

Microsoft Gold Partner Accreditation...

As the majority of Linetime customers appreciate, the company's development team has a reputation that is second to none in the industry. This dedication to innovation and the continued use of state-of-the-art technology has often been reported as one of the many reasons customers decide to invest in Linetime products and services.

In addition to being acknowledged by their customers for their exceptional technical talent and expertise, Linetime now reports that this commitment to excellence has been acknowledged by **Microsoft** through the achievement of its highly prestigious **Gold Certified Partner** status.

John Dickens the Linetime Operations Manager likened this new accolade to being in the world's Premier League of software developers and IT solution providers.

Microsoft Independent Software Vendors (ISVs) like Linetime face a unique set of challenges in what is an ever changing world of technology and market demands. Companies like this award winning legal software supplier need therefore to differentiate themselves and stand out in the marketplace.

Microsoft recognised this some time ago when they established '**The Microsoft ISV/Software Solutions Competency**' and also the '**Networking Infrastructure Competency**'.

These two programmes are designed to provide tangible benefits and support to Microsoft Certified Partners that specialise in developing, marketing, implementing and supporting all aspects of IT solutions, based on Microsoft technologies.

The concept is that software developers like Linetime can enrol on these programmes, subject to certain conditions, and hence gain access to a multitude of Microsoft resources to help build better products, enhance market presence and therefore deliver improved sales and profitability.

To encourage their software partners to establish a philosophy of constant technical improvement **Microsoft** has set a number of criteria that have to be achieved to prove specific levels of technical competence. Once achieved the individual ISV is awarded an appropriate number of **Partner Points**.

These Points recognise the company's expertise in their particular marketplace as well as the quality of their software and associated services.

Companies in the Microsoft Partner Programme can earn Partner Points in a variety of categories and ways, these include:

- The actual level of Microsoft product competence
- Number and level of Microsoft Certified Professional certificates
- Number of products that have passed Microsoft software tests and achieved certification
- Number of sales that can be attributed to Microsoft technologies
- Customer satisfaction rating
- Number of customer purchases of Microsoft products

Phil Snee, Linetime's Technical Director commented, "To have achieved Microsoft's top accreditation in such a short time is a tremendous achievement for our development team and especially for John Dickens who has led the way in ensuring that we continue to maintain the highest levels of both technical development and customer services."

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Background:

Linetime is the country's leading Legal Software Company - Law Society Software Guide 2007. Since its formation in 1983 the company has developed leading edge **Practice Management and Case Management systems** as well as niche products for debt recovery – **DebttimeSQL** is an acknowledged market leader in its field.

Linetime's Liberate legal software solution was the first truly integrated legal software suite available to the UK legal sector. Operating in a Microsoft SQL Server environment, customer shipments began in July 2001. The many benefits of the single database approach have resulted in the development of comprehensive Customer Relationship Marketing facilities (**Liberate Contact Marketing**) and many sophisticated online and reporting tools (**Liberate Report Generator and MyView.NET**). **Liberate Express** is an exciting new document and matter management system that can be used in harmony with the rest of **Liberate** but caters for the non-procedural "ad-hoc" worker and assists compliance and adherence to standards across all desks.

Linetime was the first legal software supplier to receive accreditation by Microsoft as **.NET** specialists.
See **www.linetime.co.uk**