corporation provides cost-effective, 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)

### **About OmniVue**

OmniVue is a recognized leader in delivering the innovative Microsoft Dynamics products and services that enable small and mid-sized companies to efficiently run their business and make informed business decisions. A Microsoft Gold Certified Partner, OmniVue helps businesses select and implement on-site or hosted accounting, financial and customer management software solutions that best meet their needs for scalability and ease of use with reduced risk and lower total cost of ownership. Founded in 2003, OmniVue is based in Metro Atlanta. For more information about OmniVue please visit [www.omnivue.net](http://www.omnivue.net)

### **About Outsourcery**

With an investment of £10 million in its own state-of-the-art data centres and hosting infrastructure, Outsourcery is now the UK's No.1 independent provider of business mobile solutions to SMEs and the UK's No.1 provider of hosted Microsoft Dynamics CRM 4.0. Outsourcery was recently selected by Microsoft as the sole UK launch partner for the Microsoft Communication Services partner program at its Worldwide Partner Conference 2009 in New Orleans and was a runner-up in the 2009 Microsoft Dynamics Regional Partner of the Year Awards. The company is committed to providing its channel partners with the most complete UC and hosted IT product set in the UK, all managed via one control panel. For more information, please visit [www.oursourcery.co.uk/partners](http://www.oursourcery.co.uk/partners).

### **About Pointivity**

Pointivity is a leading hosting and managed service provider offering enterprise level solutions to businesses of all sizes and industries anywhere in the world. When we partner with your company, our goal is not just to provide you with the latest and greatest technology, rather we first understand your business goals and strategic vision and then we apply the available technology to best assist you in achieving those goals with minimal impact to your bottom line. For more information about Pointivity visit [www.pointivity.com](http://www.pointivity.com)

### **About SaaSplaza**

## Scribe Software

SaaSplaza is an open SaaS Platform and a global operating Microsoft Software + Services Incubation Center. We bring together software suppliers and implementation Partners for the transparent supply of Software-as-a-Service. SaaSplaza is dedicated to serve Partners, respecting their unique position in their local markets. The Partner is always in charge, owning the customer and invoice relationship and giving the Partner the chance to make sufficient margin on both the software licenses as well as the SaaSplaza infrastructure services. SaaSplaza guarantees these Partners and their customers with the highest possible assurance in terms of availability, reliability and service level, confirmed by a yearly SAS 70 Type II certification. At present more than 75 software suppliers and implementation Partners throughout the United States and EMEA are working together on SaaSplaza. Daily, they deliver business-critical Software-as-a-Service solutions to some one million end-users in over 50 countries. For more information, visit [www.SaaSplaza.com](http://www.SaaSplaza.com)

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