



November 2008: Update

DBR IT wins Arrow National Business Partner of the Year

On November 6, at the Annual Arrow Business Partner awards night, DBR IT won the coveted NATIONAL Arrow Business Partner of the Year Award. This marks a new record as we continue our run that began in 1996. Thank you to all of our staff and customers that helped us win.



DBR IT Achieves highest level of Partner Certification with Microsoft: **GOLD** Partner

As part of our continuing commitment to help our clients get the most from their IT investments, DBR IT has now attained the highest level achievable within the Microsoft global partner program—GOLD Certified Partner.

Not only does that mean we are more highly trained and skilled than ever before, but are also better placed to achieve more efficient and timely support from Microsoft on technical related matters.



Apple kicks a goal with iPhone

Smartphones and integrating them with Microsoft Exchange have been problematic in the past, but surprisingly, Apple has come up with a winner with the latest iPhone. Not only is it an iPod Touch, but a 3G phone with fast and easy integration into Exchange for email, calendaring and contacts on the go.

When we subjected our test model for high data usage patterns we were also very pleasantly surprised with the low associated cost. Having WiFi built-in with snazzy and efficient prioritization, not only are they cool, but they worked beautifully in all our tests, and were comparatively cheap to run.

To any of our clients looking at Smartphone options at the moment—the Apple iPhone is very hard to beat, but **please CALL us before making any purchases!**



DBR IT has been in discussions with Microsoft for some months regarding a closer relationship. This has culminated not only in our qualification for GOLD



Partner status with our Technical Division, but also with DBR IT committing to expand the relationship into the application space. DBR IT has created a new Division for Microsoft Dynamics NAV (formerly known as Navision). This has not been done to replace Arrow/Tencia in our product line-up, but to compliment it, with NAV slotting into the market at a higher price and complexity point. Going hand in hand with both NAV and Tencia, we are also committed to a Dynamics CRM 4.0 Division to round out our offerings. Microsoft's CRM product has reached maturity and offers great flexibility and integration with the Server Suites, both Arrow's Tencia release and Microsoft Dynamics NAV, and of course Exchange and Outlook. Stay tuned for more information over the coming months.



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Arrow Research Corporation are still on track to deliver the release to market version for the first wave of modules before the end of **THIS** year and are currently doing the last round of testing internally to ensure that the best possible product is deployed to the market for both new and existing customers. Arrow Research Corporation will be working with us in the New Year about formulating a clearly defined strategy to enable all users of ArrowSQL to receive the full benefits of Tencia as the remainder of the application is progressively released to market in the first half of next year.

At this point, staged release to market is scheduled to be able to commence in just a few weeks.