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### **New Tenon-Microsoft partnership to deliver major improvements for financial outsourcing clients**

Advisers to entrepreneurs Tenon and global software leader Microsoft today announce a unique strategic partnership which is set to make major improvements to financial outsourcing.

The landmark deal sees Tenon Outsourcing offer businesses a powerful combination of fully supported, hosted and user-friendly Microsoft Dynamics GP\* software and complete outsourced financial services support.

Tenon's clients will have cost effective and flexible access to finance system resources and finance staff, thus saving them valuable time and ensuring entrepreneurs can continue to focus on their core business.

Services include provision of an experienced team from Tenon to handle all financial processes, such as payroll and payables, as well as expert advice on issues such as VAT and employer tax.

The deal will remove the need for the major up-front investment currently required to set up a finance function, such as purchasing software licences or hardware and employing staff. Clients simply pay a flat monthly fee per user licence for the complete outsourcing package from Tenon.

This support function will be of major interest to growing entrepreneurial businesses with more complex financial requirements – such as those with multiple UK or global locations, North American and European companies setting up in the UK, those wanting to trade in many currencies and those with high transaction volumes.

National Head of Tenon Outsourcing, Richard Fifield, said: "Tenon is the only business adviser in the UK to offer this service which is a hugely exciting opportunity for businesses with more sophisticated finance needs, enabling them to better manage risk, speed market entry and reduce costs.

"We expect keen interest in this unique solution as more and more entrepreneurs are looking to outsource and focus on their core business."

More than 70 Tenon clients have taken advantage of this service, with a significant increase in demand anticipated during 2008.

Paul White, Director of Microsoft Dynamics in the UK said: "Microsoft is committed to enhancing customer choice. Our partnership with Tenon gives greater flexibility in the way that customers purchase their financial and accounting software, based on the needs of the business and IT. Customers can now decide whether they have systems on-premise or hosted as an on-demand service, whilst retaining the functionality and ease of use that comes with the integration with Office."

London-based PR agency, salt, has been using the system since it became available. Andy Last, salt's Managing Director, said: "The service has really benefited our business – enabling us to become more profitable and to make better-informed decisions. I haven't regretted my decision to outsource this side of the business for a moment and I would strongly advise others to think about doing so."

This new outsourcing service is hosted by award winning business availability provider, Servo.

Neil Lloyd, Managing Director of Servo Managed Availability Services, said: "Tenon's customers are safe in the knowledge that their systems are securely hosted in a state of the art datacentre, providing around the clock availability and allowing them to concentrate on driving their core business."

Key features and benefits:

- Improved risk management
- Ability to speed market entry
- Cost reduction – removing the financial outlay to set up a finance function, such as software licences
- Secure hosting environment, with award winning business availability provider ICM
- User-friendly Microsoft Dynamics GP software
- Provision of experienced team to handle financial processes, such as payroll
- Further outsourcing services available
- Flexible 'plug and play' set-up
- Full training and support
- Fast, convenient access

- Ends -

For further information on the Tenon-Microsoft Dynamics partnership, or to speak to a Tenon spokesperson or case study, please contact:

Heather Wilson, 020 7419 7322, [heather@bbpr.com](mailto:heather@bbpr.com)

Sarah Weston, 020 7419 7323, [sarah.weston@bbpr.com](mailto:sarah.weston@bbpr.com)

#### **About Tenon**

Tenon is a leading provider of accounting and business advice to entrepreneurs. Tenon provides clients with expertise in Business Services, Tax, Financial Services, Corporate Finance, Recovery, Outsourcing and Forensic Accountancy. Tenon is the 9<sup>th</sup> largest UK accountancy firm with a turnover of £137.1million and almost 1900 staff operating through a network of 46 offices across the UK offering local expertise with the backing of a national plc.

#### **\*About Microsoft Dynamics**

Microsoft Dynamics is a line of financial, customer relationship and supply chain management solutions that helps businesses work more effectively. Delivered through a network of channel partners providing specialized services, these integrated, adaptable business management solutions work like and with familiar Microsoft software to streamline processes across an entire business.

#### **About Microsoft Dynamics GP**

Microsoft Dynamics GP is a business management solution that provides growing and midsize organizations with complete and scalable financial and operational functionality, such as advanced consolidation, robust business intelligence, rich reporting, forecasting, and budgeting. Because this functionality is available right out-of-the-box, you are able to integrate and automate your financial and operational processes more rapidly. Microsoft Dynamics GP offers the stability you require, so you know your solution will support your business-critical needs, today and in the future.

#### **About Microsoft**

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

#### **About Servo**

Established in 1986, Servo is the only company in the UK to deliver comprehensive business availability, which, through the provision of hosting, IT solutions, managed services, support and maintenance allows companies to maintain optimum system availability, 24 x 7. Through a network of 23 locations strategically sited across the UK, Servo guarantees that 98% of UK businesses are never more than two hours away from a Servo business support centre.