

## Microsoft Silver Partner

### Vlcom has achieved the Microsoft Silver Partner status

Virginia Beach, Virginia – June 9, 2011 – Vlcom, the leader in system integration for voice, video, and data solutions, today announced it has achieved a Silver Competency in the Microsoft Partner Network, demonstrating its ability to meet Microsoft customers' evolving needs in today's dynamic business environment. To earn a Microsoft Silver competency, partners must complete a set of tests to prove their level of technological expertise, submit customer references and employ a required number of Microsoft Certified Professionals who are skilled on current technology relevant for the competency.



**Microsoft** Partner “By achieving a Silver Competency, partners have proven themselves as specialized technology experts with the skills needed to best serve customers,” said Jon Roskill, corporate vice president, Worldwide Partner Group at Microsoft Corp. “The Silver Competency in the Microsoft Partner Network is designed to help customers identify services and solution providers that have demonstrated proof of their capability to deliver quality outcomes and customer satisfaction.”

The Microsoft Silver Competency defines partners' success as technology market leaders within a specific technology competency, with each competency having a unique set of requirements and benefits formulated to accurately represent the specific skills and services that partners bring to the industry. Requirements for the Silver Competency are comparable to the formerly recognized Microsoft Certified Partner criteria. All 29 Microsoft technology competencies differentiate a partner's specific technology capabilities and help customers find qualified solution providers with expertise in discrete areas quickly and easily.

Through the Microsoft Competency, you can gain access to the latest technology, market opportunities, and sales and marketing resources that have been specifically created with optimizing your end user experience in mind. From planning the development cycle to supporting your customers, you will have the tools and resources you need to build innovative solutions and bring them to market.

The Microsoft Partner Network is designed to equip organizations that deliver products and services through the Microsoft platform with the training, resources and support they need to provide their customers superior experience and outcomes.