

The Microsoft logo, consisting of the word "Microsoft" in white, italicized, sans-serif font, set against a solid blue rectangular background.The Microsoft Small Business Specialist logo, featuring the text "Microsoft, Small Business Specialist" in white, sans-serif font, set against a blue rounded rectangular background with a subtle gradient and a drop shadow.

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Microsoft Announces First Small Business Specialist in San Francisco Bay Area

New designation distinguishes Lanlogic, Inc. as expert in small-business solutions and services.

SAN FRANCISCO — August 2, 2005 — Microsoft Corp. today announced Lanlogic has become the first Small Business Specialist in the San Francisco Bay Area. To attain this new designation, Lanlogic has demonstrated expertise in planning and building solutions for small businesses. As part of the Small Business Specialist Community, Lanlogic will receive a rich set of benefits from Microsoft, including access to training specifically designed for the small-business industry, small-business marketing materials for reuse, special partner offers, and the ability to use the Small Business Specialist logo in marketing materials, which can help give the company a competitive advantage in the marketplace.

The Small Business Specialist Community, available as a competency-like designation as part of the Microsoft® Partner Program, was developed in response to input from customers and partners that expressed a need to build easier connections that enable small-business customers to quickly and easily identify technology partners best suited to support them.

“Small businesses are looking for partner companies that understand their unique business needs,” said Diana Beckman, Northern California Area General Manager, Microsoft Small and Mid-market Solutions & Partner Group. “With resources like the Small Business

Specialist Community and the partner locator tool on the Microsoft Small Business Center Web site, it will be much easier for small businesses in the San Francisco Bay Area to identify local partners that are best able to address their specific needs. We are confident this offering will help Lanlogic reach its full potential by creating more visibility, opportunity and demand in the local small-business segment.”

“Lanlogic is extremely pleased with our status as a new Small Business Specialist,” said Joe Foos, Director of Sales & Marketing. “This special designation allows Lanlogic to effectively promote ourselves to customers as having proven expertise in delivering high-value, strategic solutions for small businesses. For customers in the San Francisco Bay Area, Small Business Specialist status provides Lanlogic with early line of sight to new products, services and programs from Microsoft, which can extend the value we bring to our client relationships.”

As one of the requirements for attaining Small Business Specialist status, Lanlogic had to pass Microsoft’s Small Business Sales and Marketing Skills Assessment, designed to test the company’s knowledge of the dynamics and dependencies of the small-business market, as well as the value to small business of several software solutions, including Windows® XP Professional, Microsoft Office 2003 and Windows Small Business Server 2003. In addition, at least one individual in the company had to pass a certification exam that measures the ability to design and implement solutions for the small and medium-sized business by using Windows Small Business Server 2003 and the Windows Server System™.

Founded in 1975, Microsoft (Nasdaq “MSFT”) is the worldwide leader in software, services and solutions that help people and businesses realize their full potential.

**For more information, press only:
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