



What's Happening

"We will open the book. Its pages are blank. We are going to put words on them ourselves. The book is called Opportunity and its first chapter is New Year's Day." - Edith Lovejoy Pierce –

May you fill your 2009 Book with peace, prosperity and joy.

Here at IMPACT Management we're gearing up to grab hold of new opportunities including new markets, new products and new teams. We'll be sharing the first chapter with you shortly. Be on the look out!

We're starting off the new year with our annual 2009 IMAGINE SharePoint event – SharePoint in the Real World. This is one show you're not going to want to miss. Find out how companies are using SharePoint to save costs and increase productivity – always worthy goals, even more so now!! [Click here](#) for more information.

We'd like to extend a warm welcome to our newest customer, University of Maryland, College Park. The University of Maryland is ranked among the top 20 public research universities in the country and attracts about 35,000 students from more than 140 nations each year. Their focus on world-class education and innovation, enables them to attract highly regarded faculty and powerful research projects. Check them out at <http://www.maryland.edu/>.

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Events Worth Checking Out

2009 IMAGINE Event – SharePoint in the Real World

Date: January 21, 2009

Time: 9:00am – 3:30pm (Breakfast and registration 8:30am)

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 Decision Makers, Technical Decision Makers and Influencers

Why Attend: Join us at this event to learn about companies that are deploying SharePoint and the success they are experiencing.

- What business problems are companies solving with SharePoint technology?
- How are SharePoint solutions positively impacting real world bottom lines?
- Discover products on the marketplace that expand SharePoint functionality and contribute to operating efficiencies and effectiveness.

Meet with vendors - see how their products expand SharePoint functionality.

SharePoint is Microsoft's fastest growing product of all time and with over 1 million licensed SharePoint users (as of 4/08), it's time to IMAGINE the SharePoint possibilities in your Real World.

Hosted By: IMPACT Management

Sponsored By: Avepoint, Bamboo Solutions, echoTechnology, Rackspace, and Setfocus

SharePoint – The Perfect Prescription for a Healthcare Organization

Date: February 11, 2009

Time: 9:00am – 12:30pm (Breakfast and registration 8:30am)

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: CEOs, CIOs, CMIOs, Business Decision Makers, Technical Decision Makers and Influencers

Why Attend: This event is for Healthcare business and technical executives and decision makers who want to discover why Microsoft's SharePoint is the Perfect Prescription for a Healthy Organization.

Learn about:

- Best practices for deploying SharePoint in a Healthcare Organization
- Ways to create valuable collaboration and business process improvements
- See a demo of IMPACT Management's National Patient Safety Portal – a JCAHO compliance application

Dr. John Drury is the Chief Medical Information Officer for the Saint Raphael Healthcare System and Medical Director of the Care Management Department at the Hospital of Saint Raphael in New Haven, CT. He leverages his practice of cardiology and administrative roles to improve healthcare by building patient-centric collaborative environments.

Dr. Drury will share how St. Raphael's leveraged Microsoft's SharePoint technology to provide the safest and highest quality care to its patients. You'll learn how Microsoft SharePoint and collaboration resources can be the perfect prescription for a healthy organization.

Hosted By: IMPACT Management

Be Bold. Take Hold of Identity and Access Management.

Date: February 25, 2009

Time: 9:00am – 11:00pm (Breakfast and registration 8:30am)

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: Technology Influencers and Decision Makers.

Why Attend: This event is for technology executives who are interested in Identity and Access Management solutions like automation of user provisioning, credential management and single sign on.

Hosted By: IMPACT Management

SharePoint Webinars: Hosted by IMPACT Management - Please note new schedule

"Introduction to SharePoint" Webinar - Roadmap for a Successful SharePoint Deployment

Next Webinar: Tuesday, January 27th, 2009

Time: 2:00pm - 3:00pm

[Click Here to Register Now](#)

Who Should Attend: Technical and business decision makers and influencers who want to learn about SharePoint

Why Attend: This webinar is for individuals who want to learn more about how IMPACT Management has helped companies develop and deploy SharePoint technologies to enable their employees to work more efficiently, gain better visibility into their business, and more reliably search and find business documents.

"Tips & Tricks for a Successful SharePoint Deployment" Webinar

Next Webinar: Thursday, January 29th, 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 SharePoint.

Why Attend: This webinar is for individuals who want to learn about the Tips and Tricks used by SharePoint pros and to understand how IMPACT Management can help you make your SharePoint vision a reality.

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IMPACT Solutions

We recently had the opportunity to build a Classroom Collaboration solution that can be used in schools, colleges and universities. Classroom collaboration is built with SharePoint technology and gives students and professors easy ways to connect, expand classroom boundaries and evolve the experience of learners and educators to make learning happen everywhere. Gone are the days' when you could claim that the dog ate your homework and you can't get to class due to inclement weather.

With Classroom collaboration, teachers can:

- Post Class syllabuses
- Blog
- Communicate Contact Information
- Post classroom related documents, audio and video presentations and slides

Students can:

- Submit homework directly and securely to their teachers
- Participate in classroom discussion boards
- Sign on from anywhere

Please contact Kevin Roskot at 516-495-1300, 303 or at kevin.roskot@impactmgmt.com for more information about this solution or any of our Education offerings.

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SharePoint in the News

Top 10 Microsoft Stories of 2008

December 15, 2008: *InformationWeek*

Having bid farewell to Bill Gates, Microsoft tempered its appetite for Yahoo, tweaked Vista, leapt into cloud computing, allowed a peek at Windows 7, and warmed up to open source. SharePoint is featured as the 10th story.

[Read the full article here.](#)

Partner Spotlight

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

AvePoint, www.avepoint.com

AvePoint, the creator of the award-winning DocAve platform, specializes in enterprise-strength [backup and recovery](#), [administration](#) and [migration](#) software solutions for SharePoint.

Bamboo Solutions, www.bamboosolutions.com

Bamboo Solutions, Microsoft Gold-certified partner, is a leading global provider of SharePoint Web Parts and technologies that extend the power of the SharePoint platform. Over 4,500 organizations worldwide have chosen to enhance their SharePoint deployment with products and solutions from Bamboo. If you have SharePoint, you need Bamboo!

echoTechnology, www.echotechnology.com

The echo for SharePoint 2007 suite includes the 9 echo managers plus additional features that allow you to migrate and manage change on your SharePoint platform through its entire lifecycle. [Read more about our echo for SharePoint 2007 release.](#)

Rackspace, www.rackspace.com

Rackspace is the world's leader in hosting. We deliver enterprise-level managed services to businesses of all sizes and kinds around the world. Serving more than 31,000 customers in eight data centers worldwide, Rackspace integrates the industry's best technologies and practices for each customer's specific need and delivers it as a service via the company's commitment to Fanatical Support®.

SetFocus, www.setfocus.com

We specialize in training and placing qualified Microsoft talent in the areas of .NET, SQL Server, MS Business Intelligence (Performance Point Server), and SharePoint. If you are seeking a Microsoft professional or need to retain existing talent, partner with SetFocus.

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

The Big Easy Offer -- EXPIRING SOON!

Earn more subsidy dollars per license when you purchase more service (Open Value L& SA, OVS, & Open L+SA versus Open Business L-only & Open Government L-only) and more product groups.

- Developer and Designer Tools
- Dynamics CRM
- Exchange Server
- Forefront
- Office Communication Server
- Office System
- Project and Visio
- SharePoint Server
- SQL Server
- Systems Center
- Windows Server System

Purchase After: 8/25/08

Purchase By: 12/31/08

Redeem By: 1/30/09

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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