

## FOR IMMEDIATE RELEASE

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### Compass Technology Signs Collins Computing as New Channel Partner

**Chesapeake, VA, May 31, 2007** -- Compass Technology (Compass), a Microsoft® Gold Partner and independent software vendor (ISV) is proud to announce that Collins Computing, Inc. (Collins) has joined its Channel Partner Program to sell and deliver the Compass Suite for Fundraisers.

The product suite -- which includes Compass CRM™ for Fundraisers, Compass Analytics™ for Fundraisers, and Compass Personalized Marketing™ for Fundraisers -- is built on industry-leading Microsoft tools and technologies and designed to help nonprofits manage and grow donor relationships, increase fundraising results, and operate more efficiently.

Ken Farmer, Practice Manager for Collins, states, "We work with several nonprofits across the country, and many of them really like the Microsoft Dynamics™ CRM product and what it offers." According to Farmer, the challenge has been making the system work for nonprofits in its standard form. "Compass has developed a highly customized and powerful fundraising system using Dynamics CRM as the core," says Farmer. "Because they've developed this system on a Microsoft .NET platform, the system is highly scalable and opens the door to multiple integration points and automation. It's very sophisticated and well beyond anything we've seen in the fundraising space. It will allow our customers to leverage their current Microsoft systems, like Outlook and SharePoint. We're already talking to some of our current customers about it and feel very confident that this is the answer they've been looking for when it comes to CRM for fundraising. We are excited to be a part of this program and take this product to our nonprofit customers."

Collins is a Microsoft Business Solutions Certified Partner and a Microsoft Gold Certified Partner with a proven track record. Since 1986, it has been committed to helping businesses and nonprofit organizations implement and embrace new software technology. Located in Southern California, Collins provides local and nationwide customer support and has been awarded numerous awards for its impressive performance. Microsoft's Business Solutions division named Collins "Outstanding Partner of the Year" in 2002, and Collins is the only Business Solutions Partner in Southern California to earn Microsoft's Inner Circle Award every year since 1995. This highly coveted title is awarded to only the top 1% of Microsoft resellers around the world.

"Collins is a highly respected partner in the Microsoft community," says Susan Turner, Compass Technology Channel Partner Program Manager. "The firm's success selling and delivering Microsoft products and services is outstanding--with many happy customers nationwide. In addition, the focus Collins has exhibited toward the nonprofit community and delivering technology to those who do good work across the country is very impressive. Collins Computing is the kind of partner we want representing us. We are delighted to have Collins join our partner program!"

Compass launched its partner program at the beginning of 2007, and partners like Collins will be the primary sales and delivery model for its products and services to nonprofits across the country. Currently, Compass has partners in New York, California, Colorado, and Texas. "We are looking to significantly grow our partner program over the next twelve months, and we are being very selective in our recruiting efforts," adds Turner. "These partners must know nonprofits, and they must know and understand the value of CRM. Having a partner of Collins Computing's caliber on our team is just what we are looking for; this company is our ideal partner."

**About Compass Technology**

Compass offers end-to-end [fundraising software](#) solutions for nonprofits built on Microsoft® technology. [Compass CRM™ for Fundraisers](#) is the only complete fundraising and donor management software running entirely in Outlook and built on the Microsoft Dynamics™ CRM platform. [Compass Analytics™ for Fundraisers](#) provides a data warehouse and analysis/reporting tools to transform data into actionable intelligence. [Compass Personalized Marketing™ for Fundraisers](#) extends Compass CRM's campaign features into a multichannel marketing suite.

**About Collins Computing**

Collins Computing is a Microsoft Business Solutions provider, focused on providing accounting and customer relationship management solutions to Southern California businesses. Providing a complete one-stop shop, Collins Computing delivers consulting, programming, and infrastructure expertise for Microsoft Dynamics products. Collins Computing was founded in 1986, has been a member of Microsoft's Inner Circle (top 1% of all partners) since 1995, and has been recognized as the Microsoft U.S. Outstanding Partner of the Year. Collins Computing is based in Mission Viejo, California, and can be reached at (959)457-0500 or at [www.collinscomputing.com](http://www.collinscomputing.com).