

## Fusepoint launches Fusion partner program

***Program enables channel partners to grow business, deliver greater value and breadth of offering to customers by integrating Fusepoint's managed services into their customer solutions***

TORONTO/VANCOUVER, January 23, 2003 - Fusepoint Managed Services today launched its multi-tiered Fusion channel partner program. Collaborating with Fusepoint enables partners to increase their revenue and deliver greater value to their customers, without capital expense, by integrating Fusepoint's cost-effective, fully managed IT solutions into their own customer offerings.

With 361 per cent growth over the past three quarters and 100 per cent customer retention sustained at the close of 2002, Fusepoint will continue to target and offer hosting and professional services solutions to mid-market businesses and large enterprises across Canada and into the United States.

"We believe that our Fusion partner program is a real first in our market and extends well beyond a simple referral or recommendation program," said Robert Offley, Fusepoint 's president and chief executive officer. "Fusepoint is interested in partnering and leveraging respective strengths with likeminded organizations within the greater IT industry. By forging close collaborative relationships with our partners, we're focused on providing strong business incentives and ongoing added value ¾ not simply a pay out and a pat on the back."

The Fusepoint Fusion partner program consists of three tiers, Fusion Select, Fusion Premier, Fusion Elite, each leveraging respective sales force efforts and market knowledge.

At each level, partners are guaranteed success through full extranet support and a graduated program of sales and marketing initiatives that can include training, joint event marketing, and joint business planning. As revenue opportunities and closed deals grow, partners are eligible to participate in incremental commissions plans ranging from six to 10 per cent.

Prospective Fusepoint channel partners include a broad range of companies that recognize the value of offering their customers a full-service, secure solution for hosting their online business infrastructure, such as:

- ASPs
- ISPs
- VARs
- Systems integrators
- Technology/business consultants
- Web and application developers
- Ad agencies

### **Aston Group Partners with Fusepoint**

When Aston Group's client, a global supply chain services company, needed a complete IT solution that would help reduce its infrastructure costs, Aston Group turned to Fusepoint for its expertise in building secure, scalable and reliable hosting environments that supports customers' ongoing business growth.

"Like us, Fusepoint is committed to helping customers grow their businesses using IT," said Steve Clippingdale, Account Executive with Aston Group. "By working together, Fusepoint and Aston Group can capitalize on our respective knowledge of, and access to, emerging technologies."

By partnering with Fusepoint, Aston Group was able to provide the client with a seamless, full-service solution that included consulting, hardware, networking and implementation. The result was a reliable, stable and scalable infrastructure that will enable Aston Group's client to support a 45 per cent annual growth rate.

To find out more about Fusepoint's partner program, visit [www.fusepoint.com/partners](http://www.fusepoint.com/partners).

**About Aston Group**

Aston Group is the world's largest Microsoft Business Solutions partner and number one provider of Microsoft based solutions to mid-market companies. We provide software, consulting, and IT implementation services to more than 5,000 companies worldwide in the distribution, manufacturing, and service-based industries. By combining leading software, end-to-end service, and a proven methodology, Aston Group delivers tailored solutions designed to meet the growing needs of these businesses. Aston Group has 650 dedicated employees in 10 countries worldwide and preferred partners in 20 countries. For more information, visit [www.astonIT.com](http://www.astonIT.com).

**About Fusepoint Managed Services**

Fusepoint Managed Services provides a complete range of managed services that support web and e-commerce sites, intranets, extranets, enterprise resource planning (ERP) software and disaster recovery. Fusepoint offers complex co-location, fully-managed solutions and custom-designed builds to deliver bottom-line results for its clients - improved cash flow, reduced staffing costs and increased revenue. Fusepoint's cost-efficient managed services include firewall protection, intrusion detection, data storage and back up, load balancing and monitoring. Founded in 1999, Fusepoint is a privately held company with offices and data centres in Toronto and Vancouver, Canada.

-30-

**For more information, please contact:**

Sylvia Bauer  
Director of Marketing  
Fusepoint Managed Services Inc.  
Tel: 905.363.3737  
E-mail: [sylvia.bauer@fusepoint.com](mailto:sylvia.bauer@fusepoint.com)

Deborah Rowe  
Environics Communications  
416.920.9000 ext. 265  
E-mail: [drowe@pr.environics.ca](mailto:drowe@pr.environics.ca)