



## What's Happening

Theresa Cuttitta, our Director of Marketing, and I recently had the pleasure of visiting the Ronald McDonald House of Long Island. The House, in New Hyde Park, Long Island provides a sanctuary for families with seriously ill children receiving treatment in local hospitals.

I was overwhelmed with the warmth and coziness of the House. Did you know that the bedrooms in the new tower at the House are built on a curved facade that faces Schneider's Children Hospital – offering parents the ability of keeping a watchful eye toward their children? I didn't know that either. All details, designs and colors are purposely orchestrated to comfort residents during this very difficult and stressful time. I can most assuredly say that families who spend time at the Ronald McDonald House are truly in capable, loving hands. IMPACT Management is proud to support The Ronald McDonald House of Long Island. Please [visit their website](#) for more information about The House.

On February 12 IMPACT Management hosted our annual IMAGINE SharePoint event at Microsoft NYC. The event's theme was SharePoint in the Real World and featured customer stories and case studies about how companies are realizing the ROI on their SharePoint investments. The all day event attracted close to 100 attendees, some of whom told us that this was the best SharePoint event they ever attended. IMPACT partners – AvePoint, Bamboo, EchoTechnology, Rackspace and SetFocus showcased their products that expand SharePoint functionality.

New this year to the event, was the Customer Panel. Panel members talked about how their companies are utilizing SharePoint, what their SharePoint development and deployment experience was like and what they see in the future for SharePoint.

Did you have an opportunity to participate in SharePoint Saturday on 2/21 at Microsoft in New York City? IMPACT Management was in attendance and sponsored several event raffle prizes. The event was crowded with both technical and end users looking to learn more about SharePoint.

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**Microsoft**  
GOLD CERTIFIED  
Partner

We're happy to announce that IMPACT Management has again been recognized by Microsoft as a Gold Certified Partner for 2009/2010. This certification is awarded to partners who have achieved the highest level of technological excellence, marketplace impact and satisfaction of customers through Microsoft products and services.

In last month's newsletter we mentioned some new changes for IMPACT in 2009. The first of these that we want to tell you about is the formalization of our Identity and Access Management practice.

Over the past several years, we have worked with many of our customers to include successful strategies for implementing identity and access management solutions into their SharePoint initiatives -- strategies that enable organizations to reduce costs, gain control over user base credentialing and management, minimize risk and meet regulatory requirements.

We've earned our Microsoft Security Solutions Competency with an Identity and Secure Access specialization and we're building a dedicated Identity and Access Management team to bring these solutions to the market. Call Lisa Lam for more information about our Identity and Access Management offerings, 516-495-1300 x 316.

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## Events Worth Checking Out

### Business Intelligence Technologies: The Essential Suite for Informed Decision Makers

**Date:** March 25, 2009

**Time:** 9:00am – 12:30pm

**Place:** Microsoft NYC Center\*

1290 Avenue of the Americas

6th Floor

New York City, NY 10104

\*Picture ID is required for entry.

[Click Here to Register Now](#)

**Who Should Attend:** Business and Technical Decision Makers who are interested in using the latest business intelligence technologies (Microsoft Office SharePoint Server, Microsoft Performance Point, Microsoft SQL Server 2008) to answer the following questions:

- What Happened? – Reporting & Consolidation
- What is Happening? – Scorecard, DashBoards
- Why did it Happen? - Analytics
- What Will Happen? - Forecasting
- What Do I want to Happen? – Planning & Budgeting

**Hosted By:** IMPACT Management

## SharePoint Webinars: Hosted by IMPACT Management

### SharePoint – The Magna Cum Laude of Collaboration Platforms

**Next Webinar:** Tuesday, March 31st, 2009

**Time:** 2:00pm - 3:00pm

[Click Here to Register Now](#)

**Who Should Attend:** Technical and business decision makers and influencers who are familiar with

**Why Attend:** Join us to learn why SharePoint is the Magna Cum Laude of collaboration platforms and how Microsoft SharePoint technology enables you to expand classroom boundaries and evolve the experience of learners and educators to make learning happen everywhere.

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## IMPACT Solutions

Microsoft Office SharePoint Server 2007 provides built-in workflow templates to automate approval, review, and archiving processes. This month's IMPACT solution is based on SharePoint's workflow capabilities. It is the automation and facilitation of the Faculty Tenure Review Process.

Faculty members at education institutions strive for tenure. The manual, paper-driven application process, however, can be very cumbersome. IMPACT Management developed the FACT system - FACulty Tenure Review Process system. With this new system, academic tenure requirements including application and accompanying supporting documents are submitted electronically for an easier and less time consuming review. FACT is accessed by the tenure review committee members who evaluate electronic submissions rather than paper-based submissions – saving reams of paper and printing costs- Go Green! FACT also saves hours of time for tenure-track professors and review committee members.

FACT System Features include:

- Single Portal Page
  - For faculty on tenure track to enter their tenure application with a single upload.
- Workflow Technology
  - Committee review members can choose to review submissions that were already approved by subordinates in the review chain of command. Reviewers can also use these functions to see which submissions they need to review for each approval meeting.
- Automated email alerts
  - Notify faculty and committee members where submission is in the review cycle.
- Calendar and Agenda functions
  - Prioritize submissions based on where they are in the review cycle.

If you have a manual, paper-based system that you think would be a good candidate for a SharePoint solution, please call Lisa Lam at 516-495-1300 x 316 to discuss. We'll be happy to help you reclaim hours of time and paper costs.

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## SharePoint in the News

### Microsoft Makes Broad Changes to BI Strategy

January 27, 2009: *InformationWeek*

Microsoft will discontinue PerformancePoint Server as an independent product and fold some of its capabilities

into SharePoint Server, signaling a significant change in business intelligence (BI) software strategy.

[Read the full article here.](#)

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## Partner Spotlight

This month we are highlighting our five IMAGINE SharePoint Event partners:

### **Hewlett-Packard, [www.hp.com](http://www.hp.com)**

This month we're spotlighting Hewlett-Packard. Under the NYS OGS Agreement with Microsoft, HP acts as a Large Account Reseller for all Education, State/Local Government and Healthcare clients. If you are one of these types of institutions in the State of New York, you are invited to join the Microsoft Volume Select License Agreement program brought to you by NYS OGS and Hewlett-Packard. There is no cost to join and no minimum licenses to purchase. Please call Kevin Roskot, 516-495-1300 x 303 at IMPACT Management for more information about this program.

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## Special Offers

### **Identity Lifecycle Manager 2007 Pricing Promotion**

For a limited time, get a 50% discount on Identity Lifecycle Manager 2007 Client Access Licenses with Software Assurance. Purchase must be made by March 31, 2009.

The base license price for Identity Lifecycle Manager 2007 Client Access Licenses will be discounted by 50% when purchased with Software Assurance.

Purchase After : 8/1/2008  
Purchase By: 3/31/2009  
Redeem By: 3/31/2009

### **Project Management for SharePoint**

Up to 25 percent savings on Office Project Professional 2007 license and Software Assurance packs, Office Project Server 2007 server license and Software Assurance packs, and 250 or more Office Project Server 2007 CAL and Software Assurance packs.

Purchase After: 2/1/09  
Purchase By: 7/3/09  
Redeem By: 7/3/09

### **Microsoft Financing – 6 months No Payment**

Save your cash! When you use Microsoft Financing to purchase your total IT solution, you won't have a payment due for 6 months. All Microsoft products and licenses are eligible for the promotion. In addition, Microsoft software, Partner services and other products required to implement a Microsoft technology solution are eligible for the promotion.

Purchase After: 7/07/08  
Purchase By: 6/30/09  
Redeem By: 6/30/09

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

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