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## Microsoft Offers Solution Server Program

**Publication info:** Newsbytes News Network (Oct 11, 1994): N/A.

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**Abstract (English):** Microsoft's new Microsoft Solution Server program helps customers rapidly integrate and deploy "enterprise solutions" using Microsoft BackOffice technology, integrating hardware, preinstalled software and technical-information products. It is being implemented initially with "Solution Providers" AT&T Global Information Solutions, Digital Equipment Corp, NEC Technologies and Sequent Computer Systems Inc. With the Solution Server program, the complete server system is intalled at the customer site at no charge for 60 d. Customers must bought 8 hrs of consulting time from their OEM provider or designated Microsoft Solution Provider. The package includes a free Pentium or RISC-based server computer running Microsoft Windows NT Server 3.5, Microsoft server applications and technical developer information, including a tutorial, evaluation guide, Microsoft Tech-Net CD, Microsoft Network Level I CD and data sheets.

Full text discusses the program and future plans.

**Full text:** REDMOND, WASHINGTON, U.S.A. 1994 OCT 11 (NB) -- Microsoft Corp. (NASDAQ:MSFT) has announced the Microsoft Solution Server "structured evaluation" program.

According to Microsoft spokesperson, Ian Garbutt, The "Microsoft Solution Server" provides hardware, preinstalled software and technical-information products designed to enable customers to rapidly integrate and deploy "enterprise solutions" based on the recently announced Microsoft BackOffice technology.

Garbutt told Newsbytes that the Solution Server program is being implemented initially with "Solution Providers" AT&T Global Information Solutions, Digital Equipment Corporation, Sequent Computer Systems Inc., and NEC Technologies.

"Microsoft Solution Server will provide customers with preconfigured software applications and information solutions that are designed to integrate with their existing business applications," said John Neilson, general manager of the Organization Customer Unit at Microsoft. "This will help speed the evaluation process and ensure that customers have a positive experience with Microsoft BackOffice."

According to Neilson, the Microsoft Solution Server is designed to meet customer demand for hands-on evaluation of the Microsoft BackOffice platform. Neilson says the Solution Server program has been in beta testing with more than 30 companies for the last four months.

"The Solution Server program came complete with all the tools, Microsoft software, AT&T hardware, and support necessary for a structured evaluation," said Jim Martin, information manager at Pacific Bell. "This enabled me to make a solid decision."

charge for a period of 60 days. Customers are required to purchase eight hours of consulting time from their OEM (original equipment manufacturer) provider or designated Microsoft Solution Provider.

The Solution Server package includes a free Pentium or RISC (reduced instruction-set computing)-based server computer running Microsoft Windows NT Server 3.5, Microsoft server applications, and technical developer information, including a comprehensive tutorial, evaluation guide, Microsoft Tech-Net CD, Microsoft Developer Network Level I CD, and data sheets.

Microsoft says third-party and application software appropriate to the business needs of the evaluating company may also be added by the OEM, participating ISVs (independent software vendors), or customer.

Announced at Windows World in Dallas last month, Microsoft BackOffice is an integrated information system comprising: Windows NT Server 3.5, the network foundation for running business applications; Microsoft SQL Server version 4.21, a relational database management system for client-server computing; Microsoft SNA Server version 2.1, which provides connectivity for IBM enterprise networks; Microsoft Systems Management Server version 1.0, for managing networked PCs; and Microsoft Mail Server 3.2, an electronic messaging product.

Microsoft sources told Newsbytes the company will be announcing additional participants for the program in the future.

(Nick Anis/19941010/Press Contact: Ian Garbutt or Aimee Stone, Waggener Edstrom, for Microsoft, 503-245-0905; Reader Contact: AT&T GIS, 800-796-9476; Digital Equipment Corp., Ernie Lou, 206-865-8754; NEC Technologies, Paula Vermette, 508-264-8952; Sequent Computer Systems Inc., Michel Gambier, 503-578-5095)

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**Location:** North America; United States

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## **MICROSOFT ANNOUNCES SOLUTION SERVER PROGRAM TO FACILITATE CUSTOMER EVALUATIONS OF MICROSOFT BACKOFFICE**

**Publication info:** PR Newswire 05 Oct 1994: N/A.

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**Full text:** MICROSOFT ANNOUNCES SOLUTION SERVER PROGRAM TO FACILITATE CUSTOMER EVALUATIONS OF MICROSOFT BACKOFFICE

AT&T GIS, Digital, NEC and Sequent Kick Off Innovative Program That Reduces Costs, Simplifies Logistics for Customers  
REDMOND, WA, October 5, 1994 -- Microsoft Corporation (Nasdaq: MSFT) today announced the Microsoft Solution Server program -- a structured evaluation program that provides hardware, preinstalled software and technical-information products designed to enable customers to rapidly integrate and deploy enterprise solutions based on the recently announced Microsoft(R) BackOffice technology. The Solution Server program is being implemented initially with Solution Providers AT&T Global Information Solutions, Digital Equipment Corporation, and Sequent Computer Systems, Inc., and with NEC Technologies.

"Microsoft Solution Server will provide customers with preconfigured software applications and information solutions that are designed to integrate with their existing business applications," said John Neilson, general manager of the organization customer unit at Microsoft. "This will help speed the evaluation process and ensure that customers have a positive experience with Microsoft BackOffice."

Designed to meet customer demand for hands-on evaluation of the Microsoft BackOffice platform, the Solution Server program has been in beta testing with more than 30 companies for the last four months.

"The Solution Server program came complete with all the tools, Microsoft software, AT&T hardware and support necessary for a structured evaluation," said Jim Martin, information manager at Pacific Bell. "This enabled me to make a solid decision."

Under the Microsoft Solution Server program, the complete server