How Can The Big Four and Any Document. Anywhere. Anytime.® Help You Sell More?

A Digitech Systems, LLC eBook

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S Y S T E M S

Executive Summary

Data growth is one of the most significant challenges facing organizations today and will only get worse as the amount of information organizations must manage continues to grow at a rapid pace. Offering products that help your customers meet this need with help you increase revenue and grow your business.

In this ebook, you'll find information on what the Big 4 principles mean regarding product design and how they help organizations control information chaos by providing access to Any Document. Anywhere. Anytime.

You will learn:

• What Any Document. Anywhere. Anytime. means.
• How Any Document. Anywhere. Anytime. helps your organization
• What the Big 4 design principles are.
• What the Big 4 principles mean regarding product design
• How they help organizations access Any Document. Anywhere. Anytime.

> ❝ **80%** of businesses can't find a document or file on a regular basis. ❞
>
> - Database Trends and Applications, 2018

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With data growing constantly, the need to maintain organization of information is now crucial in making timely, well-informed business decisions. Database Trends & Applications recently reported that 80% of businesses can't find a document or file on a regular basis.

In a world of information chaos, Digitech Systems' suite of information capture software and services offers an easy, affordable solution to businesses of all sizes. Build your business by selling the Any Document. Anywhere. Anytime. foundation to help customers speed processes, better inform decisions, and improve profitability.

Why do you need Any Document. Anywhere. Anytime.?

IDC predicts the Global Datasphere will grow from 33 Zetabytes (ZB) to 175 ZB by 2025. With information growing so quickly and consumers demanding instant access to information from anywhere and on any device, businesses must implement technology that can help them manage information growth and that provides secure access. Digitech Systems products allow you to help customers:

- **Securely share and manage information from anywhere and on virtually any device,**
- **Improve efficiency through process automation,**
- **Manage more than 250 file types within a single application,**
- **Ensure document availability through 99.9% uptime guarantee,**
- **Enable hassle-free remote and telework strategies,**
- **and much more...**

"For a typical fortune 500 company, just a 10% increase in data accessibility will result in more than $65 million additional net income."

- Forbes, 2015

How does the PaperVision product suite offer Any Document. Anywhere. Anytime.?

- **ImageSilo®** – Securely Store and Access Your Data in the Cloud
- **PaperVision® Enterprise** – Securely Manage and Retrieve Your Information
- **PaperVision® Capture** – Automate Information Capture
- **PaperVision® Enterprise WorkFlow** – Streamline Business Processes
- **PaperVision® Forms Magic Technology** – Classify and Extract Information
- **PaperVision® Process Automation Tools** – Use 'bots' to automatically extract and classify data
- **PaperFlow™** – Start Scanning Immediately
- **PaperVision® Enterprise Report Management** – Convert Print Streams to Electronic Reports
- **PaperVision®.com** – Easy, Effective Information Management in the Cloud

"Thanks to the Digitech Systems reseller program, we have increased our customer base by 300%, doubled our profit margins and expanded into new markets. No other software vendor gave us the breadth of offerings, or such improvements in efficiency, control, and money."

- Ted Kruzan
Founder and President
Imagetek

What are the Big Four?

> **It doesn't have to be so hard, and it doesn't have to cost so much.**

- Scott Matthews
Chief Technology Officer & Founder
Digitech Systems

DIGITECH SYSTEMS

When offering your customers the right ECM system to manage their business information, you should provide a system that can flex to fit their unique business needs and expands as their data continues to grow. This allows you to easily add additional storage and capabilities like automation for your customers, increasing your revenue.

Digitech Systems, products are built with this in mind using what we call the Big Four. The Big Four are the competitive, valuable components of every Digitech Systems' product, system, feature, and service. Don't compromise when it comes to the information management products you offer your customers. Offer them products built with their best interests in mind, using the Big Four foundation, today.

How can the Big Four improve your sales win ratio?

You know that reliable and feature-rich products help you meet your customer needs and close more sales. Our Big Four: ease of use, architectural flexibility, feature functionality, and price/performance, put the customers' needs front-and-center in all our product development efforts. The PaperVision product suite helps you enable your customers' buusinesses to:

- **See benefits within a few hours or days, because the product is easy-to-use, making training simple.**
- **Sell a product that is architecturally flexibile enough to be able to easily integrate with other line-of-business (LOB) applications your customers may be using.**
- **Provide a product suite that lets your customers choose the features they need helping you solve unique business problems.**
- **Offer an affordable, but powerful, product suite to your customers that will give them everything they need to get the job done, without going over budget.**

"The ECM market is expected to grow to $67 billion by 2022, at an estimated CAGR of 16.2%."

- Markets and Markets, 2018

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Big Four #1
Ease of Use

> "75% of employees in the US feel their workplace technology is less user-friendly than their personal technology"
>
> - Forbes, 2019

When it comes to effectively managing information, businesses need products that they can easily implement with other line-of-business (LOB) applications, offers simple training, and gives them a quick return on investment (ROI). Offer your customers a product suite that provides easy implementation and simple training so that your customers become productive right away and provides them benefits within a few hours or days.

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PLATINUM
TESTED
SOLUTION
2019

PaperVision®
Enterprise

BLI
BUYERS LAB
2020 PICK

Digitech Systems PaperVision®.com
Outstanding Cloud Content Management Service

"We have come to depend on the PaperVision product suite to be straight-forward and easy-to-use."
- Jamie Bsales, Director of Solutions and Security Analysis, Keypoint Intelligence —Buyers Laboratory

Real Resellers. Real Results

Polar Imaging, Inc. has been around since the 1970s. They started as a spinoff of an early microfilm business, evolved to selling scanners and scanning services in 2001, and became a Digitech Systems reseller in early 2002. Since becoming a Digitech Systems reseller they have not only been able to expand their ECM offerings, but they now have the ability to offer automated mailroom solutions and custom integrations which have given them the ability to streamline business processes for virtually any size organization. Thanks to their partnership with Digitech systems, Polar Imaging Inc. benefits from shorter sales cycles because they can offer complete solutions either in the cloud or with on-premise software.

"Being able to offer customizable solutions to our customers is what makes us unique. We have been a reseller for 16 years. We love the PaperVision product suite and so do our customers. The products are so easy to use that we use the products ourselves, and we use them for our customers. That's a huge advantage to us because that makes us the experts."

-Steve Todd, Director of Business Development, Polar Imaging Inc.

Customer Wish List:

✓ Software with a simple user interface that is easy to navigate and learn.

✓ The ability to use keywords to find information with a simple search, making it easy to get the data they need, when they need.

✓ A product suite that can integrate with any line-of-business application and offers training that can be completed in hours or days.

As a Digitech Systems reseller Polar Imaging has been able to:

💲 Increase the company's revenue annually 120% since 2010.

🔒 Enjoy a 90% customer retention rate for customers over five years.

📁 Grow their business with a close rate of over 85% on new deals.

⏱ Have customers implemented in as little as days or hours because users require little to no training.

Big Four #2 Architectural Flexibility

> **The Global datasphere will grow from 33 Zetabytes (ZB) to 175 ZB by 2025. This is a compound annual growth rate (CAGR) of 61% with as much data residing in the cloud as in data centers.**
>
> - International Data Corporation (IDC), 2018

Today, most businesses expect to be able to access information from anywhere, no matter the device. Businesses are looking to implement ECM systems architected for unlimited processing and storage and will grow as they grow. Offer your customers a product suite that can easily integrate with any line-of-business application they may use and allow them to leverage process automation capabilities, separating you from your competitors.

BuyersLab PLATINUM TESTED SOLUTION 2019
PaperVision® Capture

BLI BUYERS LAB 2020 PICK
Digitech Systems PaperVision®.com
Outstanding Cloud Content Management Service

> **"Digitech Systems' developers have been in the vanguard of bringing AI technology to bear on the challenges of document extraction and classification."**
> - Jamie Bsales, Director of Solutions and Security Analysis, Keypoint Intelligence —Buyers Laboratory

Real Resellers. Real Results

CASO Document Management is a well established document management company. They were looking to expand business and further develop their customer base with a competitively priced product offering. ImageSilo's simplicity and accessibility as a cloud enterprise content management (ECM) service met CASO's need to offer a quality records management system that was customizable for client needs, and required little to no installation onsite. As a Digitech Systems reseller, CASO has been able to meet the needs of numerous state and city government clients, offering millions of pages of conversions in order to increase profitability and grow their business.

"ImageSilo is designed in such a way that it makes it easy to apply customizations in a standardized way. Over time, clients can add more features, such as e-forms, WorkFlow, and intelligent automation, making ImageSilo an outstanding foundation for organization, security, and accessibility of records."

-Casey McClellan, CASO, Founder, Owner, President

Customer Wish List:

✓ A cloud-based storage system that lets them securely retrieve and store information.

✓ An automated workflow solution that lets them streamline business processes.

✓ A capture solution that lets them automatically populate index fields while scanning images.

83%
of enterprise workloads will be **in the cloud** by **2020** -Forbes, 2018

Big Four #3 Feature Functionality

> ## 80% of features in the average software product are never used.
>
> - Forbes, 2019

Most businesses use multiple systems to manage data and need a solution that can easily integrate with the applications they currently use. Businesses want a product that is comprehensive and feature-rich, so they can make the ECM solution fit their evolving needs, without having to purchase products from multiple vendors. Being a one-stop-shop for your customers ensures they come back to you for any additional need, increasing the revenue of each sale.

BuyersLab PLATINUM TESTED SOLUTION 2019
PaperVision® Enterprise

BLI BUYERS LAB 2020 PICK
Digitech Systems PaperVision®.com
Outstanding Cloud Content Management Service

The entire PaperVision product line is among the most feature complete yet user friendly ECM systems Buyers Lab has tested to date."
- Jamie Bsales, Director of Solutions and Security Analysis, Keypoint Intelligence —Buyers Laboratory

Real Resellers. Real Results

Casey Associates, Inc. was founded in 1984. They install Enterprise Content Management (ECM) systems and provide scanning and digital mailroom outsourcing services to automate processes for their clients. They became a Digitech Systems reseller in 2003 and began using the capture software in their scan bureau to streamline their business processes. In 2004, Casey Associates further extended their offerings to sell ImageSilo, a cloud-based ECM, to increase their recurring revenue stream. Since becoming a Digitech Systems reseller, they have been able to grow business and expand their ECM offerings to their clients.

"We've seen the document management industry completely transform over the last 30+ years. Thanks to Digitech Systems' complete and feature-rich product suite, we can easily help our clients integrate emerging technologies into their business process in order to help them gain time, space and efficiency."

- Mark Casey, Owner, ScannedDocs

Customer Wish List:

✓ Scanning software that works with virtually any scanner at its full-rated speed.

✓ The ability to clean-up scanned images using image filters like despeckle and deskew so they get a clean, easy-to-read image

✓ QC that allows operators to quickly assess the quality of scanned images so they can rescan immediately if needed.

79%
of organizations realize that they must transform into a true digital business in order to survive.
-AIIM, 2019

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Big Four #4
Price Performance

> " **75% of consumers are more likely to make a purchase from a company that knows their name and recommends products based on their preferences and needs** "
>
> - Accenture, 2019

Cost

ROI

Businesses need solutions that will give them a competitive edge, while helping them stay on budget. Your customers are looking to purchase ECM technology that provides a performance-rich product at a fair price. Offer them a solution that provides quality, high-performing products with all the capabilities they need, while helping them stay on budget. Offering a competitively priced, and high performing product will help you win more deals.

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Digitech Systems PaperVision®.com
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"PaperVision is very competitively priced. The pricing structure of the system lets customers pay for what they need now and add functionality as their needs evolve."
- Jamie Bsales, Director of Solutions and Security Analysis, Keypoint Intelligence —Buyers Laboratory

Real Resellers. Real Results

David Katusa "doesn't lose." Which is why ARK MPS is a leading expert in high-quality, high-caliber enterprise content management strategies, specifically in streamlining key business processes, like accounts payable (AP). In order to maintain this expertise, Katusa wanted to stay ahead of the curve and provide better, indemand solutions. He evolved his business from print hardware services, to what he calls "The Enlightenment" of content management: the PaperVision product suite. He loved the Digitech Systems reseller opportunity because the PaperVision products and services were a 'win' for his own offerings. As a Digitech Systems' reseller, ARK MPS is able to offer the capabilities for competitive content management solutions, and maintain their high-quality, high-caliber enterprise clientele.

"Our clients do not need other third-party implementations—PaperVision is truly a complete suite and the key benefit is you don't have to invest in the entire suite. It's never an over-investment, because you can scale the solution to fit any enterprise need."

- Dave Katusa, Owner, ARK MPS

Customer Wish List:

✓ A solution offering cloud-based storage to help them access any document, anywhere, anytime.

✓ The ability to classify information into categories and extract important information to automatically create index values.

✓ A solution that can be easily integrated with other applications they are using; for example, Microsoft® 365 or Dynamics GP.
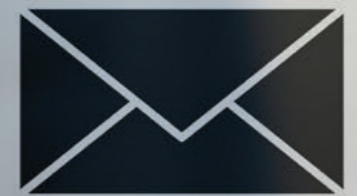
Companies that switch from paper to digital invoices save $5.46 per invoice.
- IOFM

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Contact us today to learn more about how the Big Four and Any Document. Anywhere. Anytime. can help your business grow.

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