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Making More of Microsoft Business Solutions in North America

Manchester, UK – 1st October 2003 – Launched just 12 months ago at Stampede 2002, Trinity's Premier Partner Program has experienced awesome growth, recruiting 20 North American Microsoft Business Solutions partners, who have joined this community to enable them to successfully penetrate the distribution vertical. These partners have experienced considerable sales success, with implementation of Myridas[®] distribution modules into over 50 MBS – Great Plains sites; both new and existing.

To service this growing community, Trinity has developed a number of support mechanisms ranging from online and class based training to sales and marketing support and the creation of a comprehensive partner extranet. The partner extranet provides unique access to sales tools, presentations, market information, product literature, technical support and product downloads, giving premier partners the ability to access information they need, when they want it. Alan Williams, Partner Channel Manager commented, 'Providing our partners with the level of support they require 24-7 is of paramount importance. The ongoing development of the extranet site is an invaluable tool to cultivate relations with our partners and respond to their requirements efficiently'.

As MBS continues to advance with it's message for partners to 'Get Focussed and Get Vertical', Trinity's continuing product development program enables partners to confidently address the distribution vertical with a comprehensive solution. The suite of Myridas modules allows partners to provide distribution companies with a tailored and scalable package to meet specific company and market requirements. Saeid Marzban, CEO of Internet eBusiness Solutions commented, "Trinity's Distribution modules have been a significant factor in helping us to secure two new large business wins and provided us with the confidence in proposing the GP platform in what were fiercely competitive sales situations".

The pedigree of Myridas products is reflected in Trinity's sales of 4 modules to MBS in the past 3 years, which are now available within MBS's own core Great Plains product. In 2002 Trinity also received, for its achievements, the award of 'European MBS Solution Developer of the Year'.

Trinity continues to build on this platform of success, with the planned release of two new modules in November 2003, and enhancements to the premier partner channel and support mechanisms.

Editor's Information:

Established in 1975, Trinity Computer Services is a software developer and reseller that provides application software systems that support the business processes and information needs of wholesale distributors. Working closely with its customers, Trinity quickly evolved to be a leader in this sector, a position attained through a comprehensive understanding of specific business requirements and industry trends. Trinity customers include major UK distribution organisations such as Interbrew, Matthew Clark Wholesale, Corporate Express and Scottish Courage.

A believer in continual product development and innovation, Trinity has a comprehensive portfolio of established distribution products which include DrinkMaster Plus, FoodTrader Plus, Trader Plus and an e-commerce solution, TrinityNet. Committed to offering new and innovative solutions, Trinity became a Microsoft Business Solutions solution developer and reselling partner in order to develop and supply Trinity's new generation of distribution systems, Myridas[®] Solutions.

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