

# FileBound Express delivers everything your customer needs for a content management solution right in the box.

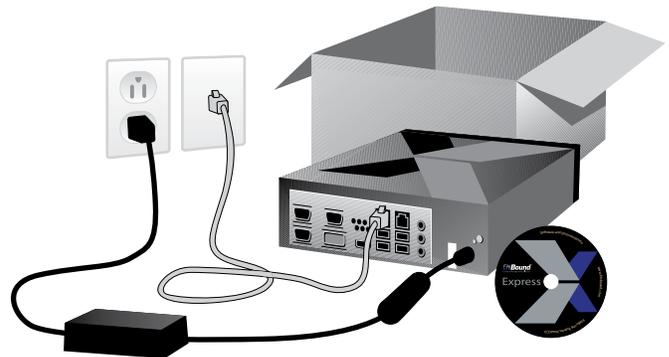


## Are you looking for a solution to sell that your prospects want to buy and that you can make money selling?

FileBound Express is your Solution! An easy to understand and deployable solution that won't degrade all your margin in specialized sales staff and expensive technical resources.

Forget about selling software, recommending hardware, and providing complex installation services. The traditional approach to content management solutions typically leads to long sales cycles, requires specialized resources, and adds an element of risk to your business operations. The majority of your prospects simply want a system that solves the hassles and cost associated with managing their office documents, and without the complexities and cost of having to deal with all the underlying technology.

FileBound Express provides the right solution to sales organizations like yours. We take a fresh approach by offering the solution in the form of a network appliance. Well, what is a network appliance and why does that make a difference? Here's how it works, we take a time proven 3rd generation content management solution called FileBound preload it on a small form factor appliance that includes everything else you need including the Windows operating system and database, scanning software, the ability to import from office copiers or Microsoft office applications, a backup process, and the antivirus software. It's everything you need right there in the box. It's a prepackaged end to end solution which makes it easy for your sales staff and your prospects to get their arms about it, to understand it, and to realize the benefits that it can deliver.



Packaging is one thing, but for this program to be successful it must also be easy to implement! To get started your customer simply takes the appliance out of the box and plugs it into the network. They then take the included setup CD to any network attached computer and run the configuration wizard which sets up the records the way they want to store them on the system, it establishes authorized users, and allows them to setup office copiers for scanning. This configuration module was built to minimize the technical resources required to successfully implement this solution. A typical setup takes less than a few minutes allowing you retain the margin you made on the original sale.



FileBound Express provides all the ongoing support that your customer needs to be successful with the solution. We provide 1 or 3 year extended warranties on the solution. This includes advanced hardware replacement and unlimited help desk access.



## Some of the reasons your prospects need a content management solution:

- Organizations spend \$20 in labor to file a document \*
- \$120 in labor to find a misfiled document \*
- \$220 in labor to reproduce a lost document \*
- 7.5 percent of all documents get lost; 3 percent of the remainder get misfiled \*
- Professionals spend 5 – 15 percent of their time reading information, but up to 50 percent looking for it \*
- \$24 average cost to process a single invoice manually \*\*
- Single FAX machine costs \$6,200 per year \*\*
- Average time to manually FAX a document is 8 minutes \*\*
- Average cost to send a package via courier service is between \$8 and \$15 +
- 40% of 1,200 organizations surveyed indicated disaster recovery planning not a priority +
- 40% have no redundant backup site +
- 2 out of 5 companies who experience a disaster are out of business in 5 years ++

\*PricewaterhouseCoopers + Captaris \*\*IOMA ++ Gartner

## Some of the reasons customers buy FileBound Express:

**Document Integrity** - Documents properly stored in FileBound Express can never be misfiled or lost and eliminates the cost and lost productivity associated with finding them.

**Document Security** - Documents stored in FileBound Express can have security policies applied to them so that sensitive information can be protected.

**Document Access** - FileBound Express is an inherently multi-user system and provides distributed access to documents any time you need them right at the users desktop.

**Document Archiving** - FileBound Express makes it easy to setup processes for archiving documents based on predetermined criteria.

**Disaster Recovery** - FileBound Express makes it easy to create and maintain back up copies of critical business documents thereby providing quick recovery in the event of a natural disaster.

**Regulatory Compliance** - FileBound Express provides the functionality to address the legal requirements to protect private information and documents.



## Typical Reseller Questions:

### What is FileBound Express?

*FileBound Express is a network appliance designed to let you securely store and retrieve your paper documents electronically. The solution requires no additional hardware or software, and can be configured in a matter of minutes. FileBound Express comes with an easy to use three step wizard that walks you through the setup of users and the creation of your electronic filing cabinets, for specific purposes, such as Accounts Payable, Business Contracts, Legal Client Files, Investment Files, Medical Records, HR, Student Records and Government Records.*

### What does the ideal customer profile look like?

*FileBound Express is a solution targeted at small to medium sized companies or departments within larger organizations. The typical customer is in a paper intensive business function and is looking for a cost effective solution, to reduce the cost and hassle of storing and finding paper documents.*

### What is the potential market size?

*Virtually any business that creates, processes, and manages documents is a candidate for the solution. The price point to benefits ratio makes the solution attractive to all but the smallest organizations.*

### What are the requirements for becoming a FileBound Express Reseller?

*In order to be eligible to be a FileBound Express Reseller, one must provide a go to market business strategy, forecast possible sales, demonstrate the ability to market and sell "Plug & Play" solutions, and purchase at least 1 demo unit.*

### How do I become a FileBound Express Reseller?

*Contact NewWave Technologies at (800) 536-5222 or [sales@newwavetech.com](mailto:sales@newwavetech.com) to request a FileBound Express reseller briefing.*

### Where do I buy the product?

*FileBound Express can be purchased through NewWave Technologies, the sole distributor for FileBound Express.*

### How much does it cost?

*FileBound Express has a suggested end user list price of \$9995.00. Reseller program discounts are provided by your NewWave sales support representative.*

### What support is available?

*FileBound Express offers 1 year or 3 year extended warranty programs. These include an advanced hardware replacement program and unlimited help desk access. Reseller program discounts are provided by your NewWave sales support representative.*

### What are the limits of the software license?

*FileBound Express can have up to 10 concurrent users, and a maximum storage of 2 million documents.*

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