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## **PayneGroup Again Achieves a Microsoft Gold Application Development/ISV Competency**

*PayneGroup demonstrates best-in-class capability and market leadership through demonstrated technology success and customer commitment.*

SEATTLE, Washington, USA — January 29, 2015. PayneGroup today announced it has again attained a gold Application Development/ISV competency, demonstrating a “best-in-class” ability and commitment to meet Microsoft Corp. customers’ evolving needs in today’s dynamic business environment and distinguishing itself within the top 1 percent of Microsoft’s partner ecosystem.

To earn a Microsoft gold competency, partners must successfully complete exams (resulting in Microsoft Certified Professionals) to prove their level of technology expertise, and then designate these certified professionals uniquely to one Microsoft competency, ensuring a certain level of staffing capacity. They also must submit customer references that demonstrate successful projects (along with implementing a yearly customer satisfaction study), meet a revenue commitment (for most gold competencies), and pass technology and/or sales assessments.

Since 1994, PayneGroup has been providing software, training and publications; in fact, PayneGroup’s first client was Microsoft. Microsoft then referred PayneGroup to law firms where the company gained a strong reputation for excellence in the industry that is maintained to this day. Since that time, PayneGroup’s expertise has expanded into government agencies worldwide as well as many other industries, with a client base of more than 3 million people in 56 countries.

“This Microsoft gold application development/ISV competency showcases our expertise in and commitment to today’s technology market and demonstrates our in-depth knowledge of Microsoft and its products,” says Donna Payne, PayneGroup CEO. “This competency award reflects our continued commitment to provide outstanding client service while ensuring that our work is of the highest possible standard. Also, since we are headquartered in Seattle, Washington, just nine miles away from the Microsoft main campus, we are committed to working closely with the Microsoft to ensure that our products are ready to go with each new product release”

“By achieving a gold competency, partners have demonstrated the highest, most consistent capability and commitment to the latest Microsoft technology,” said Phil Sorgen, Corporate Vice President, Worldwide Partner Group at Microsoft Corp. “These partners have a deep expertise that puts them in the top 1 percent of our partner ecosystem, and their proficiency will help customers drive innovative solutions on the latest Microsoft technology.”

PayneGroup is a long-time gold partner and this is a requalification as a gold ISV/Application Development competency. The process involved having products such as Metadata Assistant tested for compliance, attaining customer references, and receiving customer feedback in a customer satisfaction survey.

The Microsoft Partner Network helps partners strengthen their capabilities to showcase leadership in the marketplace on the latest technology, to better serve customers and to easily connect with one of the most active, diverse networks in the world.

### **About PayneGroup**

PayneGroup is a leading provider of secure communication software including Metadata Assistant, the first metadata removal software on the market, Outlook Send Assistant, which prevents Reply to All, bcc and other potential accidental disclosures, and Redact Assistant, which is a redaction tool for Word and Excel files. The Workflow product division includes Forms and Numbering Assistants, which aid in the creation and formatting of documents. PayneGroup also provides extensive professional services, ranging from migration consulting and training services to project management and courseware development. PayneGroup has also authored 13 books on Microsoft Office, including our latest book, *Word 2013 for Law Firms*. For more information about PayneGroup, see [www.thepaynegroup.com](http://www.thepaynegroup.com) or follow PayneGroup on twitter at [www.twitter.com/paynegroup](http://www.twitter.com/paynegroup).

### **Contact**

For more information, contact Shirley Gorman:

Telephone: +1 206-344-8966

Email: [CustomerRelations@thepaynegroup.com](mailto:CustomerRelations@thepaynegroup.com)