

Partner Testimonial



Oliver Lindsaar, Director
Total Network Support

How did TNS find out about the Microsoft Technology Adoption Program (TAP)?

TNS was encouraged and invited to join by our Account Manager John Kerferd based on our certifications and experience within the industry and specifically within the Small Medium Business space.

Why did TNS decide to participate in the TAP for the Office 2007 Rapid Deployment Program and Vista TAP?

The pilot program gave TNS an opportunity to showcase our technical ability and to be one of the very first Microsoft Gold Certified Partners and Small Business Specialists to have first hand experience and training in the testing and deployment of a worldwide launch.

What are the key benefits of participating in the Technology Adoption Programs to your business?

The pilot project provided the following benefits:

- Hands on experience with the new applications
- Operating system support from Microsoft
- Feedback to and from Microsoft
- An opportunity to further consolidate the relationship with these clients.
- Enabled TNS to be the leader in gaining knowledge and experience in the yet to be released software
- Generating a high level of pride and excitement among TNS staff as a result of being at the forefront of new technology

Once the two Technology Adoption Programs were officially launched by Microsoft, it was easy to deploy both Windows Vista and Office 2007 in our clients' environment because of the knowledge and technical experience we had gained.



What other benefits do you enjoy as part of the Microsoft Partner Program?

The Partner Program allows us access to a wealth of information, including: pre sales and technical support, online marketing resources, and a dedicated contact point in all areas of our relationship with Microsoft. Microsoft has opened many doors for TNS and the support has been tremendous.

About TNS

Total Network Support was established in 1992 to provide quality, cost effective Information Technology support to small/medium enterprises.

We provide professional services, software, hardware and technical support.

TNS is Microsoft Gold Certified Partner and has achieved Microsoft's Small Business Specialist Certification. We also partner with Cisco, Citrix, IBM, Hewlett-Packard, Telstra and other major technology providers to provide the best possible value in the small business markets.

Our success has been built on ongoing, mutually beneficial relationships with our clients, partners and technology providers. We make our clients' problems our problems, and our successes become our clients' successes.

We are our clients' IT support, ensuring that they receive the most out of their IT investment. In fact, taking advantage of our services is just like having your own IT department.

At TNS, we value the relationships we build with our clients. If you require support or advice please feel free to contact us on **(03) 9682 9300** or utilise the services of our technical support team on **1300 TNS TNS (1300 867 867)**