

Microsoft Awards Edition - July 18 2006

**TBS**   
Field Mobility Solutions

# smartalk

## It's official – TBS is the best in the world

**Microsoft**  
GOLD CERTIFIED  
Partner

2006 TECHNOLOGY INNOVATION  
PARTNER OF THE YEAR  
ISV/Software Solutions

**TBS has had the honour of being recognised as a Gold Certified Partner of the enormous Microsoft global network for several years. But we've now been catapulted to a new level of international standing by securing one of the highly coveted Microsoft Partner of the Year awards this month in Boston, US.**

The TBS Taskmaster® solution has done it again. And this time it's on a world-wide scale. In a little over a decade, TBS joint owners Steve Reynolds and Jon Poynton have taken a small Derbyshire company from concept stage to being recognised as one of the most innovative technology enterprises in the world.

TaskMaster, a field mobility solution which has already improved efficiency for many thousands of field workers in organisations across the UK, has been named by Microsoft as the best ISV/Software Solution in the Technology Innovation category of this year's awards.

Steve and Jon attended the glittering ceremony in Boston on Wednesday, July 12 to collect their prestigious award and the \$10,000 prize that accompanied it. TaskMaster also secured a runner-up place for TBS in the Sales and Marketing Partner of the Year award in the Mobility Solutions category of the awards.

Steve Reynolds, TBS managing director, said: "It's almost overwhelming to think that a Derbyshire company should

achieve such international recognition, particularly when you consider the sheer number of companies that entered the awards.

"One thing it does show is that we've got a fantastic product - produced by a world-beating group of people."

TBS saw off more than 300 entrants from all corners of the globe to win the award. As a whole, the awards attracted more than 2,400 entries from Microsoft partners in defined regions including Asia-Pacific, Canada, China, Europe, Middle East and Africa, Latin America, Japan and the US.

Award winners were chosen based on their dedicated use of Microsoft technologies to provide solutions for their customers' needs.

Steve was also in Boston to present a talk to delegates of the Worldwide Microsoft Partner Conference, which, incorporating the awards ceremony, was attended by more than 11,000 people between Tuesday and Thursday, July 11-13. The focus of the presentation was on the hugely successful application of TaskMaster for Drive Assist, the organisation that supplies short-term loan vehicles on behalf of insurance companies.

Drive Assist claims switching to Taskmaster from a manual paperwork system has saved 1.5 million sheets of paper per annum, 3.6 million miles of unnecessary journeys, generated a 15 per cent increase in business with no added manpower and reduced invoicing delays by 66 per cent.



Due to the efficiencies TaskMaster provides, Drive Assist has managed to free up its 15,000-strong fleet of vehicles by a massive 15 per cent.

Nigel Bardsley, operations director for Drive Assist, said: "If I was asked to sum up what I thought of TBS in three words it would be; 'Totally Brilliant Software'.

"What I find quite outstanding with TBS is that if they say it can be accomplished it will be, and on time."

# The awards for TaskMaster just keep on coming



In addition to our fantastic accolade from Microsoft, TaskMaster has already won three other awards in the past few months. All three of them have been the result of our partnership with Drive Assist.

Those awards are as follows:

## December 2005 - Insurance Times

On December 2nd 2005 Drive Assist won the Insurance Times Innovation of the Year award for its TaskMaster application.

On receipt of the award, Nigel Bardsley commented: "We are absolutely delighted to win this award. It recognises our real commitment to innovative technology which now plays a key role in our business growth, as well as helping us achieve enhanced quality of service to the customer, greater productivity and a significant reduction in operating costs."

## March 2006 - Institute of Transport Management

This was awarded under the category Technology in Fleet Partnership Award.

Patrick Sheedy, of the Institute of Transport Management, said: "By the integration of Co-Pilot and Taskmaster, Drive Assist have realised massive benefits...providing them with huge operating advantages over their competitors."

## July 2006 - British Insurance Awards

Drive Assist came first in the Technology Award category, presented at the Royal Albert Hall in London on Tuesday, July 4, as a result of its use of TaskMaster. The company beat off stiff competition from, among others, Alexander Forbes and Legal & General.



TBS is also celebrating the fact that its TaskMaster solution was runner-up in the Mobile Solutions category of the Sales and Marketing Partner of the Year section of the Microsoft awards. The company was one of just 11 finalists from around the world that had been shortlisted from hundreds of entries in this category.

## TBS - getting bigger and better

The amazing award successes for TBS and TaskMaster have coincided with, and perhaps provided a catalyst for, a major year of change for the company.

We are now looking to expand our workforce by 50 per cent following the runaway success of our groundbreaking wireless communication solution.

The user base of TaskMaster is set to more than triple within the next 12 months.

Jon Poynton, commercial director of TBS, said it was too early to say how the Microsoft award success would further affect sales but added that it can only assist further growth.

"As a result, we need to make significant additions to our staffing levels across all sections of the business. We're already planning a move to larger purpose built premises. It's not just great news for us, it's great news for UK technology business generally."

## Celebrate in style with TBS

To celebrate our awards success, there's six bottles of Bollinger to be won in our easy, free to enter competition.

All you have to do to enter is answer the following question then email your answer, along with your name, address and contact details to [info@tbsmobility.com](mailto:info@tbsmobility.com) by Monday, July 31st, 2006. If there are more than six correct answers submitted by the deadline, the winners will be drawn out of a hat.

Q. Name the award that TBS won in Boston on July 12?

Rules: The competition is open to recipients of this newsletter. Entries must be e-mailed back by 31st July 2006. Only one entry per person. The prize is a bottle of Bollinger for six winners. There is no cash alternative. The judge's decision is final. The winners will be notified within 4 weeks of the closing date. Winners must be prepared to take part in any post-event publicity. Details of the prize winners will be available from TBS 6 weeks after the competition has closed. The promoter is TBS Ltd., The Ferns, 6 Derby Road, Belper, Derbyshire DE56 1UU.

## For more information

TBS, The Ferns, 6 Derby Road, Belper, Derbyshire DE56 1UU.

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