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| **Nominate Case Studies** |
| |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | Microsoft takes great pride in demonstrating customer success by showcasing examples of companies who are realizing business and information technology benefits by using Microsoft solutions.   If your customer is willing to participate in customer references activities such as case studies, press interviews, customer to customer calls, and/or marketing quotes then nominate your customer reference by clicking the filling out this form and emailing to [asuccess@microsoft.com](mailto:asuccess@microsoft.com?subject=Small%20Business%20Case%20Study%20Nomination).     |  |  |  |  |  | | --- | --- | --- | --- | --- | | http://usevidence/images/trans.gif | http://usevidence/images/trans.gif | http://usevidence/images/trans.gif | http://usevidence/images/trans.gif | http://usevidence/images/trans.gif | | http://usevidence/images/trans.gif |  |  |  | http://usevidence/images/trans.gif | | http://usevidence/images/trans.gif |  | Note that ***not all case study nominations will be developed into written/video case studies***. Nominations must meet criteria established by marketing groups to be developed into a case study, which is a 6 to 8 week process. You may be contacted if additional information if needed. If you have questions, contact [asuccess@microsoft.com](mailto:asuccess@microsoft.com?subject=Small%20Business%20Case%20Study%20Nomination). |  | http://usevidence/images/trans.gif | | http://usevidence/images/trans.gif |  |  |  | http://usevidence/images/trans.gif | | http://usevidence/images/trans.gif | http://usevidence/images/trans.gif | http://usevidence/images/trans.gif | http://usevidence/images/trans.gif | http://usevidence/images/trans.gif |   **General Nomination Guidelines for Case Studies**  Ideally, case studies are developed and based on customer success stories with the following characteristics:   |  |  | | --- | --- | | ► | Customer is willing to sign a legal release | | ► | Customer has fully deployed their solution, based on Microsoft products and technologies | | ► | Customer has quantified metrics and results which can be published (i.e., 50% cost savings, 30% better turnaround time, etc.) | | ► | Customer evaluated or migrated from competitive products and technologies, then selected Microsoft products and technologies (and potentially partner products/services) | | ► | Partner was involved and is willing to be featured in the Reference Nomination | | |

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| **ABOUT YOU** |

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| **Submitters Name\*** |  |
| **Submitters Alias\*** |  |
| **Submitters Phone\*** |  |

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| **ABOUT THE CUSTOMER** |

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| **Customer Organization Name \*** |  |
| **Customer URL** |  |
| **Region \* United States** | West  Central  East |
| **District\*** | Desert Mountain  Education-GSM  Heartland  Mid Atlantic  Mid West  New England  Nor Cal  North Central  NY/NJ  PacWest  So Cal  South Central  Southeast  Federal  NSP—Communications  State/Local Government |
| **Industry \*** | Education-  Energy  Financial Services  Government  Healthcare  Life Sciences  Manufacturing  Media & Entertainment  Non Profit  Other/Un-segmented  Professional Services  Retail & Hospitality  Telecommunications  Transportation & Logistics  Utilities |
| **Customer Size (# of Employees)\* Small Business** | Unknown  1 - 25  25 - 50  50 < |

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| **CUSTOMER CONTACT INFORMATION** |

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| --- | --- |
| **Customer Contact Name \*** |  |
| **Contact Title\*** |  |
| **Customer Phone \*** |  |
| **Customer Email \*** |  |

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| **PARTNER CONTACT INFORMATION** |

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| **Partner Organization Name \*** |  |
| **Partner Type\*** | CPU  IHV  ISV  Hardware  OEM  SI |
| **Partner Contact Name\*** |  |
| **Partner Contact Phone \*** |  |
| **Partner Contact Email \*** |  |

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| **SOLUTION INFORMATION** |

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| **Microsoft Services Involvement** | Yes  No |
| **Competitor** | Linux/Unix  Notes  Novell  Oracle  Other (list) below |
| **Deployment Status\*** | Just Signed  Just Deployed  Deployed > 6 months  Unknown |
| **Business Challenge \*** |  |
| **Solution Description \*** |  |
| **Benefits and Supporting Metrics\*** |  |
| **Lead Source** | App/Platform  CSI-Linux Compete  DPE Visual Studio  DPE Platform  Services  System Center  SQL  Other (list) below |
| **Key Products, Solutions or Services\* (choose from the list of example products *on the next page*; please specify version)** |  |
| **Post Deployment (quantifiable business metrics) \*** |  |
| **Activities Customer is willing to participate in:** | Adverstisement  Analyst Interview  Case Study  Customer to Customer Call  Event Speaking Opportunity  Marketing Reference/Quotes  Onsite Visit with Potential Customer  Press Interview  Video Testimonial  Webcast |

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| Example Products & Services   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | » | **Desktop**   |  |  | | --- | --- | | ● | Office 2007 | | ● | * Office Small Business 2007 | | ● | Live Communications Server 2005 | | ● | * Office Accounting Express 2007 | | ● | Windows SharePoint Services | | ● | Office SharePoint Server 2007 (MOSS) | | ● | Office SharePoint Designer 2007 | | ● | Office Communicator 2007 | | ● | Office Accounting Professional 2007 | | ● | Office Project Server 2007 | | ● | Office Project Portfolio Server 2007 | | ● | Office Live Meeting 2007 | | ● | Office OneNote 2007 | | ● | Office Publisher 2007 | | ● | Office Visio 2007 | | | » | **Microsoft Dynamics**   |  |  | | --- | --- | | ● | Microsoft Dynamics CRM 3.0 | | ● | Microsoft Dynamics - Great Plains | | ● | Microsoft Dynamics NAV | | ● | Microsoft Dynamics AX | | ● | Microsoft Dynamics SL | | |  | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | » | **Servers and Tools**   |  |  | | --- | --- | | ● | Windows Server 2003 | | ● | BizTalk Server 2006 | | ● | Commerce Server 2007 | | ● | Content Management Server 2002 | | ● | Exchange Server 2007 | | ● | Identity Integration Server 2003 | | ● | ISA Server 2006 | | ● | Data Protection Manager 2006 | | ● | Operations Manager 2005 | | ● | SQL Server 2005 | | ● | Systems Management Server 2003 | | ● | Virtual Server | | ● | Visual Studio .NET 2005 | | ● | Windows Small Business Server 2003 | | ● | Windows Storage Servers 2003 | | | » | **Windows Client**   |  |  | | --- | --- | | ● | Windows Vista | | ● | Windows Mobile 5.0 (such as Windows Mobile-based Pocket PC Phones and Smartphones) | | ● | Tablet PC | | ● | Thin Client | | ● | Windows Embedded | | | » | **Microsoft Services**   |  |  | | --- | --- | | ● | Microsoft Consulting Services | | ● | Microsoft Premier Support | | ● | Microsoft Enterprise Strategy Consulting | | ● | Microsoft Partner Services | | | |