

## **FOR IMMEDIATE RELEASE**

For additional information:

Mary Lanham  
770-564-5601  
[mary@lanhamassoc.com](mailto:mary@lanhamassoc.com)

### **Lanham Associates Named to Elite Microsoft Business Solutions Inner Circle**

**Norcross, GA August 19, 2003** Lanham Associates has been named to the Microsoft Business Solutions Inner Circle, an accomplishment earned by firms whose sales achievement ranks them at the top echelon of the Microsoft Business Solutions global network of value-added reselling partners.

Membership in this elite group recognizes outstanding partners whose commitment to customers is reflected in their constant dedication to achieving high levels of customer satisfaction, active pursuit of product and technological advancement, and impressive sales performance.

"Microsoft Business Solutions is thrilled to honor Lanham Associates' excellent performance in delivering our solutions to the market," said Don Nelson, general manager of managed partners, Microsoft. "Inner Circle membership is the highest form of recognition for Microsoft partners reselling Business Solutions applications. We value our relationship with Lanham Associates, and we are delighted to reward their accomplishments."

"We have been working with a strong reseller channel in the supply chain segment of the market since 1997," said Dale Lanham, CEO and founder of Lanham Associates. "This year's exceptional receptivity to our solutions, in spite of tight economic conditions world-wide, indicates that the time is right for supply chain integration in planning and executions systems for the mid-market. The vertical integration that our products provide for end-customers gives them a competitive edge in their business. At Lanham Associates our motto has always been good ideas, good people, good products, and good partners make for good customers, and we take the customer's success very seriously. Again, this year our reseller channel did an exceptional job of selling and implementing our products. The Microsoft platform allows us to deliver exceptional solutions."

Lanham Associates is the leading supplier of Navision add-on products in supply chain planning and execution systems. The company, founded in 1997, offers products world-wide such as UBP (Usage Based Procurement), Retail Supplier Link, EDI, E-Ship, E-Receive, and Navision Audit Tools. The company plans to continue to grow with new customers through its highly-valued Microsoft Navision Reseller Channel.