

Press Release

For Release 7th April, 2009

Air-IT Awarded Gold Certified Partner Status in Microsoft Partner Programme

Nottingham, England, 7th April 2009 – IT specialists, Air-IT today announced it has attained Gold Certified status in the Microsoft Partner Programme with a competency in Information Working Solutions and Networking Infrastructure, recognising Air-IT's expertise and total impact in the technology marketplace. As a Gold Certified partner, Air-IT has demonstrated expertise with Microsoft technologies and proven ability to meet customers' needs. Microsoft Gold Certified Partners receive a rich set of benefits, including access, training and support, giving them a competitive advantage in the marketplace.

Founded in 2004, Air-IT offer a wide range of managed ICT services to small to medium sized enterprises across the East Midlands. They have a simple aim: to provide innovative, cost-effective and integrated IT solutions that leave organisations free to concentrate on their core business activities. From networking and server solutions to installation and IT support packages, Air-IT tailors its services to meet their customer's exact requirements. This personalised approach is the cornerstone upon which Air-IT's business has been built.

Air-IT's success is based on their technical capabilities, delivering the latest cutting-edge technology and their flexible range of support options. They believe in working in close partnership with their customers to enable them to exploit new technologies which results in improved staff efficiency, reduced costs and increased business productivity.

Air-IT offers prospective partners a free, no-obligation, on-site audit that highlights their businesses ICT strengths and weaknesses and includes a comprehensive recommendation report.

"We are extremely pleased to have attained Gold Certified status in the Microsoft Partner Programme. This allows us to clearly promote our expertise and relationship with Microsoft to our customers," said Todd McQuilkin, Managing Director. "The benefits provided through our Gold Certified status will allow us to continue to enhance the offerings that we provide for customers."

Clare Barclay, Director, Partner Strategy and Programmes, Microsoft UK said: "Customers are looking for partner companies that can bridge the gap between their business demands and technology capabilities. They need to trust in someone that can act as an expert adviser for their long-term strategic technology plans. Microsoft Gold Certified Partners, which have certified expertise and direct training and support from Microsoft, can build a positive customer experience with our technologies. As a Microsoft Gold partner, Air-IT can offer its customers the reassurance of a truly professional organisation with the backing of Microsoft's resources."

The Microsoft Partner Programme was launched in December 2003 and represents Microsoft's ongoing commitment to the success of partners worldwide. The programme offers a single, integrated partnering framework that recognises partner expertise, rewards the total impact that partners have in the technology marketplace, and delivers more value to help partners' businesses be successful.

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Notes to editors

For further information, please contact: Paul Judge, Air-IT Ltd, on 0845 004 3029 or 07899 66 23 11; email paul@air-it.co.uk

About Air-IT

Founded in 2004, Air-IT is a young, dynamic organisation based in Nuthall, Nottingham that specialise in the supply, installation and support of ICT systems for small to medium sized enterprises across the East Midlands. They operate in a diverse cross section of market sectors including not-for-profit, healthcare, pharmaceuticals, transport, recruitment, construction and hosiery. Current clients include; the Femcare-Nikommed Group, Skills Holidays, DKM Labour Solutions and Legwear International.

Fully integrating within their client's business Air-IT provide tailor made packages to suit customer's specific needs and effectively become their in-house ICT department. Working in close partnership with customers Air-IT are dedicated in helping them exploit new technologies to improve their efficiency, reduce costs and ultimately increase their overall profitability.

Listed below are some of the services offered by Air-IT:

- Supply, installation and support of ICT Systems
- Network and Server Solutions
- Flexible support packages
- Hardware/software supply
- Security Solutions – anti-virus, anti-spam and firewall solutions
- Data backup solutions
- Business broadband and hosting
- Web design and domains
- Development and programming
- Consultancy Services - impartial advice and project management
- ICT Management - cost control, information security, disaster recovery and asset management
- Staff Training
- Telecommunications - mobile and fixed line, mobile worker solutions, IP telephony

Air-IT offers a unique proactive support service that can be bespoke to a business's specific needs. They provide three levels of standard support; remote, 2nd line and fully managed services. By proactively monitoring business networks and systems they quickly fix any problems that arise, minimising company downtime, improving the efficiency of staff and increasing overall productivity.

Air-IT provides prospective customers with a free on-site audit which investigates ICT systems and highlights any strengths and weaknesses. Any possible shortcomings of systems will be identified in a comprehensive recommendation report – all without obligation.

Air-IT is an EMDA approved supplier and can also offer prospective clients flexible finance schemes supported by Microsoft.

Air-IT sponsors the Nottingham Squash League and the County Cup. They also sponsor the David Lloyds (Aspley) Premier League Squash team, the Nottingham Premier League, County Cup and National Cup Champions.

For further details please visit www.air-it.co.uk

About Microsoft Competencies

As one of the requirements for attaining Gold Certified Partner status, Air-IT had to declare a Microsoft Competency. Microsoft Competencies are designed to help differentiate a partner's capabilities with specific Microsoft technologies to customers looking for a particular type of solution. Each Competency has a unique set of requirements and benefits, formulated to accurately represent the specific skills and services that partners bring to the technology industry. Within select Competencies, there are Specialisations that focus on specific solution areas that recognise deeper expertise within that Competency. Serving as a specialised path to earning those Competencies, Specialisations give direct access to the tools and resources that support that specific area of focus.

The Information Worker Solutions competency is for partners that have demonstrated proficiencies in Microsoft information worker technologies. These partners are equipped to address key customer challenges by developing solutions and deploying services based on the Microsoft Office system and Microsoft Exchange Server. Specialisations within this competency include Search, Data Visualisation, Enterprise Project Management, Portals and Collaboration, Office Solutions Development, Enterprise Content Management, and Office Systems Deployment, the latter of which has been achieved by Air-IT.

Microsoft partners enrolled in the Networking Infrastructure Solutions Competency have proven their proficiency in implementing solutions based on Microsoft's Windows Server 2003 or Windows Server 2008 Operating Systems, or Windows Small Business Server 2008 and Essential Business Server 2008. These implementations may include crafting solutions that connect Windows-based servers, PC locations and the Internet; installing a server farm; or building a small-business Windows Server stand-alone solution that includes file and print capabilities.