



## Update

### Microsoft and ICL Announce Expansion of their Global Alliance

July 13, 1999

Microsoft and ICL today announced the latest development in their relationship, stemming from the success of the initial alliance launched in May 1998. The expansion of the alliance allows both ICL and Microsoft to focus jointly on key business areas and Microsoft business models.

As part to the expansion, four new Alliance Go To Market (GTM) areas are being added that compliment the original four (Retail, etc.), including Electronic Business, Financial Services, Smart Cards and Secure Systems for Government. In addition, ICL is launching five new Solution Centers worldwide, adding to the seven that already exist in the U.S. and overseas.

“ICL's strategic aim in this alliance is to continue as the key services partner to Microsoft, supporting ICL's goal of becoming the No.1 Services company by 2010. The strengthening of the alliance is proof that both companies are confident that this alliance will provide impetus to our individual strategic directions,” said Paul Lynch, Worldwide Director of the Microsoft/ICL alliance.

“Our customers have already benefited from more open communication, innovative solutions based on world-beating products and services, joint state-of-the-art product development programs and joint customer events. The alliance is an ongoing program and we will see the benefits to customers increase in years to come as the ICL and Microsoft business models become further aligned.”

To Your Success,

*Tony*

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*Tony van Severter*  
*Director: Supermarket Systems*

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