

Ramsac seeks Vista growth

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VAR Ramsac is keen to ramp up Vista and Office 2007 sales by holding an IT forum discussing the business benefits of the technology next month.

Robert May, managing director of Ramsac, told CRN: "We run quarterly forums on various subjects and always try and make sure there is no sales pitch involved. The aim of the next one is to provide local businesses with a rounded view on Microsoft Vista and Office 2007."

The seminar will be delivered using business language and examples, but no technical jargon.

"We want to give local companies the chance to see the products for themselves and understand some of the features, to help them make their own informed decisions about what is best for their business," said May.

Recent research commissioned by vendor Enteo Software found that half of UK IT managers had no immediate plans to migrate to Microsoft Vista.

Stephan Glathe, chief technology officer at Enteo, said: "A number of those surveyed were deterred by post-migration issues such as patching. Microsoft has already announced the launch of the first service pack for the product, so many IT managers may be waiting for this to come out." **CRN**

Ramsac has just the ticket

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