

Quorum's Expanded Strategic Relationship with Microsoft®

On November 8, 2006, Quorum and Microsoft announced an expanded strategic relationship. Quorum will now play a strategic role within Microsoft's dealership management solutions initiatives, which are aimed at strongly and visibly promoting DMS solutions that support innovation within the automotive retail market.

This is the second major partnership that Quorum has achieved in 2006. The first was announced in January with Quorum being named one of only two Integrated Dealer Management System (IDMS) Suppliers for North America by General Motors.

Quorum has enjoyed a long-standing relationship with Microsoft to the benefit of its product, XSELLERATOR™, and its customers and had already achieved the following recognition from Microsoft:

Gold Partner Status was achieved by demonstrating expertise on a variety of Microsoft products and

solutions. The Gold Partner standard set by Microsoft is the highest partner level achievable within Microsoft.

Managed ISV Partner means that Quorum has a direct collaborative relationship with Microsoft in terms of marketing and product development support, and has a sponsored relationship within Microsoft. In Quorum's case, our "sponsor" is Mr. John Reed, Microsoft's Director of Automotive Retail Solutions globally.

The newly announced relationship takes this already deep relationship between Quorum and Microsoft to an even higher level. According to Mr. Reed, *"Quorum's XSELLERATOR DMS solution already provides an innovative basis for dealership solutions and they are committed to providing improved value to dealerships by integrating existing and future Microsoft products into its DMS offering. Microsoft strongly supports Quorum in the marketplace and encourages dealers to move to this progressive system now."*

What Does This Mean to Quorum's Customers and Prospective Customers?

Quorum and Microsoft will now work from a **Joint Technology Road Map** to accelerate the enhancement of XSELLERATOR. Microsoft will support Quorum through direct technology and marketing support. Therefore dealers can expect:

- Even more rapid introduction of exciting new features within XSELLERATOR.
- Application of the latest technology from Microsoft into the fully-integrated best practice business solution embedded within XSELLERATOR. The ability to see the technology in action within a DMS now.
- Enhanced integration capabilities within XSELLERATOR through the technology and business partner relationships that Quorum can access through its relationship with Microsoft.
- A system (XSELLERATOR) that dealers can rely on to "lead the pack" in terms of business functionality, and use of the latest technology to enhance that functionality, for many years to come, with the committed support and vote of confidence from companies like General Motors and Microsoft.

For more information on XSELLERATOR, Quorum's IDMS solution, click on this link

www.QuorumIS.com/XSELLERATOR

Or call

1-888-267-6180 ext. 267

