



Trimble Demonstrates Field Service Work Management Integration with Microsoft Dynamics

SUNNYVALE, Calif., April 11, 2011 /PRNewswire/ -- Trimble (NASDAQ: TRMB) announced today that it will demonstrate how its new cloud-based field service solution—Trimble® GeoManager™ WorkManagement integrates with Microsoft Dynamics CRM at Microsoft Convergence 2011.

Trimble WorkManagement is a software solution that provides on-demand visibility into vehicle and mobile worker utilization for routing, scheduling and dispatch. Microsoft Dynamics CRM provides customer information that helps enable confident business decision-making. The optional Web Services component of WorkManagement provides an open environment for Microsoft developers and value-added resellers (VARs) to create extensible applications using Trimble WorkManagement and Microsoft Dynamics CRM.

"This integration delivers geographically referenced information and fleet data straight to our CRM system, giving our customers real insight into their day-to-day field service operations," said John O'Donnell, Dynamics ISV Architect Evangelist, Microsoft Corporation. "When you combine Trimble's real-time schedule optimization plus GPS and GIS fleet management capabilities with Dynamics' CRM, the result is a powerful set of tools our customers can use to optimize their businesses and improve their bottom lines."

Extending the Value of CRM

The integrated Microsoft Dynamics CRM and Trimble WorkManagement solution helps workers accelerate the rate of job closure, maximize time spent at customer job locations and improve overall communication and collaboration between the mobile workforce and those who work in the office.

"By providing open tools for developers to create tighter workflow integration with fleet management systems, CRM systems and other unique business applications, we hope to increase the value of WorkManagement to our customers in key vertical markets," said Bryn Fosburgh, vice president of Trimble Mobile Solutions.

Trimble at Microsoft Convergence 2011

Trimble will hold ongoing demonstrations of its WorkManagement solution at the Microsoft Dynamics booth, #1420, during Microsoft Convergence 2011, which is being held at the Georgia World Congress Center in Atlanta, Ga., through April 13.

About Microsoft Dynamics

Microsoft Dynamics is a line of simple to learn and use ERP and CRM solutions that work with your existing technology and scale as you grow to give you long-term value. By using software and online services that work the way people and organizations work, businesses are better able to make informed decisions and adapt to rapid change. Microsoft Dynamics helps your people be more productive and your investments in existing systems last longer, while enabling your business to derive the insights necessary to respond quickly and have a competitive edge in an ever-changing world of business.

About Trimble WorkManagement

Trimble GeoManager WorkManagement is a software solution that provides on-demand visibility into vehicle and mobile worker utilization. WorkManagement helps service-based organizations plan, track, measure, communicate and execute mobile work. For routing, scheduling and dispatch, WorkManagement enables organizations to maximize the mobile workday, provide better customer service and help improve productivity and reduce overall operating costs.

For more information, visit: www.trimble.com/gps-fleet-tracking or call 1-877-728-7623.

About Trimble

Trimble applies technology to make field and mobile workers in businesses and government significantly more productive. Solutions are focused on applications requiring position or location—including surveying, construction, agriculture, fleet and asset management, public safety and mapping. In addition to utilizing positioning technologies, such as GPS, lasers and optics, Trimble solutions may include software content specific to the needs of the user. Wireless technologies are utilized to deliver

the solution to the user and to ensure a tight coupling of the field and the back office. Founded in 1978, Trimble is headquartered in Sunnyvale, Calif.

For more information, visit: www.trimble.com.

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