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Membership Vacancies

AxPact is currently recruiting new members in the following countries...

- Middle East
- Chile
- Colombia
- Argentina
- Ecuador
- Eastern Europe

For further information on joining AxPact please contact Paul Blatherwick on...

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www.ax-pact.com

Edan Win Four New Process Manufacturing Clients



2010 has been a great start for AxPact Belgium member, Edan Business Solutions, who won four new Microsoft Dynamics AX projects for clients in the process manufacturing sector. Edan are amongst the best AX partners in the world in terms of their experience and solutions for process industries and this will be a vital ingredient (excuse the pun) in delivering AX into Boss Paints, Avondale Foods, Swedish Match and Koppert.

Edan will utilise the local skills and knowledge of several AxPact members to implement AX in multiple locations. Koppert will roll out AX into 17 countries over the next two years and Swedish Match into 3.

Dominique De Vos (Partner & Sales Director, Edan Business Solutions) explains "Our success is a reflection of the focus we have on developing business and building industry specific expertise in food & process sectors, which in turn aligns fully with the worldwide vertical focus

strategy of Microsoft." He adds, "This also explains why Edan is often internationally called upon by companies with an international expansion strategy in the food & process industry to optimize their business processes. The mix of a 'best practice' food & process solutions based on MS Dynamics AX on the one hand, and experienced and dedicated consultants on the other hand, results in a perfect fit for our customers."

Additions Guide – Now live



We are now proud to announce that the eagerly awaited AxPact Additions Guide is NOW LIVE.

AxPact intend to make the online guide a must have resource for anyone involved in selling and specifying solutions for Microsoft Dynamics AX.

The guide showcases advanced add-on and vertical solutions from AxPact members and its Approved Product Partners.

The work is ongoing, the site will evolve constantly and we hope to have more than 100 approved solutions before the end of the year.

To register and be kept up to date with the latest additions visit www.axpactadditions.com



New Member Profile

AxPact New Zealand - Intergen



As one of New Zealand's leading Microsoft Dynamics implementation partners, with 52 Dynamics practitioners across the country, and a quarter of New Zealand's Dynamics customers, Intergen furthered its commitment to the Microsoft Dynamics space by becoming a Global AxPact member in 2009.

Intergen's Practice Principal for Dynamics, Simon Bright, comments: "This was an important step for Intergen in recognising and reinforcing the strength of our Dynamics offering in the Australasian

marketplace. We are immensely proud of the depth and coverage of our Dynamics talent – with an average of six and a half years' Dynamics experience for each of our Microsoft Dynamics consultants. AxPact membership, and all it entails, is an endorsement of our quest for excellence and our position as a market leader."

Intergen provides information technology solutions across New Zealand and the world based exclusively on Microsoft's tools and technologies. With more than 220+ staff, and a



Simon Bright
Intergen
AxPact New Zealand



third of these dedicated to Microsoft Dynamics CRM, NAV and AX implementations, Intergen works with organisations to improve productivity, empower staff, and streamline and automate

business processes, delivering comprehensive solutions for businesses of all sizes, in all industries.

AxPact Leaders Reach Microsoft Dynamics Top 100!

Dynamics World recently revealed the eagerly awaited listing for the Top 100 Most Influential People in the Microsoft Dynamics market.

There were over 350 nominations and almost 10,000 votes cast for the candidates on the shortlist. Competition to be included in this prestigious annual list is increasing as Callum Murray, CEO of Dynamics World explains:

"We limit our list to 100 names, and as the Microsoft Dynamics channel matures and grows the competition for

inclusion is becoming more evident and the judging becomes more difficult. But, the Top 100 is not focused on the best coders or the best consultants this event is about recognizing the people who are responsible for leading the Microsoft Dynamics channel, industry leaders, thought leaders, innovators, and bloggers."

With such competition across all the Dynamics products we are very proud that 3 of the leading characters in AxPact have been



Michael
Blatherwick



Philippe Bouaziz



Nico Tissink

included this year. Congratulations to our Chairman, Michael Blatherwick who founded AxPact in 2004 and runs AxPact UK and Ireland,

Nico Tissink (AxPact Netherlands) and Philippe Bouaziz (AxPact France).

Visit the Dynamics World Website at www.dynamicsworld.co.uk

Member Profile

AxPact South Africa - SIS Global



SIS Global is the leading Microsoft Dynamics partner in South Africa and have over 7 years' experience in delivering and supporting Microsoft solutions into Africa. As a member of the Microsoft Presidents Club and Dynamics Partner of the year, SIS has a team of industry and solution experts aligned to our ethos of "Making IT Happen".

SIS provides solutions to various industries with a particular focus on:

1 Professional Services

SIS implements financial, projects, and resource management solutions as well as service management for verticals including IT- and business consulting firms, Advertising and Media Agencies and

telecommunication providers.

2 Education

The SIS Education Framework encompasses Finance, full student-lifecycle management from registration and admissions to student CRM and business intelligence. SIS implements solutions to public and private education providers in Africa.

3 Advanced Distribution and Retail

Advanced Distribution as offered by SIS Global comprehensively addresses an end-to-end solution for Distributors and Retailers. This solution addresses Customer Management, Order Management Fulfilment, and Supply



Rob Hawley
SIS Holding
AxPact South Africa



Chain Management. SIS also offers specialised solutions for Ports and Shipping and related industries.

SIS delivers these solutions using the Microsoft stack of technology with a particular focus on Microsoft Dynamics AX. SIS has also partnered with a leading Microsoft software development

company who have industry-specific functionality that support the industries listed above as well as an international payroll .

SIS also implements Dynamics CRM, Microsoft Dynamics NAV, Microsoft Office SharePoint and Business Intelligence as well as IT infrastructure provision and management solutions.

Convergence 2010, scuppered by ash cloud



In the last newsletter AxPact announced that we would be returning to Convergence this year in Atlanta as a bronze sponsor.

Many months had gone into planning this event and the idea was to launch AxPact's new online additions guide. Unfortunately these plans

were scuppered due to the volcanic eruptions in Iceland and the disruption to long haul flights in and out of European airports.

Our apologies to our members and anyone that was hoping to meet us in Atlanta. Our plan is now to have a bigger presence at WPC in Washington later this year



so hopefully we will see you there.

Annual CEO Conference and AxPact Golf Challenge



In late March we held the 5th AxPact Annual CEO Conference in Paris.

Delegates arrived at the luxurious and conveniently located St James & Albany Hotel, which is only a stones throw from Le Louvre, in bright spring sunshine.

The conference is one of several key events for AxPact member CEO's and brings together the world's most successful AX business leaders to review the previous year and form strategic plans for business growth and success going forward.

On the Sunday evening delegates attended the conference welcome dinner in the hotel restaurant. AxPact Chairman, Michael Blatherwick, welcomed old friends and introduced our newest member Mr Mogens Wurgler of MW Data who was attending his first AxPact event.

One of the key benefits of AxPact membership is the transparent and trusted relationships between the members; this was evident again in

Paris as the ideas flowed as freely as the wine over dinner.

The main Monday meeting started early as there was a full agenda. Items for discussion included the new management committee nominees for 2010, a review of 2009 and the plan for the coming year. Members were also shown the prototype for the new online version of AxPact Additions, which will enable members to showcase their enhanced Microsoft Dynamics AX solutions to the wider market place.

So after a very productive day the business side of the conference was over and it was now time for

delegates to relax and enjoy what Paris has to offer, starting with dinner and a show at the world famous Moulin Rouge. The dinner and show was enjoyed by all but the highlight of the evening came when, during the mime act, our Chairman was dragged up on stage along with two other unsuspecting audience members. Michael had to play the ventriloquists dummy, and spoke several languages he didn't know he had, much to the hilarity of the audience and especially the AxPact table!

At last year's event in Lake Bled we extended the conference by a day for 'team building' activities including golf, fly

fishing and hiking. This year, by popular demand, delegates enjoyed a day of leisure with a choice of visiting the tourist attractions, relaxing in the hotel spa or, for the golfers amongst us there was the opportunity to play in the AxPact Golf Challenge. This esteemed golfing event was held at the Paris International Golf Club, one of Frances finest championship golf courses, courtesy of our host Philip Bouaziz who is a member at the club. It was another beautiful sunny day and the teams were drawn for what was a great competition. Congratulations to the winning team which included: Luca Spattini (Aive BS, Italy), Paul Blatherwick (AxPact), Philip Bouaziz (Prodware, France) and Keith Dunkinson (AxPact). We hope to have more teams next year including a team from Microsoft!

Thank you, Ian Mac, Hweg Herlevsen and Philip Bouaziz of Prodware for their help in organising what was a very successful and inspiring event.



AxPact Calendar 2010

July

World Partner Conference
- Washington



August

AxPro10 Project &
Methodology – Vienna



October

AxTech10 – Redmond



Latest Statistics

Languages	30
AX Licences	2566
Turnover (€)	310m
Offices	113
Members	27
Gold Partnerships	27
Inner Circle Members	7
Presidents Club Members	12

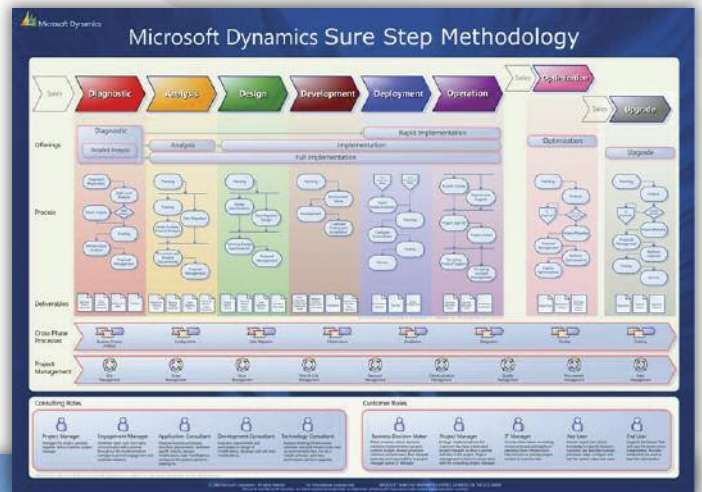


Projects and Methodology – Vienna 2010



August 2010 sees the AxPact Project Methodology meeting in Vienna Austria. Microsoft Dynamics AX Project Managers from 28 of the world's premier Dynamics AX partners (www.axpact.com/members) will be coming together to discuss the new iteration of Microsoft's Sure Step methodology and the AxPact Project Framework. The meeting will be hosted by the AxPact Austrian Partner (FWI), chaired by the AxPact Business Development Director Keith Dunkinson and will be honoured to welcome it's VIP guest speaker - Microsoft's Director of

Partner Product Development - Aditya Mohan. AxPact have participated in the last 2 Sure step Technology Adoption Programs and intend to remain at the forefront of Global Microsoft Dynamics AX delivery – having being involved with over 10% of all Microsoft Dynamics AX projects – ever.





The World's Largest Microsoft Dynamics AX Delivery Team

AxPact brings together the world's very best Microsoft Dynamics AX expertise to work together in delivering high quality multi-site, multi-national, Microsoft Dynamics AX projects.

Since AxPact was formed in 2004 we have successfully delivered more than 1200 Microsoft Dynamics AX implementations, which is over 10% of all AX projects worldwide.

global AX solutions

	AXPACT AUSTRALIA Scalable Data Systems www.scalableds.com.au		AXPACT AUSTRIA FWI www.fwi.at		AXPACT BELGIUM Edan Business Software www.edan.be
	AXPACT BOSNIA & CROATIA NPS Group www.nps.si		AXPACT BRAZIL msBS www.msbs.com.br		AXPACT CANADA Fullscope www.fullscope.com
	AXPACT CHINA Arvato Systems www.as-t.biz		AXPACT CZECH REPUBLIC Dynamica, a. s. www.dynamica.cz		AXPACT DENMARK MW Data www.mwdata.dk
	AXPACT FRANCE Prodware www.prodware.fr		AXPACT GERMANY KCS.net www.kcs.net		AXPACT GREECE DIS www.dis.com.gr
	AXPACT IRELAND Sense Enterprise Solutions (Ireland) www.senseenterprise.co.uk		AXPACT ITALY Aive www.aivebs.com		AXPACT MALAYSIA Arvato Systems www.as-t.biz
	AXPACT MEXICO I.T Soluciones www.it-soluciones.com.mx		AXPACT NETHERLANDS Pulse www.pulse.nl		AXPACT NEW ZEALAND Intergen www.intergen.co.nz
	AXPACT NORWAY Hands AS www.hands.no		AXPACT POLAND Integris www.integris.pl		AXPACT SERBIA NPS www.nps.si/en/
	AXPACT SINGAPORE Arvato Systems www.as-t.biz		AXPACT SLOVENIA NPS Group www.nps.si		AXPACT SLOVAKIA Gemma www.gemma.cz
	AXPACT SOUTH AFRICA SIS Global www.sisglobal.com		AXPACT SWEDEN Sogeti www.sogeti.se		AXPACT SWITZERLAND KCS.net www.kcs.net
	AXPACT TURKEY ETG www.datatraining.net		AXPACT UNITED KINGDOM Sense Enterprise Solutions (UK) www.senseenterprise.co.uk		AXPACT UNITED STATES Fullscope www.fullscope.com
			AXPACT VIETNAM Votiva www.votivasoft.com		

We hope you enjoyed this latest edition of AxPact News.

AxPact sells more than 10% of Microsoft Dynamics AX licences around the world and delivers to exceptionally high standards and customer satisfaction. Our members are amongst the elite in the Dynamics AX world with a common goal:

"To work together to provide world class Microsoft Dynamics AX solutions and to exceed the expectations of our customers in all aspects of their project."

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