



**INCREMAX, MELILLO CONSULTING AND NETCOM JOIN FORCES TO OFFER  
MICROSOFT SHAREPOINT SOLUTIONS THAT ADDRESS MORE WORK WITH LESS  
PEOPLE**

***Microsoft SharePoint Can Significantly Improve Information Worker Productivity But  
Requires Expertise in Several Areas to Reap Ongoing Rewards***

New York, USA – November 1, 2008, Three Greater New York City based Gold Certified and Managed Microsoft Partners, Incremax, Melillo Consulting and Netcom Information Technology, announced today that they have joined forces to help clients with wide-scale user and business adoption of Microsoft SharePoint. This powerful and multi-functional product drives significant Information Worker productivity gains through improved document handling, workflow, access to internal/external business information, and integration with the entire Microsoft Office Productivity/Email suite. SharePoint continues to be Microsoft's highest volume selling product for the past several years with no end in sight. Still, many companies struggle with the setup and advanced SharePoint features and therefore never realize the full impact it can have, especially in these times when many enterprises require more work from less people.

“We were finding consistently that enterprises, in an attempt to plan-as-they-go, had implemented SharePoint on a feature by feature, and department by department perspective, creating a number of scalability and integration problems, thereby slowing enterprise adoption which leads to much higher productivity gains.” said John Polo, former Kraft Foods and Gartner executive, and Company Advisor to Incremax. “From an executive’s perspective, when fully deployed this product has the ability of reducing total information productivity workloads of up to 20% per user. Better yet, the tool enables companies to move from personal productivity to department and enterprise productivity, alleviating the many information tasks that bog down the flow of everyday business and require more people than necessary to get things done. This is the real savings.”

Incremax, a business consultancy that specializes in enterprise SharePoint architecture, planning, configuration and customization consistently sees two gaping holes with most implementations creating the roadblocks to wide-scale adoption and greater business results. The first, scalable and properly configured hardware and software, is the foundation of the SharePoint infrastructure and productivity engine. Melillo Consulting, with its expertise in advanced infrastructure, hardware, enterprise management, and security solutions, was the logical partner choice to address this common problem for SharePoint clients planning new implementations, as well as those already in trouble. The second, developing an in-

house Competency Center of SharePoint Administrators, System Architects and Application Developers, who once trained, can learn to adopt the new configuration and component development methodologies using SharePoint features and functions to create whole business applications in a fraction of the time required for traditional custom development. NetCom Information Technology, chosen by Microsoft as the 2007 Worldwide Learning Solutions Partner of the Year, was the natural partner choice.

Starting immediately, Incremax, Melillo Consulting, NetCom Information Technology, and several other partners that address the higher productivity and business result needs with SharePoint integration, will be holding a series of webinars and events for Greater New York area businesses. These events are designed to help existing and prospective owners of the SharePoint product on specific features, lessons learned and business adoption strategies being used by experts and clients that have successful large-scale implementations already driving their productivity and business results.

### **About Incremax**

Incremax is a business-focused technology consultancy that excels at delivering *incremental asset value from technology* investments. With Practice Areas leveraging Microsoft Solutions in Information Productivity, Advanced Infrastructure and Business Intelligence, we have the breadth and expertise to build a *People-Ready* business to cut costs, win customers, and create new innovative business opportunities.

Incremax is a Microsoft Gold Certified and Managed Partner that has been helping Fortune 500 and middle-market clients gain a timely and competitive advantage since 1993. For more information refer to [www.incremax.com](http://www.incremax.com)

### **About Melillo Consulting**

Melillo Consulting is a business and technology systems integrator providing end-to-end solutions that ensure business integrity for enterprise-level customers. From design through deployment, Melillo teams with customers to align their business and IT objectives, and architects and implements the corresponding IT solutions addressing computing infrastructure, business continuity, enterprise management, and security.

For more information, contact Melillo at 1-800-TEAM-MJM or visit [www.mjm.com](http://www.mjm.com)

### **About NetCom Information Technology**

NetCom Information Technology, headquartered in New York City's Empire State Building, is one of the top technology training centers in North America. In addition to our vast public training offerings, NetCom provides customers private, custom training solutions at their site or ours. NetCom provides authorized training solutions from industry leaders like Adobe, Autodesk, Check Point, Cisco, Citrix, CompTIA, EC-

Council, IBM, INTEL, ITIL, Microsoft, Oracle, PMI, Linux, SOX and more. Recently honored as Microsoft's 2007 Learning Solutions Partner of the Year, NetCom is an authorized testing center for Sylvan Prometric and VUE.

We are a NY & NJ Workforce Training Provider and a Licensed School registered with the New York State Department of Education. For more information, visit [www.netcominfo.com](http://www.netcominfo.com)

**For Immediate Release**

Contact John Polo  
Incremax 212.888.1900  
[john.polo@incremax.com](mailto:john.polo@incremax.com)

Contact George Culbertson  
Melillo Consulting 732.563.8482  
[george.culbertson@mjm.com](mailto:george.culbertson@mjm.com)

Contact Robert Kratzke  
NetCom Information Technology 212.629.7265  
[robert@netcominfo.com](mailto:robert@netcominfo.com)