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What's Happening

Thinking about a SharePoint pilot or Proof of Concept project? Have we got News for you!! IMPACT Management and Marcum Technology are proud to announce the grand opening of The POC LAB.

The POC LAB is a fully functioning, high tech virtual environment that enables customers to test a proof of concept or SharePoint pilot.

With the POC LAB you get infrastructure, installation, operating knowledge and know how, as well as demonstrations of third party products that expand SharePoint functionality without the worries and investment in licensing, hardware or set up fees.

Get hands on SharePoint experience without ever leaving your office. Move quickly from concept to results. Initial customer reaction is terrific - they've told us that the lab is indispensable and they could have never gotten to where they are today so quickly and easily without THE POC LAB.

Please contact Kevin Roskot at 516-495-1300, 303 or Kevin.roskot@impactmgmt.com for more information about how you can benefit from The POC LAB.

Earlier this summer Microsoft released a new case study that highlights IMPACT's utilization of Microsoft's Front Runner Innovate On early adopter program to develop its Patient Safety Portal. IMPACT Management was recognized in the Front Runner Innovate On program because we leverage the top tier technologies available on the market. As a result, IMPACT received the technical and marketing support it needed to bring the Patient Safety Portal to the marketplace quickly and successfully. You can read the case study at:

<http://www.microsoft.com/casestudies/casestudy.aspx?casestudyid=4000004947>

SharePoint Saturday came to town on September 12 and our own Pat Esposito, CEO was a guest speaker.

SharePoint Saturday is an educational, informative & lively day filled with sessions from respected SharePoint professionals & MVPs. Pat's session was titled Building a World Class SharePoint Application. Session synopsis:

Microsoft Office SharePoint Server 2007 provides a tremendous toolbox for building a world class SharePoint application. Taking advantage of these tools requires rethinking the design paradigm. A world class application needs to consider the Multi-Level Value Proposition which SharePoint uniquely facilitates- making SharePoint easy for users through an intuitive user experience, adding value for process owners through automated workflow and auditing, while providing a method to continuously measure and improve business performance using Key Performance Indicators.

We'd like to take this opportunity to thank AvePoint, www.avepoint.com, for being an awesome partner and for sponsoring our most recent SharePoint webinar series - Intelligent Governance and Management.

We're happy to extend a warm hello to our new customer, Stony Brook University Medical Center, www.stonybrookmedicalcenter.org. Stony Brook University Medical Center staff has been committed to delivering excellence in patient care, research, education, and community service since they began providing care in 1980. They are Long Island's only university-based medical center and offer the latest advances in medicine as well as actively enhance medical knowledge through basic science and clinical research. They serve as an educational resource for students of the University's School of Medicine and the Health Sciences Schools, Nursing, Dental Medicine, Social Welfare, and for Health Technology and Management.

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Events Worth Checking Out

Got Policies and Procedures?

Does your organization need a way to structure the management and distribution of its policies and procedures? For a long time, it's been a Herculean task to:

- **Keep policies and procedures up-to-date**

Got Emergency/Evacuation procedures -- Employee Handbook policies, Regulatory Agency policies & procedures -- S.E.C., FDA, HIPPA, or any regulatory bodies that govern your organization

- **Control multiple versions of policies & procedures**

Got multiple facilities? Multiple versions of policies?

- **Search Effectively and efficiently**

Got the right documents when you need them most – Audits, in emergencies? Got hours of time to kill searching for these documents?

The IMPACT Management P2 system is a document management system that uses Microsoft Office

SharePoint technologies to organize, store, approve and update policies and procedures throughout your organization – across departments and facilities and at multiple locations.

Date: Thursday, September 24, 2009

Time: 11:00am-12:00pm EST

Location: Online

Who should attend?

- Policy & Procedure Committee Members
- Audit Committee Members
- Technical Decision Makers (CIO, CTO, VP of IT, Director of IT)
- Human Resource department Staff

Register Now at: <http://www.clicktoattend.com/?id=141214>

Using Citrix NetScaler

Business and user expectations for SharePoint have never been higher. Fortunately, Citrix NetScaler provides a simple, all-in-one solution to help overcome the infrastructure issues that can interfere with the high quality SharePoint user experience the business expects.

In cooperative tests with Microsoft, Citrix increased SharePoint file download speed up to 230x for a typical remote branch office. And the benefits that Citrix NetScaler provides to SharePoint extend beyond impressive speed improvements: customers have experienced 150 to 1 ratios of client-to-server connections and realized significant savings in server deployment costs.

Citrix® NetScaler® is an integrated Web application delivery controller that functions as an application accelerator through caching and HTTP compression, and provides advanced traffic management through Layer 4-7 load balancing and content switching functions.

Netscaler helps to reduce the TCO of Web application delivery, optimizes the user experience and makes applications run five times better.

Don't Miss Out on this exclusive IT event!

Date: October 8, 2009

Time: 4:30pm - 7:00pm (4:00pm registration)

Location: Microsoft NYC*

6th Floor

1290 Avenue of the Americas

New York City, NY 10104

**A picture ID is required for entry.*

Who should attend?

- IT Executives, Directors, and Managers
- Solution Architects and Developers
- Technical Decision Makers (CIO, CTO, VP of IT, Director of IT)
- IT Staff involved in Web Application Delivery

Register Now At: <http://www.clicktoattend.com/?id=141307>

SharePoint - The Magna Cum Laude of Collaboration Platforms and WEBSITES

Join us on October 14, 2009 to learn why SharePoint is the Magna Cum Laude of collaboration platforms and the preferred choice for today's cutting-edge websites.

This webinar is for you if your goals are to:

- Drive higher business value from your web presence by utilizing today's Content Management System technology
- Deploy a website with easy and flexible deployment, administration and application development
- Have the power of branding built into your website platform
- Have the ability to provide important and relevant information quickly and easily by enabling non-technical staff to become webpage content creators with all the right controls!
- Create a Content Management System that meets your requirements for Versioning, Publishing, User Roles and Audience Targeting
- Meet critical governance requirements

You will also hear from the Queen's College, AVP/CIO, Naveed Husain, about their experience with designing, branding and building their new website – launched on Microsoft SharePoint Server 2007 Summer 2009.

Register Now at:

<https://www.livemeeting.com/lrs/microsoft1/Registration.aspx?pageName=bv2psfqdr2h17193>

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IMPACT Solutions

Policies & Procedure Solution - The P2 System

Managing your policies and procedures has never been easier than with the P2 system. P2 is a document management system that uses Microsoft Office SharePoint technology. It offers a proven system for organizing, approving and updating policies and procedures throughout your organization – across departments and facilities and at multiple locations.

P2 benefits include:

- Quicker access to important policies & procedures – Improved efficiency
- Document management with version control
- Increased quality of patient care
- Easier and less time consuming to find, review and approve new policies
- Ability to manage and update policies & procedures across multiple locations and multiple policy writers – regardless of policy & procedure ownership

- Improved speed & ability to prove compliance with The Joint Commission, HIPPA, and other compliance agencies
- Savings through reduced paper costs and employee time

Call Lisa Lam at 516-495-1300, 316 for more information about IMPACT's P2 system.

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SharePoint in the News

Microsoft's SharePoint Thrives in the Recession

August 12, 2009: New York Times

<http://bits.blogs.nytimes.com/2009/08/07/microsofts-sharepoint-thrives-in-the-recession/>

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Partner Spotlight

This month we're spotlighting IMPACT's newest partner, Citrix, www.citrix.com. IMPACT Management is focused on bringing our customers Citrix's NetScaler product. Netscaler optimizes the delivery of web applications, improving performance, increasing security, and improving web server capacity.

About Citrix

Centralization, optimization and virtualization have been the focus of Citrix product innovation, strategic acquisitions, go-to-market partnerships, and talent development for over twenty years. The Citrix family of products and services centralize, virtualize and minimize the complexity of traditional computing, significantly reducing costs, improving information security, mobilizing people, and delivering enterprise agility. Our belief in the power of simplicity becomes more market-relevant every day and is the basis for how Citrix will continue to drive long-term value for shareholders, employees, customers and partners. Citrix desktop virtualization, application virtualization, server virtualization, application networking, cloud computing and Software as a Service offerings radically simplify computing for millions of users, delivering applications as an on-demand service to any user, in any location on any device.

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Special Offers

Forefront Security Suite (FSS) Promotion

Receive up to 30% savings on user and device subscriptions for both new and existing customers. Microsoft ForeFront Security Suite (FSS) includes:

1. ForeFront Client Security
2. ForeFront Security for Exchange Server
3. ForeFront Security for SharePoint Server
4. ForeFront Security for Office Communication Server
5. Forefront Online Security for Exchange

Purchase After: 2/1/2009

Purchase By : 12/31/2009

Redeem By : 12/31/2009

Call Kevin Roskot at 516-495-1300,,303 for details about any of these offers.

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