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| **Nominate Case Studies** |
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| 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.

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| 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. |   | http://usevidence/images/trans.gif |
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**General Nomination Guidelines for Case Studies**Ideally, case studies are developed and based on customer success stories with the following characteristics:

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| ► | 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

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| » | **Desktop**

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| --- | --- |
| ● | 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 |

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| » | **Microsoft Dynamics**

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| --- | --- |
| ● | Microsoft Dynamics CRM 3.0 |
| ● | Microsoft Dynamics - Great Plains |
| ● | Microsoft Dynamics NAV |
| ● | Microsoft Dynamics AX |
| ● | Microsoft Dynamics SL |

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| » | **Servers and Tools**

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| --- | --- |
| ● | 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 |

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| » | **Windows Client**

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| --- | --- |
| ● | Windows Vista |
| ● | Windows Mobile 5.0 (such as Windows Mobile-based Pocket PC Phones and Smartphones) |
| ● | Tablet PC |
| ● | Thin Client |
| ● | Windows Embedded |

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| » | **Microsoft Services**

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| ● | Microsoft Consulting Services |
| ● | Microsoft Premier Support |
| ● | Microsoft Enterprise Strategy Consulting |
| ● | Microsoft Partner Services |

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