



**Microsoft** Partner

Gold Portals and Collaboration  
Silver Content Management  
Silver Web Development  
Silver Application Integration

## ICS Solutions obtain prestigious Gold Portals and Collaboration competency

ICS Solutions are proud to announce their achievement of the new Microsoft Partner Network Gold Portals and Collaboration competency. ICS Solutions are one of the first UK Microsoft Partners to achieve the highest level in the new accreditations from Microsoft, which were launched in October.

Microsoft re-branded the previous Microsoft Partner Program to the new Microsoft Partner Network in October 2010. The move was born to make it harder for partners to achieve the prestigious 'Gold' status and differentiate their skills for the customer market. Achieving a Gold Competency will help clarify the "best in class" capability to customers and other Partners within that area of expertise.

The new Microsoft Partner Network is a community born from Microsoft's continued commitment to serve the needs of both its customer and partners. The new Microsoft Partner Network membership structure has dramatically changed, with the old Gold Certified, Certified and Registered Member levels being retired to introduce new Silver and Gold 'competencies' that allow partners to demonstrate their expertise by alignment to customer needs.

The introduction of the Silver category means the level of expertise is more recognisable to prospective customers. Whilst earning a Silver competency shows significant investment and expertise from each partner through passing exams, gaining customer references and demonstrating Microsoft expertise through Microsoft Certified Professionals, the new Gold level requires a higher level of investment and greater proven skills and expertise in a specific focus area, including additional levels of certification, exam requirements, customer satisfaction surveys and additional customer references.

Partners who achieve Gold status will represent an elite group of Partner organisations and associated individuals that have demonstrated the highest, most consistent capability and commitment within their targeted business solution area.

Martin Neale, Managing Director of ICS Solutions, said: *"We are extremely pleased to be one of the first partners to achieve the new Gold Portals and Collaboration competency. We have worked hard to gain this accreditation and it demonstrates our continued ability not only with Microsoft's guidelines, but our knowledge and experience within the Portals and Collaboration field."*

ICS Solutions Gold competency achievement demonstrates and recognises their expertise with Portals and Collaboration solutions, building on their reputation as the UK's Number 1 SharePoint Partner, specifically around collaboration and connectivity needs across intranets, extranets, and the Internet.

ICS Solutions have also achieved Silver status in Application Integration, Content Management and Web Development competencies and will certainly be 'going for gold' in these areas over the following months. ICS Solutions have also recently been awarded the 'Cloud Accelerate Partner' badge, building on their successful investment in Microsoft's Cloud technology. For more information on ICS Solutions services please visit [www.ics.net](http://www.ics.net).

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### **About ICS Solutions**

With access to over 300 SharePoint experts ICS Solutions are the UK's leading Microsoft SharePoint Partner. ICS has worked with SharePoint since its launch in 2001 implementing nearly 200 customer solutions in that time. We provide SharePoint services to many household names including (HBOS, 3i, Microsoft, Virgin Vie, Food Standards Agency, Jupiter Asset Management.)

Working with Microsoft early on in the SharePoint 2010 life cycle through early adoption programs we believe that our "Dip into SharePoint" offering ([www.dipintosharepoint2010.co.uk](http://www.dipintosharepoint2010.co.uk) a free portal which simplifies the evaluation of SharePoint 2010 by providing zero hassle, instant online access to your own unique, private and customisable SharePoint 2010 beta trial.) – The Dip Into SharePoint 2010 website was the world's first commercial SharePoint 2010 website going live on December the 1st 2009, 8 working days after the beta was launched.

