

# **PRESS RELEASE**

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## **GUNG-HO GOES FOR SPEED SELECTS THE TAYLOR GROUP'S MANAGED OPERATIONS**

*ASP Model Shortens Implementation and Enables E-business Model*

Bedford, N.H., October 26, 1999 – Gung-Ho, a manufacturer and distributor of printing, packaging, and media products, has selected The Taylor Group's Managed Operations service because of its ability to rapidly deploy business applications over the Internet. Managed Operations is an application service provider (ASP) program for Great Plains eEnterprise business management systems utilizing Microsoft and Cisco Systems Inc. technologies (see today's related announcement from Microsoft and Cisco). Gung-Ho needed to quickly implement additional business systems to accommodate a large manufacturing and fulfillment contract in a very short time frame.

"The system was available to us in a matter of days," said John Wade, president of Gung-Ho. "Without Managed Operations, we would have had to build a complete computing infrastructure ourselves. It was pointless to build an IT staff for this project as well as ongoing business when The Taylor Group has a team of technical experts who know the applications and all of the underlying technologies. We would rather focus on our customers' business requirements, design the systems to handle those requirements, and let The Taylor Group manage the technology operations."

The Taylor Group's Managed Operations team provided a complete installation of Great Plains eEnterprise, Windows NT 4.0, Microsoft SQL 7.0, Compaq Servers, Cisco networking equipment and live Internet connections within three business days from the date of the contract. The company is working toward instant availability of business applications. "Our implementation experience and collaboration with Microsoft, Cisco, and Great Plains is paying off for our clients," said Tom Brennan, vice president of marketing for The Taylor Group.

The implementation is in support of the company's Gung-Ho Enterprise Network and Information Exchange (GENIE) system that provides integrated manufacturing and distribution data from facilities worldwide. The company's business operations interconnect "Best of Breed" suppliers via the Internet to provide Gung-Ho's customers a complete manufacturing and distribution solution. To learn more about Gung-Ho, visit [www.gung-ho.com](http://www.gung-ho.com).

"We expect to see more companies like Gung-Ho leverage the ASP model and the Internet into networked ecosystems," said Eugene Lee, Cisco's vice president of marketing for Cisco Systems Small/Medium line of businesses. "Managed Operations provides the application and networking interconnectivity that enables companies like Gung-Ho to build a true e-business."

"Gung-Ho is a great example of the power behind the ASP deployment model," said David Ostroff, ASP Hosting Programs Manager for Microsoft Corp. "Managed Operations combines leading Windows NT and BackOffice technologies and technical services into an end-to-end solution for the customer. Managed Operations is taking advantage of the collaboration between leading companies and is proving to be a market leader in delivering software as a service today."

### **About The Taylor Group**

The Taylor Group is a solutions integrator and application service provider, delivering implementation services, integration products and support for midsize companies. The company's 125 team members provide integrated enterprise-wide solutions and a complete Managed Operations service to help clients solve business problems in the areas of finance, manufacturing, customer service, and e-business. The company is a Microsoft Solution Provider Partner, Great Plains 1999 Global Partner of the Year and named to the *Inc. 500* list of fastest growing companies. For more information, visit [www.ManagedOperations.com](http://www.ManagedOperations.com).

### **About Microsoft**

Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software for personal computers. The company offers a wide range of products and services for business and personal use, each designed with the mission of making it easier and more enjoyable for people to take advantage of the full power of personal computing every day.

### **About Cisco Systems**

Cisco Systems (NASDAQ: CSCO) is the worldwide leader in networking for the Internet. Cisco news and information are available at [www.cisco.com](http://www.cisco.com).

### **About Great Plains**

Great Plains (Nasdaq: GPSI) is a global provider of enterprise business solutions for the midmarket. Great Plains offers e-business applications for financials, distribution, enterprise reporting, project accounting, electronic commerce, human resource management, manufacturing, sales and marketing management, and customer service and support. Great Plains' solutions are sold and implemented by a unique worldwide network of independent partner organizations that share the company's commitment to lasting customer relationships. Named for the third time to the "Top 100 Companies to Work for in America" list, Great Plains has more than 1,100 team members worldwide. More information about Great Plains can be found at [www.greatplains.com](http://www.greatplains.com).

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