



## Fast Facts

### Partner

Extend Solutions is a Microsoft partner with a Gold Application Lifecycle Management competency. The company focuses on delivering web solutions based on emerging Microsoft products and technologies to customers in the corporate major-accounts space. Extend Solutions was a finalist for Web Development Partner of the Year at the 2011 Microsoft Worldwide Partner Conference.

### Website

[www.extend.com.mx](http://www.extend.com.mx)

### Software and Services

#### Microsoft Server Product Portfolio

- Windows Azure
- Microsoft Silverlight
- Microsoft SQL Server

# Extend Solutions Eases Technology Adoption for Corporate Accounts

## Growing Software Development in Mexico Through the Partner Network

Extend Solutions is a software development company that specializes in delivering web solutions that bring the latest advances in technology to the corporate major accounts of Microsoft. The company is based in Mexico and has seen tremendous growth, thanks to the success and quality of the solutions it offers. Founded in 2004 with only five employees, the company now has more than 100 employees only seven years later.

A fundamental part to its business, Extend Solutions is a member of the Microsoft Partner Network and engages closely with teams across Microsoft. "Our relationship with Microsoft has grown right alongside the growth of our company," says Daniel Novelo, CEO of Extend Solutions. "We began working closely with the Developer and Platform Evangelism group to deliver proof of concepts and evangelize Microsoft solutions to customers. Since then, we have expanded our business to provide support hours for Premier and to help execute on projects for Microsoft Consulting Services, delivering on as many as 30 percent of their engagements in Mexico."

Novelo goes on to note that "Following our success with large customers, we're now working with the Enterprise Partner Group from Microsoft to further tailor our offerings to be able to better target the corporate major accounts of Microsoft."

With a sharp focus on delivering to large companies, Extend Solutions has recently wrapped up two web development projects for the federal government of Mexico. The first of these projects was for the government's water commission. In this project, Extend Solutions delivered a Microsoft Silverlight-based business intelligence dashboard that provides a map of Mexico. Through this dashboard, government officials can drill down into 100 years of historical weather data, which is housed in a Microsoft SQL Server-based data warehouse.

Extend Solutions has also recently delivered a web solution based on Windows Azure that enables the Mexican government's tax collection agency to digitally sign citizens' web applications for tax deductions. Says Novelo, "Web development is a very large market, but through our involvement in the Microsoft Partner Network, we can take part in a range of partner-readiness programs, such as training programs and talks, and access a wealth of online training materials. As a result, we are able to build our skills and maturity as a company and successfully deliver solutions that take advantage of the newest technology."

Reflecting on the growth of his company, Novelo adds, "We are very passionate about delivering web solutions and, even more so, we are proud that we have been able to generate software development jobs in Mexico and achieve a level of capacity and expertise as a business that enables us to very effectively compete in a worldwide market."



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*Daniel Novelo, CEO,  
Extend Solutions*