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Real Estate Leader Sperry Van Ness Selects Full Microsoft Dynamics Suite Solution to Improve Financial Analysis and Continue Explosive Growth

Brokerage firm adds Microsoft Dynamics GP to current Microsoft Dynamics CRM solution to help manage its staff of 1,400 and a national referral network of 64,000 brokers.

REDMOND, Wash. — *Nov. 21, 2006* — Microsoft Corp. today announced that Sperry Van Ness, one of the nation's fastest-growing commercial real estate investment brokerage firms, has chosen to complement its recently implemented Microsoft Dynamics™ CRM solution with the addition of Microsoft Dynamics GP for an overall Microsoft Dynamics enterprise resource planning (ERP) suite. The company, founded in 1987 and based in Irvine, Calif., sells commercial property by proactively marketing all listings to the brokerage and investment community nationwide. Microsoft Dynamics GP will empower accounting and financial management functions, while the overall Microsoft Dynamics suite will create a consistent ERP platform with deep business analysis capabilities. The company expects the solution to help continue a growth trend that has increased its organization's staff from 220 to nearly 1,400 and expanded its service area from seven markets to 150 in just five years.

“Without a doubt, technology is a key reason for our explosive growth,” said Tom Sanchez, senior vice president of Information Systems for Sperry Van Ness. “We already have a custom software tool built on Microsoft technologies that integrates with Microsoft Dynamics CRM and, in our opinion, puts us far ahead of the competition. We expect that adding Microsoft Dynamics GP will offer an even higher level of proficiency.”

Sperry Van Ness leveraged custom-built applications based on Microsoft® .NET, the Microsoft Virtual Earth™ platform and Microsoft CRM 3.0 to create an interactive mapping tool that helps its advisors locate and showcase properties, an automated publishing solution that saves the company 75,000 hours per year in creating property brochures and Web sites, and a customer contact database that integrates directly into the tools. The company needed to find a centralized method to manage its complex financial operations, which include nine distinct companies, separately budgeted and operated corporate and regional offices, and financial transactions with its vast external brokerage network with individualized processing for billings, commission payments, marketing allocations and 1099 submissions, as well as the need to track profitability. Microsoft Dynamics GP quickly came to the forefront as the right solution to handle these extensive processes as part of an overall Microsoft Dynamics platform.

“More and more, companies understand the immeasurable value of empowering their people with a familiar and integrated product suite,” said Jon Pratt, senior director of product marketing for Microsoft Dynamics GP at Microsoft. “Microsoft Dynamics products were designed to work seamlessly together to create top-to-bottom ERP solutions. Sperry Van Ness is providing a fantastic example of this by combining Microsoft Dynamics GP and Microsoft Dynamics CRM to fulfill multiple key functions, while also customizing both products to meeting its industry's specific needs.”

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Both Microsoft Dynamics GP and Microsoft Dynamics CRM are powerful business-management solutions that can empower people and organizations by allowing easy access to information where and when people need it. Together, they help equip an organization with a complete view of customer information and broad, deep business management capabilities. Based on the familiar People-Ready Microsoft Office interface, both products are easy to configure, maintain and use, further adding to overall return on investment.

The Mission Viejo, Calif., office of Collins Computing Inc., a Microsoft Gold Certified Partner and Microsoft Business Solutions' 2006 Sales and Marketing Partner of the Year, will implement Sperry Van Ness' new solution. The company specializes exclusively in Microsoft Dynamics GP and Microsoft Dynamics CRM implementations and is one of a worldwide group of thousands of expert Microsoft partners with deep experience in providing Microsoft Dynamics solutions.

“We see combined Microsoft Dynamics suite solutions, such as the Microsoft Dynamics GP and Microsoft Dynamics CRM implementation for Sperry Van Ness, as capable of offering just the right fit for ERP business needs,” said Randy Forkner, president of Collins Computing. “Combined with the significant level of support Microsoft provides its partners to remain cutting-edge on deploying and supporting the technology, we believe Microsoft Dynamics is simply the right choice for customers. If you need a customized Microsoft Dynamics solution, we can build it.”

About Microsoft Business Solutions

Microsoft Business Solutions products and services are financial, customer relationship and supply chain management applications for small and midsize businesses, large organizations, and divisions of global enterprises. Delivered through a network of channel partners providing specialized services, these integrated, adaptable business applications work like and with familiar Microsoft software to streamline processes across an entire business.

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.