

Gen-i. A Partner in the Funding Swing

Gen-i has long been a Microsoft certified partner, but it wasn't until late 2006 that this highly ranked ICT company began to reap the benefits of its Microsoft funding relationship.

Embracing the opportunities offered by the Microsoft Innovation Centre, Gen-i worked with the Reserve Bank to submit a Deployment Fund application. This application would assist the Bank to build the foundations for an organization-wide collaboration platform based on Microsoft Office SharePoint Server 2007 (MOSS).



Gen-i quickly realised the high return on investment when its initial input yielded \$80,000 of Microsoft funding.

Gen-i Business Solution Specialist, Peter Haigh, describes the value of their time in Deployment Fund projects.

"We have received funding for hundreds of thousands of dollars worth of services for our involvement to date in projects supported by the Deployment Fund. It's easy to help our government clients achieve value with Microsoft; everyone – the client, State Services Commission and Microsoft – wants you to be successful."

Added to the financial benefit is the deeper value this fund offers to core business sales abilities - competitive advantage.

"By creating or assisting clients with Deployment Fund applications, your account team and organisation are able to demonstrate that you are both proactive and focused on helping the customer deliver a ROI from their Microsoft purchases. It is a fantastic opportunity to position (and prove!) your value as a partner by working with them to support the actual use and adoption of technology," says Peter.

For Gen-i, writing a successful application lies in preparation and engaging the right people as well as understanding the client's systems and operational environment. Peter recommends clearly identifying the business benefits to the customer, explaining how the project will be aligned with e-government initiatives and principles and ensuring the executive sponsor understands and supports the project.

"You cannot scope and price a project without good operational knowledge of the customer's systems and environment. We always engage the client's IT group, and get them excited about the opportunity to work with new technologies. To really get into the game though, genuine executive support is a necessity for any successful project," says Peter.

So, what's the outlook for future Gen-i funding applications? Providing clients with tools for collaboration, communication, and virtualisation are key to keeping up with today's challenges in government ICT.



Announcements

New Innovation Centre Website

A new Innovation Centre website has now replaced the original two funding websites providing a more user-friendly layout.

Developed by Y & R, along with expertise from the Microsoft marketing team, the website consolidates all Innovation Centre funding information into one location, moving away from the previous layout of two separate funding sites.

Visit www.microsoft.co.nz/funding to view the new site and funding details

Information Packs

Innovation Centre information packs are now available. Each pack contains information about both the Innovation Fund and Deployment Fund, details on how to apply and case studies highlighting a range of projects undertaken through these funds.

These packs are available on request by emailing icentre@microsoft.com or calling 04 816 4010

The Microsoft Innovation Centre Lab is grateful to the following sponsors



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Deployment Fund Updates

Ten projects have been awarded a total of \$696,000 in the June and September rounds of Deployment Funding.

Antarctica New Zealand were awarded \$80,000 to work with Information Leadership in deploying Microsoft Office SharePoint Server 2007 (MOSS) to enhance their information sharing and collaboration abilities.

Broadcast and telecommunications network provider, Kordia will also deploy MOSS 2007 to streamline their internal business processes and assist with record keeping. Kordia were awarded \$88,000 and will work with Provoke on this deployment.

The Ministry of Education (MoE) gained \$83,000 to work with PIPC Ltd in deploying MS Office Project Server and Project Portfolio Server. This project aims to consolidate and improve their IT project and programme management and information.

Gen-i submitted the remaining three successful applications on behalf of NZ Crop and Food Research, the Crown Law Office and Landcare Research.

Awarded \$29,400, NZ Crop and Food Research want to enhance their communications environment by deploying Microsoft Exchange Server, Outlook and ISA Server. This deployment aims to provide additional benefits through remote access to email via the Web and through Smartphone.

The Crown Law Office has gained \$57,300 in funding to work toward a wholly Microsoft platform to improve their business integration. Gen-i will work with this agency to deploy Exchange Server 2007, Unified Messaging, Office Communications Server 2007, Outlook and Office 2007 and Office Communicator 2007.

Landcare Research was awarded \$38,800 to deploy Exchange Server, Outlook desktop client and Windows Server 2008. This deployment aims to improve integration with MOSS as well as facilitate the management business records within their email system.

In the September round of funding, the Ministry of Fisheries have gained \$100,000 to implement a spatial data warehouse that will create and deliver a Web Reporting Tool that deploys more than 750 layers of geospatial maps on the Internet using SharePoint 2007.

Land Information New Zealand (LINZ) was also awarded \$100,000 to deploy MS CRM, Exchange and Outlook. LINZ has a vision to establish relationship management capability and systems to proactively identify and manage customer needs. However, their existing system does not provide the ability to achieve this vision. A service provider for this project is yet to be confirmed.

The Civil Aviation Authority (CAA) has gained \$80,000 to work with Prophecy Ltd to build and deploy an Integrated Reporting Framework based on Microsoft SQL Server 2008 Business Intelligence, Data Warehouse, Analysis and Reporting Services. This solution aims to turn disparate data stores into unified knowledge and would use a combination of SQL Server 2008, Windows Server 2008, .Net Framework 3.5 and Office Performance Point Server.

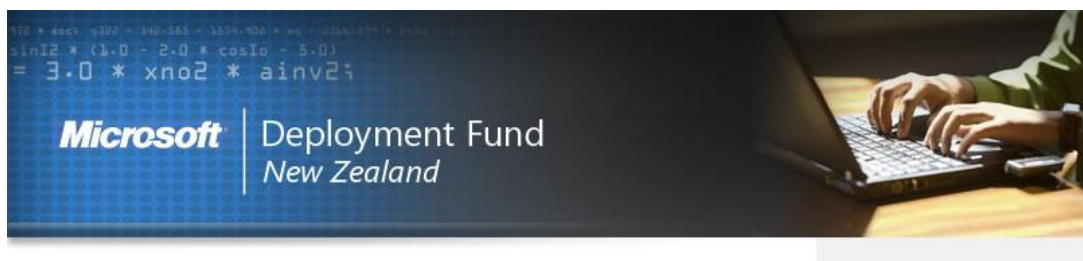
Finally, Waikato District Health Board (WDHB) will be working with Axon to deploy System Center Operations Manager (SCOM) as a monitoring platform that will increase their operational efficiency. This solution will provide the DHB with greater visibility of system issues as well as enhancing their ability to provide better service to their customers. Further, the Operations team will have concise information available to them on the state of all monitored systems and problem resolution will be more efficient, reducing system downtime. This agency was awarded \$40,000.

NZ Fire Service Blazes Ahead

The New Zealand Fire Service is announcing their successful application to the Microsoft Innovation Centre.

Working with Datacraft and MCS, NZ Fire has been awarded almost \$100,000 to develop a proof of concept 'Secure Automated Government Address Book' using MS ILM.

More information is available by contacting icentre@microsoft.com



Show and Tell Events

Government Showcases Three Innovations

Central government has recently been showcasing their creative streak with three innovative proof of concept solutions publicly presented at Show and Tell events in Wellington.

In June, the State Services Commission (SSC) demonstrated the abilities of Microsoft Cardspace to integrate with the Government Logon System (GLS) and Identity Verification System. Attended by about 50 people, this event highlighted the collaborative effort of Datacom, SSC and Microsoft in providing the potential for an alternative way for users to authenticate themselves before accessing government documents online.

Meanwhile, Statistics New Zealand presented their prototype solution at Microsoft on XX (date) to an audience interested in the abilities of Microsoft Application Virtualisation.

Developed by Axon, Statistics and Microsoft Consulting Services, this proof of concept highlighted the benefits of Microsoft Application Virtualisation in upgrading legacy applications while maintaining Statistics' daily business operations.

Finally, Transit New Zealand's presentation of their Virtual Viewer prototype was a showstopper attended by almost 100 guests at the Wellington Convention Centre.

This agency showed how Virtual Earth, Silverlight and other emerging Microsoft technologies could be used to show the New Zealand State Highway network online using a media centre look and feel.

Kick Start Packs are available for all the above projects and demonstrations can be requested by contacting the Innovation Centre on icentre@microsoft.com



New Kick Start Packs

Three new Kick Start Packs containing free IP from our most recent projects is now available to eligible government agencies and Microsoft certified partners working with those agencies.



IP is available for the Statistics New Zealand Microsoft Application Virtualisation prototype which demonstrates how this application can be used to provide an environment for updating operating systems while continuing to run core legacy applications. The IP from the State Services Commission 'All of Government Authentication' prototype is also available. This project shows how Microsoft Cardspace can integrate with the Government Logon Service (GLS) and Identity Verification Service (IVS) to provide user authentication capabilities.

Transit New Zealand's 'Virtual Viewer' prototype can be recreated by requesting the Kick Start Pack containing the IP for this project as well as a screen cast of the demonstration. This project created a proof of concept solution demonstrating the use of a number of Microsoft technologies including Virtual Earth and Silverlight to show the New Zealand State Highway network online.

All Kick Start Packs can be requested by emailing icentre@microsoft.com or calling 04 816 4010.