



## **CIGREF and Microsoft consolidate their partnership**

*Paris, October 3, 2007 – Yesterday, CIGREF and Microsoft Corporation renewed their partnership agreement in a bid to formalise and strengthen the existing relationships between the two organisations.*

The agreement confirms the priorities for their joint efforts (keeping track of **developments in licensing, new billing models, roadmaps, standards**) and consolidates their cooperation with regards to **innovation in the uses of ICT (Information and Communication Technologies) in major corporations**.

**Bottom-up innovation is a shared concern for CIGREF and Microsoft.** They have already published joint white papers on the topic and co-design customer/supplier practices will be encouraged. To this end, Microsoft has set up a "usage observatory" whose objective is the evaluation of the impact of new technologies on business life. The observatory aims to facilitate the development of innovations that meet both the expectations of companies and their scenarios for growth in an effort to add more value to the technological platforms that they deploy. The results and case studies will be presented to CIGREF on a regular basis.

The organisations also plan to cooperate on the **development of an ICT ecosystem** and to this end will work together on the promotion of the "SME Pact".

This confidential two-year agreement follows the previous agreement signed in 2001. The new agreement sets out the targets to be reached and defines a timetable for exchanges.

For CIGREF president, Didier Lambert, "this agreement attempts to strengthen the strategic, long-term dialogue between Microsoft and its leading customers on all aspects of its offering and in a global manner. It aims to work together on the value chain, to enhance transparency, the performance of our information systems and the creation of value for our businesses".

Eric Boustouller, President of Microsoft France, declared that "as part of our effort to develop the use of new technologies in business, the consolidation of our relationship with CIGREF is a clear sign of our commitment to supporting France's leading corporations as they grow and to promote French talent on an international scale".

CIGREF brings together leading corporate users of information technology. The mission of CIGREF is to "promote the use of information systems as a factor contributing to the creation of value and a source of innovation for business". Essilor's Didier LAMBERT has been President of CIGREF since July 2006. Jean-François PEPIN has been the Delegate General since July 2001. <http://www.cigref.fr>.

Founded in 1975, Microsoft (quoted on NASDAQ as MSFT) is the world's leading software publisher. Microsoft develops and sells a broad range of software, accessories and services for professional and domestic uses. Microsoft's mission is to use its expertise, capacity to innovate and its driving passion to help its customers and partners achieve their ambitions and express their creativity, in a way that makes technology their best ally in the realisation of their potential. Created in 1983, Microsoft France employs more than 1,200 people. Eric Boustouller has been President since February 1, 2005.

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