

Advisor News

For mid-sized
businesses

January 2006

Dear ,

I hope your Christmas break rewarded you with a well-earned rest at the end of a full and productive year.

Productivity is always on our minds in business, especially at the beginning of a new year. However, finding the insight to make the most of your existing resources can be challenging.

Check out this month's feature article, [Boosting Productivity through Integration](#) for a practical look at how Microsoft's integrated technology can increase your organisation's productivity effectively and efficiently. There is also an interesting [case study](#) examining how an Australian law firm has used the Microsoft Office Business Scorecard Manager 2005 to increase productivity.

We will be contacting you during February with more information about integrated productivity technology, but feel free to ring your dedicated Advisor Team on 1800 003 570 if this is something you would like to start talking about now.

And don't forget to register for the [Microsoft Security Seminar '06](#) (places are limited), and also take advantage of our [complimentary security plan](#).

With an increased focus on productivity and security, I believe we are in for an exciting and prosperous new year.



Regards,

Samantha Zammit
Microsoft Australia
Midsized Business Segment Owner

Features

[Boosting Productivity Through Integration](#)



Using technology to increase productivity means making computers smart enough that users can do their job quickly and easily. Find out how Microsoft is working to develop fully integrated technologies that allow people to spend less time on repetitive, wasteful tasks and more on important work.

[Law Firm Pioneers One-Stop Work Environment Using Microsoft BI Tool](#)

One Australian law firm has found an innovative way to put clients, executives and other employees on the same page with relevant business information using Microsoft Office Business Scorecard Manager 2005. Launched in November 2005, this comprehensive scorecard and dashboard application provides knowledge workers with deep contextual insight into their business.

Latest Microsoft Technology & Solutions

[Microsoft announces Centro – Just for Midsized Businesses](#)

Microsoft has announced 'Centro', the code name for a new infrastructure system designed specifically with midsized business customers in mind – those with 25 to 500 PCs and a small

Issue Highlights:

FEATURES

Boosting Productivity
Case Study

TECHNOLOGY & SUPPORT

Announcing 'Centro'
Microsoft Open Value

EVENTS

Microsoft Security Seminar

SECURITY

Secure your laptop

Special Offer

Complimentary security plan:
Contact your dedicated
Advisor Team on **1800 003
570** or [visit the Advisor
website](#) to arrange an
obligation free assessment of
your organisation's security
issues.

Useful Links

- [Microsoft Advisor Portal](#)
- [Microsoft Certified Partners](#)
- [Microsoft Volume Licensing](#)
- [Microsoft Security Resources](#)
- [Software Asset Management](#)
- [Midsize Business IT Centre](#)



Contact Us

For advice from our dedicated
midsized business specialists
call **1800 003 570**

IT team to keep all aspects of the business running. Centro will help midsize businesses save time and money and allow IT professionals to do more with less.

[Changes to Software Distribution: Volume Licensing of Windows Operating System](#)

Microsoft has changed the media available in standard volume licensing kits. This will help our midsized business customers to better understand and follow licensing terms in volume licensing agreements for the Windows desktop operating system and to avoid inadvertent non-compliance with these agreements. In January 2006, Microsoft removed the full Windows operating system software. The upgrade version of the Windows operating system will be provided as part of the Volume Licensing Welcome and Comprehensive Kit CDs.

[Save time and money with Microsoft Open Value](#)

Microsoft Open Value is a premium volume licensing offer available under the Open License family. Designed for organisations with as few as five computers, Open Value offers simpler licence tracking, greater control over the software upgrade cycle and better software cost management.

Upcoming Events

[Microsoft Security Seminar '06](#)

Want to learn about security solutions that help you better protect your business and deliver greater business value by improving processes, management and functionality? Starting in late February, Microsoft's Security Seminar will be held in Adelaide, Brisbane, Melbourne, Sydney, Canberra and Perth. Separate tracks for developers and IT professionals will give you the most relevant information on:

- The components of a business security model.
- How to implement and evolve a security plan with minimum disruption.
- Skills to help you sell security proposals to your organisation.

These sessions have proven to be very popular in the past so [register today](#).

Training

[The Ready Launch Tour Webcasts are Ready To Watch!](#)



Webcasts of key sessions of the Ready Launch Tour for Microsoft SQL Server 2005, Microsoft Visual Studio 2005 and Microsoft BizTalk Server 2006 are now available. If there are any sessions you missed, or if you were unable to make it, this is your chance to hear from the experts and find out how these new products can help make you ready for anything. [View the Ready Launch Tour Webcasts](#).

Special Offers

Complimentary IT security plan



[Book your Complimentary Security Plan](#)

If you think a secure and well-managed IT infrastructure will help you get on with the important tasks, please take advantage of our complimentary security plan offer.

This personalised, no-obligation security plan, delivered by qualified Microsoft partners, will take only two hours, and provide you with a strategy for resolving the IT security issues within your organisation.

To book an appointment, please [visit the Advisor website](#) or simply call 1800 003 570 and speak with a member of the Advisor Team who will arrange a convenient time for you.

Security

[Microsoft Security Bulletins for January](#)



Microsoft has completed testing and has released a number of security updates to help protect your system.

[A More Secure Laptop in Five Minutes](#)

As knowledge workers become more mobile, and as the computing and knowledge management tools we depend on become more powerful, increasing volumes of largely unprotected data are floating around on laptops. Microsoft's *5-Minute Security Advisor: The Road Warrior's Guide to Laptop Protection* gives you five simple tips you can do to make your laptop more secure.

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