



**Press Contact**

Michael Swan

[mswan@goiwx.com](mailto:mswan@goiwx.com)

1-952-258-6337

For Immediate Release:

**GoIWX Application Hosting Strategic Integration Partnerships numbers grow more than 300% in 2008.**

*SaaS and S+S movement gathers momentum and play into ISV, CFO, and consumer plans for leaner IT by way of hosting.*

MINNEAPOLIS, MN — February 16, 2009 — GoIWX, a leader in Hybrid Cloud Computing hosting: Software Plus Service (S+S) and Software as a Service (SaaS), today announced that their Strategic Integration Partnership levels have increased by over 300% with significant growth with ISVs. “The pace of new partners coming on board has held fairly steady as we seek out relationships with companies that are established, with a proven track record. We have a rich history of application hosting, ERP sales, solution implementation and maintenance in our 13 years of business.” said RJ Burgess, CEO/President GoIWX.

Michael Swan, Director of Marketing and Communications at GoIWX attributes the annual growth to a number of factors; “The consumer base appears to be pressuring ISV’s into providing options for a hosted solution. As we move into 2009 some key concerns in the marketplace we identified are being confirmed. Companies are interested in lowering the start up costs for implementations of upgrades or new software by reducing CAP X expenditures, they appreciate the flexibility hosting offers. Another consideration for going hosted is SPLA licensing - giving the customers the ability to increase or decrease a given number of users of the software on a month-to-month basis - freeing up vital cash flow.”

Ryan Flourde, a Principal of AbleBridge commented “as In The Cloud deployments continue to gain momentum we decided early on to search out a Hosting firm with the right mix of hosting experience, expertise with advanced business software, and a proven track record hosting mission critical software for its customers. With GoIWX, we found all three. Some of our Microsoft CRM customers don’t have the IT infrastructure, in-house expertise, or desire to manage a software solution themselves. The best deployment option for those customers is a hosted model. This way their sole focus is on using the software while GoIWX provides the seamless experience and uninterrupted access to their application.”

John LaLonde, Strategic Alliance & Local Engagement Manager at Microsoft Corporation, sees traction for hosting growing in the marketplace for ISVs as more companies are trying to automate in order to run leaner. “SMB outsourcing and hosting trends are intensifying. The hosting industry will continue to evolve and grow. Our goal at Microsoft is to provide the technology, both our own and through our vast partner network, to enable hosting providers to continue to successfully deliver a broad range of services.”

Swan went on to say, “As we continue to develop partnerships with firms that are actually im-



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plementing Line of Business Applications or developing software, helping them coordinate the hosted version of their offering is especially rewarding. A deciding factor with many of our partners is our unique mix of hosting and advanced IT strengths as System Integrators, but as we don't provide application Professional Services, we're able to say that we don't compete with them as developers. This key aspect of our business model means that we are able to work with them in a true partnership capacity for our shared customers."

**About AbleBridge:**

AbleBridge specializes in helping companies streamline their business operations and improve business results by leveraging the features and capabilities of Microsoft Dynamics CRM. AbleBridge offers Microsoft CRM in both On-Premise and Hosted deployments enabling their customers to choose the right deployment model for their specific business and IT needs; from simple to complex engagements and environments. AbleBridge's Core Competencies include: Needs Analysis, Business Process Management, Installation and Configuration, Data Migration, Customization, .NET Development and Training Services. Learn more at [www.AbleBridge.com](http://www.AbleBridge.com).

**About GoIWx:**

Founded in 1995, GoIWx is a leading provider of IT Hosting—services that link business and IT. Our products and services have helped many companies reduce IT administration and increase integration in business tasks. GoIWx is a privately held corporation based in Minneapolis, MN. For more information about GoIWx, call 1-952-258-6300 or visit [www.GoIWx.com](http://www.GoIWx.com)

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