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## News Release

# Sun Microsystems of Canada Inc. and Burntsand Inc. Form Strategic Alliance to Deliver Web Services

## *Burntsand Becomes Preferred Provider of Web Services in Canada*

**Toronto ON & San Jose CA, January 21, 2003** – Sun Microsystems of Canada Inc. and Burntsand Inc. (TSX: BRT), a leading North American eBusiness Solutions Integrator, today announced that they have entered into a strategic alliance to provide joint delivery of Web services<sup>(1)</sup> solutions based on the Sun™ Open Network Environment (Sun ONE) platform in Canada.

The alliance leverages the strength of Sun technology and the Sun ONE software platform with Burntsand's proven business solutions integration capability. Through a single agreement with Sun Microsystems of Canada, clients can access a total Web services offerings portfolio which will allow them to design, implement and manage their Web services architecture and capabilities.

In announcing the alliance, Stéphane Boisvert, President of Sun Microsystems of Canada Inc. said: "Sun Microsystems is delighted to go-to-market with Burntsand and offer customers a total end-to-end Web services solution. Our goal is to help them accelerate their Web services deployment, reduce overall risk in implementation and lower their total cost of ownership. Canadian customers can look to the alliance as their one-stop shop for Web services-based solutions."

"Our alliance with Sun Microsystems of Canada will enable current and prospective clients to maximize value and effectiveness of Web services through a powerful combination of expertise and quality offerings," Mel Steinke, President and CEO of Burntsand, said. "This alliance is important to public and private sector Canadian organizations as the Internet has evolved into the largest single conduit for business communication and transactions. Web services will be one of the fastest growing architectural enablers for networked solutions over the next five years. We expect the alliance will deliver significant value and tangible ROI to our clients. This in turn will result in incremental business opportunity and revenue potential for Burntsand as the relationship matures."

The Sun Microsystems of Canada and Burntsand alliance will create a rich portfolio of solutions of which two initial Web services offerings will be available January 22<sup>nd</sup>:

***Identity Management (iM)***: an innovative offering that will allow clients to take advantage of the power of Networked Business and Web services standards by providing the policies, practices, processes and platforms necessary to assure confidence in open network environments, mitigate risk and create competitive advantage.

***Employee Community Portal***: a unique community portal providing employees secure access to targeted content and tools through a Sun ONE portal infrastructure. Enhanced access to effective job related knowledge drives increased communication, adoption of organizational goals and objectives and can increase overall company and employee effectiveness.

The alliance builds on Burntsand's long-standing relationship with Sun Microsystems in North America, and the successful introduction of the first Authorized iForce<sup>SM</sup> Ready Center in Canada at Burntsand's facilities in Calgary. Since 2001, Burntsand's state-of-the art technology center has enabled clients to cost-effectively test and accelerate implementation of eBusiness concepts.

The alliance reflects the strong growth potential in Web services – as evidenced by a recent survey of North American businesses by International Data Corporation (IDC) which indicated that although the current adoption of Web services is only 5 to 7 per cent, 70 per cent of the businesses surveyed were either evaluating, planning or already had Web services projects under way.<sup>2</sup>

Further details of the alliance, including an IDC Canada overview "The Skinny on Web services in Canada", will be presented at an event hosted by Stéphane Boisvert and Mel Steinke on January 22<sup>nd</sup> beginning at 10:00 A.M. at the TSX Conference Center.

#### **About Sun Microsystems of Canada Inc.**

Sun Microsystems of Canada Inc., a subsidiary of Sun Microsystems, Inc., is headquartered in Markham, Ontario. The company, which employs more than 550 persons, has offices in Montreal, Ottawa, Calgary, Vancouver and Victoria. Sun products and services are also available through Sun Authorized Independent Sales Organizations and iForce System Providers across Canada. For more information, visit <http://ca.sun.com>.

#### **About Sun Microsystems, Inc.**

Since its inception in 1982, a singular vision -"The Network Is The Computer™" - has propelled Sun Microsystems, Inc. (Nasdaq: SUNW) to its position as a leading provider of industrial-strength hardware, software and services that make the Net work. Sun can be found in more than 100 countries and on the World Wide Web at <http://sun.com>.

#### **About Burtsand**

Burtsand is an eBusiness Solutions Integrator focusing on business solutions that deliver enhanced productivity. Burtsand'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. Burtsand'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, Burtsand operates from eight North American locations. The company trades on the Toronto stock exchange (TSX) under the symbol BRT, Burtsand's website address is [www.burtsand.com](http://www.burtsand.com)

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<sup>1</sup> **Web Services** Architecture, WSA, is a set of interoperability standards for areas like communications, directories, programming, and application interface development. WSA is managed by a consortium of global companies including Sun Microsystems, IBM, Microsoft and BEA under the auspices of the W3C and WS-I.

<sup>2</sup> Source IDC Canada 2002

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