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## What's Happening

Out with the old, In with the New. A New Year! A New decade and a new SharePoint – SharePoint 2010 coming later in the year. I can't wait...

This year will prove to be exciting to say the least. Coming off a decade that witnessed two recessions, the last which is still not over, has really inspired us to innovate, streamline and work on fundamentals. Throughout the year we'll be telling you about all sorts of new innovations coming from IMPACT, Microsoft and our partners.

We got a jump start in late 2009 to hit and run in 2010. We expanded our team in a number of areas. We've added people in New England and the MidAtlantic area to get closer to our customers and establish a better presence in your local communities. Our sales and delivery teams have grown too, adding Account Execs and Project/Delivery Managers. You'll also be hearing about our efforts to launch a new Project Center later in the year, we're committed to finding ways to reduce cost and increase value.

One way we're committed to increasing value is to help make you and your users more self-sufficient. Over the year we'll be offering new training solutions that are sure to accelerate adoption. We'll also be releasing all new IMAGINE SharePoint Workshops for 2010, including a new 1-day Focus & Go workshop guaranteed to jump start your SharePoint Intranet Project.

Many of you have worked with our Operational Excellence team to weed out defects in process; the feedback we received was inspiring. We'll be launching new products and programs with our partner AgilePoint. AgilePoint provides an industry leading Business Process Management Suite (BPMS) that will take your new streamlined business processes and automate them in a fraction of the time and effort required for traditional development. AgilePoint allows you to automate complex business

processes from the familiar comfort of Visio, and make it operational with no development effort. This new metadata / model driven paradigm will be a game changer for organizations serious about process improvement.

Microsoft has been real busy launching a number of new products. Starting last year they released Exchange 2010, Windows 7 (“that was my idea”), Server 2008 R2 and a host of virtualization capabilities. In 2010, we’re looking forward to Office 14 and the new Microsoft SharePoint Server 2010 (MSS 2010). MSS 2010 adds entirely new dimensions to the portal platform, introducing enhanced social computing, all new folksonomies, and even video capabilities. New services like Access, Visio and Performance Point Services will open up new doorways to innovation.

Also look for new releases of products under the ForeFront 2010 brand. Our Portal Security team has been busy working with the Unified Application Gateway (UAG) and the new Identity LifeCycle Manager (ILM), combined with ForeFront Security for SharePoint (anti-virus). Microsoft provides a complete solution to protect, secure and accelerate your portals internally and externally.

Lots of new stuff going on, but one thing remains the same, IMPACT is here to help you get it right the first time....  
All the Best in 2010!

*Pat Esposito, President / CEO, IMPACT Management*

Please mark your calendars to join IMPACT Management on April 1 at the Microsoft NYC office for our third annual IMAGINE SharePoint event. IMAGINE SharePoint 2010 will focus on the future of SharePoint and take you beyond the MSS 2010 hype -- what does it all really mean for you and your company. We will feature Microsoft guest speakers and partners within the SharePoint ecosystem. Stay Tuned for details. Please contact Theresa Cuttitta, Theresa.Cuttitta@impactmgmt.com or at 516-495-1300, 308 with any questions you may have.

IMPACT Management recently became a Microsoft Business Productivity Online Suite partner. The [Business Productivity Online Standard Suite](#), delivers hosted communication and collaboration tools that feature:

- High availability
- Comprehensive security
- Simplified IT management

The Microsoft Business Productivity Online Standard Suite (BPOS) consists of Exchange Online, SharePoint Online, Office Live Meeting, and Office Communications Online. These online services are designed to give your business streamlined communication with high availability, comprehensive security, and simplified IT management. Your business benefits from always up-to-date technologies that are deployed rapidly, maximizing your valuable IT resources and reducing your need for infrastructure investments.

The suite of productivity tools enables your workers to communicate and collaborate effectively, while enabling your IT team to focus on more business-critical tasks. And with services hosted by Microsoft, you can have peace of mind knowing that experts are managing your IT and that your services will be available when you need them.

Please call IMPACT Management at 516-495-1300, 308 to discuss BPOS today.

We'd like to extend a warm welcome to our newest customer, [SUNY Downstate Medical Center](#),

SUNY Downstate Medical Center is the only academic medical center in Brooklyn, New York. SUNY Downstate revolutionized medical education in this country in 1860 by bringing the teaching of medicine to the hospital bedside -- rejecting the idea that physicians should only be trained in university lecture halls. More physicians who practice medicine in New York City received their training at Downstate College of Medicine than any other medical center in the country.

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## Events Worth Checking Out

### Emerge Stronger with Total BI Webinar

Join us for part 4 of Microsoft's 4 part Emerge Stronger series on how Microsoft's total Business Intelligence solution can enable you to maximize your technology during the economic downturn. This presentation will build on the overview in the first webcast by providing a detailed look into how you can strengthen your customer base while also finding new sources of revenue.

**Date:** Tuesday, January 26

**Time:** 2:00pm – 3:00pm

[Register Now](#)

Who should attend?

- Technical Decision Makers

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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:**

- Quicker access to important policies & procedures – Improved efficiency
- Document management with version control
- 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 agencies

- Savings through reduced paper costs and employee time

Call Theresa Cuttitta at 516-495-1300, 308 for more information about IMPACT's P2 system.

## **Operational Excellence – Are your processes ready for SharePoint?**

As we work with our clients to implement SharePoint based workflow solutions, we have come to recognize that customers need assistance optimizing processes, conducting root cause analysis or simply better defining business processes so they can then apply automated workflows to stimulate additional efficiency and effectiveness.

This is why we created the Operational Excellence Team. Led by Kenny Kim, a certified LEAN Sigma and Six Sigma Black Belt, the IMPACT Operational Excellence team provides strategic and tactical process improvement analysis, redesign, optimization and consulting.

If your business is experiencing any of the following, you may be a good candidate for Operational Excellence:

- You are too busy firefighting to have the time to analyze & fix the root of the problem
- Your business is constantly over budget in a specific area/function
- The business is not capturing & measuring the right Key Performance Indicators (KPIs) to provide a true indication of how your business is operating
- It's evident that some of your business processes are no efficient of providing optimal results

Call IMPACT Management at 516-495-1300,308 to learn more.

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## **SharePoint in the News**

### [First look: Microsoft SharePoint 2010 beta spreads the wealth](#)

Major upgrade to Microsoft's Web site, intranet, and collaboration platform offers numerous and significant improvements for end-users, IT professionals, and developers.

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## **Partner Spotlight**

This month we're spotlighting an offer from our partner, [MSProjectExperts](#),

## Microsoft Project Server 2010 Beta Guidance + New Year's Training Jump Start

Are you evaluating or planing to deploy the Microsoft Project Server 2010 beta? Download the beta versions of the [installation chapters](#) from *Implementing and Administering Microsoft Project Server 2010* now. In our continuing commitment to the Microsoft EPM community, MSProjectExperts is pleased to provide these for your use and evaluation. Be among the first to have the completed book in your hands! By providing your email address when you download the chapters, we'll include you in our private sale 30 days prior to ship date.

Project Server 2010 is the release we've been waiting for. Improve your BETA experience by downloading these chapters now.

### New Year's Training Stimulus Plan

**Our New Year's resolution** - Offering a Jump Start on your training needs in 2010 with MSPE BUCKS!

\$500.00 per person off any Open-Enrollment Training scheduled **NOW** January 5 – March 31, 2010.

This offer is valid for registrations placed **January 5-31, 2010**. To redeem contact Jennifer.Herman@MSProjectExperts.com or call 646.736.1688 Ext. 22.

This is the only time this offer will be available this year! Check out [courses and schedule](#).

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## Special Offers

### The Big Easy Offer 4.0

The Big Easy Offer 4.0 gives you choices on Microsoft products and solutions that fit your needs. Earn money back on your purchase in the form of partner subsidy checks to help make your solutions more complete.

Purchase from multiple product groups over the course of the offer to increase the amount of partner subsidy you earn. Partner subsidies can be used for the implementation of your Microsoft solutions including software, hardware and services.

**Purchase After:** 1/4/2010

**Purchase By :** 3/31/2010

**Redeem By :** 4/30/2010

## Microsoft SQL Server 2008 Business Insight Promotion

Get up to 15-20% on SQL Server 2008 server license and Software Assurance packs; provided you also buy at least 1 Office SharePoint Server 2007.

This offer applies only to customers purchasing at least 1 license of Office SharePoint Server 2007 in the same order. Customers can acquire a maximum of 10 licenses of SQL Server, in any combination of Standard and/or Enterprise, at the promotional price.

**Purchase After:** 11/1/2009

**Purchase By :** 3/31/2010

**Redeem By :** 3/31/2010

Call Theresa Cuttitta at 516-495-1300,,308 for details about any of these offers.

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