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For Release 9 a.m. CST
May 1, 2008

Digital MD Systems® Attains Gold Certified Partner Status in Microsoft Partner Program

Bedford, TX USA—Digital MD Systems® today announced it has attained Gold Certified Partner status in the Microsoft Partner Program with competencies in Data Management Solutions, Business Process and Integration and Security Solutions. These competencies recognize Digital MD Systems' expertise and impact in the technology marketplace. As a Gold Certified Partner, Digital MD Systems has demonstrated expertise with Microsoft technologies and proven ability to meet customers' needs. Microsoft Gold Certified Partners receive a rich set of benefits, including access, training and support, giving them a competitive advantage in the channel.

Digital MD System's flagship product, DOC™, is a point-of-care Electronic Medical Record that allows medical clinics to increase their patient load and efficiency while providing the best medical care to their patients. DOC leverages the power of Microsoft SQL Server 2005 and Windows Server 2003 to provide a powerful and comprehensive healthcare solution combining unparalleled communication, imaging, laboratory, and reporting features with an easy to use interface allowing quick and easy documentation of all patient encounters.

"We are extremely pleased to have attained Gold Certified status in the Microsoft Partner Program. This allows us to clearly promote our expertise and relationship with Microsoft to our clients" said Danny Allison, Vice President of Digital MD Systems. "The benefits provided through our Gold Certified status will allow us to continue to enhance the software solutions that we provide for clients and partners"

"Customers are looking for partner companies that can bridge the gap between their business demands and technology capabilities" said Allison Watson, vice president of the Worldwide Partner Sales and Marketing Group at Microsoft Corp. "They need to trust in a company that can act as an expert adviser for their long-term strategic technology plans. Microsoft Gold Certified Partners, which have certified expertise and direct training and support from Microsoft, can build a positive customer experience with our technologies. Today, Microsoft recognizes Digital MD Systems as a new Gold Certified Partner for demonstrating its expertise providing customer satisfaction using Microsoft products and technology"

As one of the requirements for attaining Gold Certified Partner status, Digital MD Systems had to declare a Microsoft Competency. Microsoft Competencies are designed to help differentiate a partner's capabilities with specific Microsoft technologies to customers looking for a particular type of solution. Each competency has a unique set of requirements and benefits, formulated to accurately represent the specific skills and services that partners bring to the technology industry.

The Data Management Solutions Competency is designed for Microsoft Certified and Gold Certified Partners that have proved their competency in deploying data warehousing, online analytical processing, data mining, decision support and in-depth reporting solutions. Specializations within the competency are Business Intelligence and Database Management.

"Microsoft Competencies make it easier for our partners to position their offerings to our mutual customers, better align their business with Microsoft's marketing initiatives and form closer relationships with other industry partners" said Bill Baker, general manager of business intelligence for SQL Server at Microsoft Corp. "Through the Data Management Solutions Competency, we can assist our industry partners' proficiency in developing and deploying business intelligence applications more quickly and easily, and help them align with our goal of making business intelligence solutions more pervasive and accessible to everyone"

The Business Process and Integration Competency is designed for Microsoft Certified and Gold Certified Partners with proven proficiency in implementing and deploying server-based portals for driving Internet commerce and business applications using Microsoft tools and software. Delivering the high levels of reliability and availability needed for business-to-customer Web sites requires not only great technology but also the competency to plan, deploy, support and migrate those solutions. Microsoft Gold Certified Partners enrolled in this competency have demonstrated knowledge of, and experience with, the deployment of Internet-based solutions and infrastructure using Microsoft tools and software.

"Partners play a critical role in delivering solutions to our customers that complement their applications and services" said Robert Wahbe, general manager of the Connected Systems Division at Microsoft Corp. "The value of solutions competencies is that they allow Microsoft to deliver resources and training to partners, enabling them to better meet the needs of their customers"

The Security Solutions Competency is designed to recognize the unique skills and requirements of partners specializing in delivering security-based solutions. Microsoft Gold Certified Partners enrolled in this competency have proved their skill in advanced security solutions to help protect customer information assets by building solutions such as security management and operations, security-enhanced wireless VPN and perimeter, and identity and access management solutions. Specializations within the competency include Infrastructure Security and Security Management.

"Security is a priority for Microsoft, and we rely on our partners to help us deliver security-based solutions to our customers," said Thomas Dawkins, group product manager responsible for security partner strategy at Microsoft Corp. "As customers continue to automate business processes, solutions competencies such as this one enable our partners to better identify and showcase their security solutions skills to respond to increasing customer demands to better secure their infrastructure."

The Microsoft Partner Program was launched in October 2003 and represents Microsoft's ongoing commitment to the success of partners worldwide. The program offers a single, integrated partnering framework that recognizes partner expertise, rewards the total impact that partners have in the technology marketplace, and delivers more value to help partners' businesses be successful.

Founded in 1997 and headquartered in Bedford, TX, Digital MD Systems is the software solutions provider responsible for the creation and development of the DOC electronic medical record. DOC has received acclaim from the Microsoft Healthcare Users Group as the Best in Class Winner for Ambulatory Care: Clinical/Patient Information Systems category.

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