

Burntsand Launches Microsoft Business Solutions Center of Excellence in Boston *US North East Business Corridor Center's Initial Focus*

Boston MA & [Toronto ON](#) April 30 2003. Burntsand Inc. (Burntsand) (TSX:BRT) a leading North American eBusiness solutions integrator today announced the opening of the company's Boston based Microsoft Business Solutions Center of Excellence (COE). The Microsoft COE is the first of a combination of three Centers of Excellence and two Deployment Centers that the company has announced it will open before the end of the current fiscal year.

Burntsand has enjoyed a relationship with Microsoft that dates from the founding of the company and has been an early adopter of Microsoft's .NET Framework with .NET Connected experience from the initial architecture introduction. All Burntsand locations are certified Microsoft partners with the Boston COE designated as a Microsoft Gold Certified Partner.

Burntsand is designing and developing .NET Connected business solutions collaboratively with Microsoft, as well as delivering leading edge Microsoft based business solutions to Burntsand's client base. The largest of these engagements is a .NET Connected project for a significant US Northeast insurance firm. This organization has seen a rapid growth of their assets to a base of over USD \$6 billion. Burntsand, working in partnership with Microsoft, helped define the business and technical requirements then implemented an enterprise wide system that supports clients, agents and employees in almost 100 countries. This project is currently one of Microsoft's largest .NET Connected engagements.

"Burntsand is to be congratulated in reaching a point in their depth of Microsoft practice, especially in the .NET Connected environment, that creates the genesis for their Center of Excellence," commented Steve Provost, General Manager of Microsoft's East Region Enterprise Services. "As an integration partner, Burntsand is distinguished by their ability to understand and communicate the underlying business imperatives driving our technology solutions. This business acumen, in combination with their depth of technology expertise, positions Burntsand to do some of the truly heavy lifting within the world of Microsoft and especially the .NET and Web Services environments".

Web Services architecture and the .NET Framework represent advances in creating standards and predictability when interconnecting complex application systems. The Microsoft COE is expert in integrating Microsoft products like SharePoint, BizTalk and SQL Server with external vendor's platforms, creating the foundation for the connected enterprise.

"Centers of Excellence are an important component in Burntsand's recently announced leverage and growth strategy, and I am very pleased that we have opened our first COE in Boston focusing on Microsoft and the .NET environment," stated Burntsand President and CEO Mel Steinke. "The Boston Center will initially focus on clients and opportunities in the US North East business corridor. Burntsand has generated opportunity through the development and integration of complex .NET Connected business solutions, with Burntsand's largest current project contributing almost USD \$5 million in revenue to date. This COE is an important milestone for Burntsand. I would like to acknowledge Microsoft's contribution and the efforts of the Burntsand Boston team in realizing this accomplishment".

About Microsoft

Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software, services and Internet technologies for personal and business computing. The company offers a wide range of products and services designed to empower people through great software -- any time, any place and on any device. Microsoft, Outlook, PowerPoint, InfoPath, OneNote, FrontPage, Windows, SharePoint and Visio are either registered trademarks or trademarks of Microsoft Corp. in the United States and/or other countries.

About Burntsand

Burntsand is an eBusiness Solutions Integrator focusing on business solutions that deliver enhanced productivity. Burntsand's success results from its ability to rapidly create company-wide integrated business solutions for clients in the areas of Portals, Relationship Management, Content Management, Business Intelligence and Knowledge Management. These solutions integrate into the client's enterprise architecture. Burntsand's extensive cross-industry experience in the integration of eBusiness solutions augments vertical expertise in government and the financial services, energy, manufacturing, distribution, and pharmaceutical industries. Headquartered in Toronto, Burntsand operates from eight North American locations. The company trades on the Toronto stock exchange (TSX) under the symbol BRT, Burntsand's website address is www.burntsand.com.

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