














IBM ECM Business Partner Directory — EMEA











	<p>Description Accenture Information Management Services (AIMS) is a global cross-industry organization focused on bringing clients' solutions to better manage their business, interact with customers and make strategic, financial and operational decisions. Working across Accenture's service lines and industry groups, the 13,000-strong group specializes in information management services including business intelligence, portals and content management and in data management and architecture.</p>	<p>ECM Value Proposition Through our alliance, we have successfully implemented enterprise content management (ECM) and business process management (BPM) solutions in many industries worldwide. Accenture's ECM solutions help organizations make better decisions by managing the information and processes that drive their business. The ECM solutions are built on IBM FileNet P8, a reliable, scalable and highly available enterprise platform that integrates content and business processes across the enterprise.</p>	
	<p>Description For many years, AddOnMail has been a European leader in messaging and addressing solutions. We have been providing backup and archiving add-ins for Microsoft Outlook and Exchange since 2000. With many years of experience, our engineers can also build customized archiving and compliance solutions based on IBM ECM solutions.</p>	<p>ECM Value Proposition With many years of experience in messaging and collaborative solutions like Microsoft Outlook/Exchange and Lotus, AddOnMail can also integrate IBM ECM solutions into a customer's collaborative infrastructure. Associated with AddOnMail's Outlook add-ins, the final integrated ECM solution will be unique with powerful end-user value-added features.</p>	
<p>Ambos EDV-Beratung Wolfgang Pichler KG</p>	<p>Description Ambos is an IBM Premier Partner with locations in Linz and Vienna. We act as a consulting company for IBM Enterprise Content Management, Lotus and Tivoli products. Our ECM solution includes a seamless integration to enable IBM Content Manager to ERP and other application systems.</p>	<p>ECM Value Proposition One of our core benefits is the expertise of our employees on the various IBM brands, including ECM. We are platform independent with our solutions and are proficient in System-i and System-z. This enables us to integrate different applications running on different platforms easily into IBM Content Manager.</p>	
	<p>Description AMEXIO specializes in Enterprise Content Management projects: documentation and collaboration, legal archiving, web records and digitized documents. We work with businesses in their collection, production, management, transformation and broadcasting of documents.</p>	<p>ECM Value Proposition AMEXIO has strong ECM experience for over 15 years, not only on IBM FileNet P8 software but also on IBM Content Manager. Thanks to its certified consultants, AMEXIO is able to provide a wide range of services from consulting, projects, maintenance and support.</p>	
	<p>Description Arondor is a specialized ECM consulting company with a focus on IBM FileNet products and solution delivery. Our collective ECM expertise enables us to manage complex projects and ensure project success. Founded by veteran ECM consultants, Arondor offers a wide range of services and solutions covering the breadth of ECM project challenges over the globe.</p>	<p>ECM Value Proposition Arondor is an official provider of IBM FileNet software maintenance and operates in France and North Africa. We are a dedicated application outsourcing centre for IBM FileNet products and work on the migration of any ECM products (Panagon or competitive products) to IBM FileNet P8 with our Fast2P8 package. We also provide integration between STS (Electronic Safety Vault) and FileNet P8.</p>	
	<p>Description ASI Informatique is an IT consulting and engineering company founded in 1993 specializing in portal, groupware, content management and business intelligence applications for major companies and SMEs in France. Its specialization strategy has enabled ASI to register double-digit growth in recent years. ASI Informatique currently has over 250 employees.</p>	<p>ECM Value Proposition ASI Informatique has developed ECM technologies for over 6 years. We are recognized as an IBM Software ValueNet partner implementing IBM FileNet P8 solutions and migrations. We are also an official reseller of IBM FileNet P8 software. Our specialists have experience in various industries including banking, insurance, manufacturing and services.</p>	
	<p>Description Atos Origin is an international information technology services company. Its business is turning client vision into results through the application of consulting, systems integration and managed operations. The company's annual revenues are 5.8 billion Euro and employs over 50,000 people in 40 countries.</p>	<p>ECM Value Proposition Atos Origin has developed a unique Consult-Built-Run approach, integrating all services related to an ECM local or global implementation, from business requirement to full outsourcing. Atos Origin proposes a global structured and documented methodology to deploy ECM progressively across the whole enterprise with pre-packaged solutions.</p>	<p>Solution Universal Discovery for Incoming Documents</p>
	<p>Description BEGIS provides support and implementation relating to IBM enterprise content management systems and is also an SAP services partner in the field of facility management processes and solutions. We provide invoice control and web portal for the approval of invoices. We also specialize in the migration of external systems and individual consulting and development.</p>	<p>ECM Value Proposition BEGIS offers complete solutions including concept, hardware, software and services. Our solutions contain high-speed scanning, free form OCR, automatic validation and archiving of all documents in SAP and non-SAP environments. Our service includes installation, configuration and training for complete IBM ECM systems on AIX, Windows and I5/ISeries platforms.</p>	

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	<p>Description BlueCielo ECM Solutions is a leading global provider of engineering content management and application integration solutions for owner/operators in multiple vertical industries. BlueCielo has more than 20 years' industry experience, customers in over 50 countries, and offices in the USA, UK, Russia, Germany and the Netherlands, plus a worldwide network of established partners. BlueCielo's product portfolio includes InnoCielo Meridian Enterprise and InnoCielo ImandrA for IBM FileNet P8.</p>	<p>ECM Value Proposition BlueCielo delivers solutions that enable organizations to optimize the business processes involved in the creation, collaboration and distribution of engineering content – leading to improved efficiency through streamlined processes, reduced costs, improved control over change/review/approval processes, mitigated risk through pre-defined workflows, better communication, faster collaboration and easier regulatory compliance. BlueCielo's proven solutions are implemented in industries such as building and construction, energy, oil and gas, petrochemical, government, pharmaceutical, and discrete and process manufacturing.</p>	<p>Solution InnoCielo ImandrA for IBM FileNet P8</p>
	<p>Description CBT is a leading business technology company in the Italian ICT market. Founded in 1980, we have offices in 8 Italian cities, over 250 employees and 56M€ revenues in 2007. CBT is organized with 3 business units: technology, managed services and applications.</p>	<p>ECM Value Proposition CBT has been an IBM business partner for 20 years and are specialized in the Enterprise Content Management field with more than 200 customers in the government, manufacturing, finance and services industries. We develop custom applications, implement IBM FileNet P8 solutions and provide training and services to customers like Padova Hospital, UBI Bank, Groupama Insurance, Eni and the National Council of Research.</p>	
	<p>Description CENIT has been a consultancy and software specialist for the optimization of business processes in Product Lifecycle Management, Enterprise Information Management and Application Management Outsourcing since 1988. CENIT currently has over 720 employees world-wide. Its customers include many well-known financial service providers, retail and utility companies.</p>	<p>ECM Value Proposition CENIT specializes in introducing ECM platforms. We use market-leading products such as IBM FileNet P8 and combine them with accepted technology standards, existing customer solutions and also open-sourced products. Moreover, CENIT offers self developed solutions, e.g. ECLISO, our award-winning digital file.</p>	<p>Solution ELISO</p>
	<p>Description cobicom is an IBM Business Partner that focuses on software development and middleware integration. We are experts in Enterprise Content Management as well as Lotus, DB2, WebSphere and more.</p>	<p>ECM Value Proposition Our engineers are trained and certified on IBM software. We have a team of offshore development in Romania with excellent knowledge of the ECM business. We specialize in solutions for agro-food, chemistry, banking, insurance and pharmaceutical laboratories.</p>	
	<p>Description conats GmbH is renowned as a specialist for developing, consulting and sales of software solutions based on IBM. Our product development is geared up so that different conats software solutions can be jointly implemented. Customers retain their freedom of choice in extending their internal organisation, as our products grow with the varied user requirements. conats solutions are available in many languages and are deployed worldwide.</p>	<p>ECM Value Proposition Companies profit from efficient and effective ECM software which enables them to develop profitable customer relations, simplify routine workflows, promote teamwork and heighten employee efficiency.</p>	
	<p>Description CROC has expertise in the implementation of complex IT infrastructure projects and is the leading Russian company in IT infrastructure creation (IDC "Russia IT Services Forecast and Analysis" reports, 2002-2007). Our primary areas of expertise include: design, implementation, and upgrade of corporate information systems; data storage systems and data processing centers; telecommunications infrastructures; call centers; multiservice networks and videoconferencing systems; automated engineering systems for buildings; development and implementation of business applications; and service, technical support and maintenance of all IT systems.</p>	<p>ECM Value Proposition CROC has been developing solutions on IBM FileNet P8 since 2007. We propose project implementations using FileNet P8 with a high level of complexity including software development, integration, business process automation, hardware selection and sizing, deployment, user education, technical support. CROC has certified IBM professional engineers on its staff.</p>	
	<p>Description CST Consulting is a technology and system integration consultancy, offering highly innovative information and corporate process management solutions in six specific environments: Enterprise Content Management (ECM), Enterprise Resource Planning (ERP), Enterprise Application Integration (EAI), IT Governance (ITIL/COBIT), Business Intelligence (BI) and Digital Certification (DG).</p>	<p>ECM Value Proposition CST Consulting has many years' experience working in document management, content management, process management and system integration. We have knowledge of market sectors and pay close attention to the evolution of leading technologies.</p>	
	<p>Description Dialogues I'nformation is a content management, workflow and archiving solutions integrator.</p>	<p>ECM Value Proposition We provide assessment, consultancy and implementation expertise in enterprise content management solutions. We focus on trade, delivery, real estate and industry sectors solutions. We have a medical sector (radiology, cardiology, stomatology) dedicated solution and we implement on multiplatform's (including iSeries).</p>	



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	<p>Description Die Archivisten GmbH was founded in 2003 by experts who have worked with ECM-related products. Our main focus is on archiving and capturing.</p>	<p>ECM Value Proposition Die Archivisten GmbH offers individual service to solve customers' archiving and capturing needs. We develop interfaces between ECM systems and other strategic platforms and have a portfolio of established products, such as administration tools or fully configurable clients for IBM DB2 Content Manager.</p>	
	<p>Description Dienekis Information Systems provides innovative integrated IT solutions and develops specialized software mainly for the financial and telecommunications market and the public sector. The company has developed the AUTOMATED LENDING application for the banking sector which automates the banking loan origination processes. AUTOMATED LENDING is based on IBM FileNet P8.</p>	<p>ECM Value Proposition Dienekis has extensive experience in implementing ECM projects, mainly in the banking sector as well as in the Telco's market. Its solution, AUTOMATED LENDING, which automates the banking loan origination processes has been awarded by IBM. AUTOMATED LENDING has already been implemented successfully in prestigious banks.</p>	
	<p>Description The dms dmz group is an IBM Premier Partner with a focus on consulting, education and system integration. We are an IBM reseller of software, hardware and services and our customer's choice for individual fitted cost-efficient IT Solutions. We support our clients from the idea through implementation, documentation to completion.</p>	<p>ECM Value Proposition We take care of our customer's needs, providing a complete infrastructure solution. We focus on high availability, disaster recovery (all platforms), server / storage consolidation, and virtualisation. We develop ECM solutions with IBM Content Manager to optimize business processing and enable compliance. We are a global cost-efficient solution for the mid-market.</p>	
	<p>Description Since 1994, Docspro has built an excellent reputation as a Dutch supplier of solutions based on the IBM ECM portfolio. During those years we have always focused on what we are good at; consulting on and implementation of intelligent capture & exchange solutions and enterprise content management solutions.</p>	<p>ECM Value Proposition Docspro makes a strong showing in the SMB marketplace with thorough knowledge and understanding of IBM Content Manager, IBM Content Manager OnDemand and IBM CommonStore products. The Docspro solutions for accounts payable automation and digital mailroom deserve special mention. Docspro is a highly commended winner (2006) and finalist (2008) of the IBM Information Management Award.</p>	
	<p>Description D.S.Informatique-diffusion is a specialist in document management. We are an integrator of standard software in printing, document process automation, scan solutions and enterprise content management.</p>	<p>ECM Value Proposition D.S.Informatique-diffusion has developed a Web client for IBM Content Manager called SETTI'S. This user-friendly trade client optimizes the document access and workflow in IBM Content Manager. Our value includes the dematerialization process (ie. invoices, contracts, mail) and digital signatures. We import all document formats into IBM enterprise content management.</p>	
	<p>Description ECMPartners is an IBM Software ValueNet Partner and authorized Service Provider. Our mission is to help our clients extract the full value of their IBM FileNet P8 investments, which is our core competency. Combining the best in functionality, business, and technical expertise, ECMPartners has the power and know-how resulting from leading-edge IBM FileNet P8 implementations and upgrades in the Netherlands for a variety of clients. This experience is garnered from both the commercial and the public sectors.</p>	<p>ECM Value Proposition ECMPartners provides IBM FileNet P8-based solutions for enterprises that look for quick implementations, lower cost and vastly reduced risk. These solutions can be specific business solutions such as a digital mailroom, accounts payable, case management, invoice approval or generic solutions featuring content management, business process management, records management, imaging and archiving. Based on our extensive experience, expertise and industry best practices we have developed an implementation methodology that enables us to provide a fast, efficient and economical implementation.</p>	
	<p>Description EMS Enterprise Messaging Solutions GmbH is a proven provider in the migration and development of messaging solutions, from Windows to z/OS (OS/390). EMS implements its own products, such as the EMS/eMail-Archiver, and we also specialize in the development of web applications.</p>	<p>ECM Value Proposition EMS works on projects for major companies and institutions that range from the creation of workflows with customized electronic forms for internal administration to demanding, custom client/server applications to very large and complex ECM projects.</p>	
	<p>Description Ericsson Nikola Tesla, as an integral part of Ericsson, supports the modern ways of communicating and provides innovative ICT solutions. The company's activities include marketing and sales, R&D, design of total communications solution, services in multi-service and mobile networks including mobile Internet and complex system integration in all business areas.</p>	<p>ECM Value Proposition With more than 25 certified IBM FileNet P8 engineers and 80 system integrators, we provide business process consulting, development, support and project management services. Our areas of expertise are distributed amongst content capture, office automation applications (accounts payable, contract management and travel management) and also records management solutions for the government sector.</p>	









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 <p>Getronics ICT SOLUTIONS AND SERVICES</p>	<p>Description With worldwide revenue of €2.5 billion and about 20,000 employees, Getronics is a leading ICT service-provider in the world and the largest ICT service-provider in the Benelux. As an expert in workspace management services, datacenter & hosting services and consultancy, Getronics enables large organisations to move forward by releasing the power of information. To do this, Getronics has a complete portfolio of integrated ICT services for the large enterprise market and works according to a Global Service Delivery Model ensuring that services are provided for clients throughout the world that are of consistent quality.</p>	<p>ECM Value Proposition Information Management Solutions, a Getronics BeneLux division, delivers solutions that strategically leverage content to enhance, automate and streamline business processes in organizations, large and small, throughout the information lifecycle. As a long-time IBM Software ValueNet partner, focusing on Information Management solutions since 1985, Getronics offers experience and expertise to assure optimal return and optimize end-user adaptation.</p>	
	<p>Description GFI offers a range of innovative solutions that improves the execution of business processes using information technology. Our mission was created from our conviction that organisations need to improve integration of people, data and applications in the context of business processes to deliver better performance and quality to their customers.</p>	<p>ECM Value Proposition GFI ECM solutions focus on efficient management of information flows within the organization: aggregating information channels, integrating with business processes, targeted delivery to the right people via multiple channels. GFI ECM solutions include IBM FileNet P8, IBM DB2 Content & Document Manager, DB2 Commonstore, Lotus tailor-made solutions, and FatWire WCM on WebSphere.</p>	
	<p>Description Gesellschaft für Information und Beratung mbH is a software and consulting company with special expertise in business software and iSeries and a deep knowledge in manufacturing and retail. We implement solutions and provide consulting services. Our portfolio products include Brain AS, MAS90, Infor, Varial and IGF (certified).</p>	<p>ECM Value Proposition We are an IBM Advanced Partner and are certified on IBM Content Manager and DB2 Programming. We have been working with iSeries applications for more than 15 years with special competence in financials and ERP.</p>	
	<p>Description GIS Gesellschaft für Informationsysteme mbH was founded in 1995 by Detlef Peter and Andreas Hiller. Their aim was to establish a modern consulting and services company providing IT services for SMB companies and developing solutions in the field of information management. The company employs 50 people and has more than 250 customers. The annual revenue amounts to 7,5 million Euro.</p>	<p>ECM Value Proposition One of the company's major objectives is to establish long term relations and a close and confident cooperation with our customers. Professional consulting is often our key to successful projects. Through a dialogue with clients, GIS recognizes their wishes and requirements and can convert them into custom-tailored solutions. GIS has expertise in the fields of groupware, enterprise content management, CRM, project management and storage management.</p>	
 <p>IBS TECHNOLOGY & SERVICES</p>	<p>Description IBS Technology & Services develops and installs robust and reliable IT solutions which will enhance business operations and improve the competitiveness of our customers. We take responsibility of the total solution, providing hardware, software and services. Our information management solution provides comprehensive management capabilities over virtually all business content. IBS is active in more than 30 countries.</p>	<p>ECM Value Proposition The IBS Document Management Suite provides the required tools to scan, archive, manage and retrieve invoices, orders, delivery notes, mails, documents, internet sites, etc. Our solution is based on IBM DB2 Content Manager. Depending on the customer needs, IBM applications such as IBM WebSphere Portal, IBM WebSphere BPM, IBM Quickr and IBS applications as the Java Application Framework, Aida, Integrator, e-billing, e-invoicing and oem's applications for scanning and OCR will be part of the solution.</p>	
	<p>Description IFN is a leading force in the content and process management market, providing leading and innovative solutions to meet organizational needs while maintaining technological leadership in this market. With over 14 years of experience and 150 customers worldwide, IFN's solutions offer real business added value to enterprise customers. IFN's business focus is document, content and knowledge management with expertise in enterprise content management and business process management.</p>	<p>ECM Value Proposition IFN's solutions provide easy, cost-effective and low-risk integration of IBM FileNet P8 systems and fast integration of FileNet P8 solutions into a company's organizational structure through pre-defined business templates for the financial sector as well as other sectors. We also provide rapid user adoption of ECM and BPM through a user-friendly Web-based interface and optimization of ECM & BPM usage through multiple business functions (unique to IFN solutions) that enable organization to enforce standardization and content management and allot tasks efficiently (smart filing rules, roles, all-in-one, unified work queue, etc.).</p>	
 <p>iiCon Image and information consultancy</p>	<p>Description iiCon provides Enterprise Content Management (ECM) solutions and consultancy services, which enable organisations to more efficiently manage the flow of information, resulting in significant cost savings. Since 1990, over 180 ECM solutions have been successfully installed by iiCon across a range of both public sector and private clients, ranging from small private companies through to large FTSE 100 organisations.</p>	<p>ECM Value Proposition iiConnect Case Manager is a unique solution which allows businesses to streamline front and back office operations, enhance customer service, improve management control and maintain comprehensive compliance and audit records. Integral to iiConnect are a digital mailroom, document routing, document management, case management and workflow automation. iiCon is committed to supporting IBM FileNet P8 in the UK & Ireland.</p>	
	<p>Description Founded in 1994, Imaging Progetti has always been focused on ECM solutions. Our main focus is on finance with significant presence in manufacturing, retail, services and food. Our applications can be delivered both in-house or as ASP solutions.</p>	<p>ECM Value Proposition With a strong knowledge of the ECM environment, we have gained the trust of many important customers, such as: Assicurazioni Generali, RAS, SAI, BPU, Navale Assicurazioni, Crédit Agricole, ING Direct, Direct Line, Barilla, SKY and many others. Our ECM solutions include claims and invoice processing, legal digital document conservation, and digital mail room.</p>	






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	<p>Description Imago Italia Srl, founded in 1991, is focused on Enterprise Content Management and Business Process Management systems. Imago Italia has competences with both IBM Content Manager and IBM FileNet P8. We have approximately 50 large customer references in various industries, such as banking, insurance, industrial, services and public administration. We have maintained a long lasting, uninterrupted relationship with many of our customers for over 10 years.</p>	<p>ECM Value Proposition Imago Italia specializes in the following areas: the analysis and sizing of Enterprise Content Management solutions, the analysis and modelling of business process reengineering solutions; project analysis and development in ECM and BPM projects; install and deploy ECM and BPM systems; integration of ECM and BPM systems with other systems, such as SAP, Siebel, Legacy; post-sale assistance and upgrade maintenance. We have also developed a solution called ConSoLe that allows Legal Conservation of Electronic Documents in replacement of paper ("Conservazione Sostitutiva") in compliance with CNIPA rules.</p>	
	<p>Description Indra Sistemas, S.A. is a premier information technology company in Spain and a leading IT multinational in Europe and Latin America. It is ranked as the second European company in its sector according to stock market capitalization, and it is one of the three Spanish companies with more investment in R&D. In 2007, revenues exceeded € 2.167 M, of which a third came from the international market. The company employs more than 24.000 professionals and has clients in more than 90 countries.</p>	<p>ECM Value Proposition We offer document management, records management and digital archive systems that improve productivity, improve client service, reduce costs, and help satisfy complex compliance requirements. We have an Electronic Public Administration solution to ensure compliance with the Spanish Law 'LAECSP'. We also have multichannel, portal solutions, web content management and search & discovery systems that improve the "time to market", optimize business process and include expedient management systems.</p>	
	<p>Description I.R.I.S. enables companies and administrations to find in one company the innovative expertise and hi-tech solutions to efficiently manage electronic documents, information flows and IT infrastructure. Our mission is increasing our customers' productivity and knowledge through helping them better manage their documents, data and information.</p>	<p>ECM Value Proposition With more than 2000 direct large accounts in Europe and 40 million users worldwide of our capture solutions, IRIS provides an end-to-end platform from a capture to an archive infrastructure. With 22 years with a unique focus and expertise within the ECM market, IRIS Capture Suite combined with our integration specialist provides a key added value to our customers. Based on IBM ECM, IRIS has developed ready-to-work business applications for the medical, banking, insurance and government sectors that radically improve the time to market and reduce implementation time.</p>	
	<p>Description ISR Information Products AG develops corporate solutions to support decision-making processes and optimize operations in innovative enterprises, the objective being to materially cut costs and improve efficiency. ISR Information Products AG is headquartered in Braunschweig, with subsidiaries established in Münster, Hamburg and Bad Homburg.</p>	<p>ECM Value Proposition We are in the business of helping customers drive their organization to be more successful and to optimize business processes with the intention of improving earnings. Our strength is in the integration of top-selling technologies like IBM FileNet P8, IBM Cognos and SAP.</p>	
	<p>Description Founded in 1987, KETS Computer dedicates itself to the IT industry by pursuing new improvements and developments in the worldwide information market. KETS focuses on office automation and document management, with a special focus on document automation, fax automation, form automation, process automation and portal solutions.</p>	<p>ECM Value Proposition KETS has extensive experience both in IBM DB2 Content Manager and IBM FileNet P8. KETS has expertise in document capture (OCR, ICR, form and invoice processing), serving a wide range of customers with its ready-made and tailor-made solutions for banking, insurance and telecom sectors. We also use the ECM as a base platform for Central Operation solutions (for banks).</p>	
	<p>Description Logica is a leading IT and business services company, employing 39,000 people across 36 countries. We provide business consulting, systems integration, and IT and business process outsourcing services. Logica works closely with its customers to release their potential - enabling change that increases their efficiency, accelerates growth and manages risk. We apply our deep industry knowledge, technical excellence and global delivery expertise to help our customers build leadership positions in their markets.</p>	<p>ECM Value Proposition Logica has a proven and consistent ECM track record, vast project-led experience and a vendor-neutral policy for all our recommendations. We drive innovation through our dedicated ECM centre of excellence and established methodologies that reduce risk and maximise results. We use a partnership approach and have over 1200 ECM resources. Customers include AXA, BNP, Crédit Foncier de France (Groupe Caisse d'Epargne), Generali, Société Générale, MMA, Ministère de la défense, EADS – Airbus, Pfizer, Shell, EDF – GDF, France Telecom, Heineken, IKEA and H&M.</p>	
	<p>Description MBG, located in Duesseldorf, Germany, is a consultancy and software firm with experience in projects that cover the complete document life cycle of capture, manual and automatic electronic document distribution, management of document related processes and archiving. With more than 200 customer projects, MBG has proven expertise and helps businesses run more successfully.</p>	<p>ECM Value Proposition Founded in 1983, MBG is focussed on ECM solutions based on IBM Content Manager and IBM FileNet P8. MBG primarily works with customers in financial services, banking, insurance and cross industry. Our implementation of electronic customer files for optimized credit processing reduces waiting time from days to minutes.</p>	
	<p>Description With deep roots in research and innovation, Nacon Information Technology is a highly professional company specializing in document and process management solutions and banking and insurance applications. Nacon has solutions for every aspect of Enterprise Content Management: including document management, process management through workflow engines, and production of statistical processes data.</p>	<p>ECM Value Proposition Nacon offers consulting services for successful implementations of Enterprise Content Management and develops vertical solutions built on IBM FileNet P8. Our proven success factors with ECM projects include efficiency increase, monitoring business critical activities with KPIs (Key Performance Indicators) and cost savings.</p>	




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 <p>neocol value through technology™</p>	<p>Description Neocol works with best-in-breed vendors to architect, implement and support market leading solutions in the area of Enterprise Content Management. Established to meet customer demand for an intelligent approach to information build-up, Neocol has a dedicated content consultancy that offers highly skilled ECM and business experts to solve content management problems; turning unstructured content into valuable and realisable assets.</p>	<p>ECM Value Proposition Neocol prides itself on developing solutions that are modular. Customers can deploy a point solution to solve a particular problem (e.g. enterprise search) and then expand the solution to include further options (such as records or document management). The proposition can build into an enterprise offering, thus lowering TCO and standardising on a single repository infrastructure and extending information management solutions to departments on demand.</p>	
	<p>Description Nextevolution is a leading software and consultancy company with special know-how in the area of enterprise content management (ECM), enterprise resource management (ERM) and business intelligence. As an IBM Software ValueNet partner, our certified ECM team develops and realizes innovative concepts for our customers based on IBM FileNet P8 products and solutions.</p>	<p>ECM Value Proposition Nextevolution specializes in implementing strategic ECM projects based on IBM FileNet P8 and the integration to other systems. Our self developed solutions include invoice management, contract management, debt collection, personnel file and system monitoring. Our services range from concept and implementation to integration and support.</p>	
	<p>Description Océ enables its customers to manage their documents efficiently and effectively by offering innovative document and print management products and services for professional environments. Océ employs around 24,000 people worldwide, had annual revenue in 2007 of € 3.1 billion and a net income of € 78.9 million.</p>	<p>ECM Value Proposition Océ Business Services is a leading provider in outsourcing and improving customer's document & business processes. This goal is achieved by being one of the top document solution integrator in the ECM market. Océ Business Services is IBM Software ValueNet partner.</p>	
	<p>Description Oceanus is dedicated to the delivery, management and support of ECM and BPM solutions. Alongside delivering a full range of IBM FileNet P8 services, Oceanus develops and sells its own software solutions, deployed on IBM FileNet P8, which allow clients to capture content, streamline processes, manage work, and improve the speed and quality of customer response.</p>	<p>ECM Value Proposition With fixed price, short timescale, out-of-the-box software solutions for case management, Oceanus provides a unique differentiator from other methods of deploying IBM's FileNet P8 platform. Since 1996, Oceanus has successfully delivered ECM and case management solutions using well proven methodologies which deliver ROI early and scale to many users, departments and geographies.</p>	
	<p>Description Open Connections is an established supplier of electronic document management, data capture, imaging, web content management and workflow solutions to commercial and government clients, with over 10 years experience in the marketplace. They have a strong team of experienced technical specialists to undertake all aspects of implementation and integration. Their staff is skilled in business analysis, project management and account management to ensure the delivered solution fits client requirements.</p>	<p>ECM Value Proposition Open Connections have had success across many industries and have delivered ECM solutions for customers such as BAA, Exeter Friendly Society, Liberata, Grosvenor, HSBC, Lloyds TSB, Punter Southall, St James Street Property, T-Mobile and Westland Helicopters. They have had repeat success in providing solutions for property management organizations and corporate real estate functions within larger enterprises. These solutions have helped to capture, manage and retrieve invoices, reports, contracts, leases, correspondence and other documents or information files that relate to a property.</p>	
	<p>Description Portal Partnership believes that organisations perform better when people are able to access and use the information and knowledge they need, when they need it. We use the full IBM software portfolio to make information and knowledge available on-demand, and to provide robust, flexible, secure infrastructures that enable this.</p>	<p>ECM Value Proposition Portal Partnership's combination of ECM, storage management, and collaboration technologies enables businesses to maximize the value of their content, ensuring that it is available to users securely and on-demand. With experience, and customers covering a broad range of industry sectors, Portal Partnership has successfully delivered solutions to support governance, risk and compliance (GRC) initiatives as well as optimizing existing infrastructures to improve productivity and information integrity. Recent success in the travel and transport sector has seen Portal Partnership deliver solutions to leading logistics firms such as DHL, TNT and Wincanton.</p>	
	<p>Description With 100 employees, the RDI Group is a major IT company located in the south of France. An IBM Advanced Business Partner since 1998, the RDI Group works in the following fields: BPM (business process management), EDM (Electronic Document Management), messaging & live communications, enterprise portals, Groupware, electronic archiving and application development. Groupe RDI guides its customers throughout the entire project life cycle - from consulting to realisation, right through to skill transfer.</p>	<p>ECM Value Proposition With IBM ECM products, we meet the needs of our customers with mail archiving, content management, digitization and business processes. We offer 10 years of experience in content management and great expertise on IBM infrastructure and products. We have certified Lotus engineers and have made many investments in Information Management products, including IBM FileNet P8 and DB2 Content Manager.</p>	
	<p>Description REACTIS, founded in 2001, is a consulting, project management and engineering company working with large account management assistance, project management, implementation and technical assistance. REACTIS relies on a system proven quality methodology of project management. Our goal is to improve customer service in France and Europe by providing real added value.</p>	<p>ECM Value Proposition REACTIS focuses on document lifecycle and helping companies improve their process & collaborative documentation in transport, health and public institutions. We have a history with working on aeronautic electronic documentation. REACTIS works with companies from the opportunity study phase to the implementation of ECM solutions. We provide IBM ECM solutions in dematerialization, legal archiving and real estate documentation management.</p>	

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	<p>Description RM Informationstechnologie GmbH is dedicated to boosting business performance with customer-made solutions. RM provides total information management and helps customers manage business relationships by covering all their innovative business processes.</p>	<p>ECM Value Proposition RM's hands-on experience in many CRM and BRM projects is the base of our success. We help consolidate all customer data, information and knowledge by interfacing CRM/BRM/ERP applications with intelligent ECM strategies that ensure our customers achievements.</p>	
<p>RR DONNELLEY</p>	<p>Description RR Donnelley Document Solutions (Austria) GmbH was founded in 1994 with the mission to sell and support best-in-class products in the document capturing and management market in Austria and Switzerland, resulting in a strong partnership with IBM. RR Donnelley employs skilled software and hardware specialists with many years of experience in the ECM arena.</p>	<p>ECM Value Proposition RR Donnelley has been an IBM Software ValueNet partner for more than 10 years. Experienced system consultants and project managers are available for project implementation (management, planning, support, installation, development etc.) and for business application tasks. In most cases RR Donnelley takes prime contractor responsibility for turnkey implementations for customers. In the area of production scanning, document management and workflow solution, RR Donnelley has a leading position in Austria and Switzerland and has implemented more than 160 DMS projects there.</p>	
<p>SABI SYSTEMS</p>	<p>Description SABISYSTEMS is classified among the first companies in the field of ECM solutions. SABISYSTEMS owes its success to its expertise in the design, organization and management of services for companies and private individuals. SABISYSTEMS are experts in their field, sharing the passion of their trades to make all projects they undertake successful.</p>	<p>ECM Value Proposition SABISYSTEMS draws from its 14 years of expertise, a capacity of exceptional listening. We have a direct sales force as well as a network of partners who assist with their knowledge. We assist customers in the realization of their ECM solutions.</p>	
	<p>Description Saga Infotech, is one of the oldest privately-owned software companies in Serbia, was founded in September 1993. Our main business is to develop and provide solutions for information systems integration of complex software and hardware systems, services, training and consulting.</p>	<p>ECM Value Proposition With deep knowledge in developing and deploying application software and experience in industry specific businesses, Saga Infotech offers high end-solutions based on IBM ECM technologies. Saga Infotech is daughter company of SAGA - the No.1 system integrator in Balkans. We provide various solutions, software products and develop specific applications.</p>	
	<p>Description For 10 years, SG Software, a company specialising in ECM, has continued to change its offers and services to adapt to technological innovations and the new needs of its users. We listen and understand the needs of our clients and offer the following services: pre-study with auditing and consulting, the provision of software, provision of materials necessary for the implementation of projects, installation of equipment, the implementation and training of personnel and the monitoring and maintenance of projects.</p>	<p>ECM Value Proposition SG Software has capitalized on our 10 years of experience and expertise in the ECM field. We have installed several sites and have many satisfied customers. We also work with the IBM ECM team so that their experiences and technology will benefit our mutual customers.</p>	
	<p>Description Sürat Bilişim Teknolojileri San. Tic. A.Ş. was founded in 1989. Our company is one of the leading integration solution companies in Turkey and it has nearly 100 employees. Our company implemented many successful business projects both in software and hardware and is the only authorized IBM storage center in Turkey. We have many integration solutions on various technologies.</p>	<p>ECM Value Proposition Sürat Bilişim Teknolojileri San. Tic. A.Ş. is one of the leading technology companies throughout Turkey. We offer our customers the latest technologies and we implement integration projects for them with our technically skillful employees. We offer and implement IBM ECM solutions for our customers.</p>	
	<p>Description Sword delivers high value business applications to the world's largest companies globally. With operations in 37 countries, Sword today employs over 2000 people. An international leader in the delivery of business process improvement solutions, Sword's skills and experience help our customers across regulated industries optimize and maximize return on investment.</p>	<p>ECM Value Proposition SWORD Fusion is designed to manage engineering documentation in the context of a construction project or operating plant. Fusion enables ECM users to quickly perform the tasks needed to accelerate change management. SWORD Achiever is a governance risk & compliance solution. Achiever supports the effective management of business-critical controls and measurement.</p>	
	<p>Description Teamwork Software and Consulting GmbH's is headquartered in Paderborn, Germany and has a branch in Hamburg. Teamwork specializes in workflow and information management solutions. As an IBM Premier Partner, teamwork GmbH provides its consulting and service solutions based on IBM platform products IBM WebSphere Portal and IBM Lotus Notes / Domino. Teamwork's core business focuses on the banking, insurance and services sectors.</p>	<p>ECM Value Proposition Teamwork Software and Consulting GmbH is specialised in building ECM solutions for the banking sector. We develop business-specific trainings and offer consulting services.</p>	
	<p>Description Thunderhead has redefined the market for document generation, with an XML-based enterprise platform that helps organizations streamline the process of creating customer and partner communications, for either print or electronic output. Thunderhead empowers business users to manage the entire lifecycle of creating, reviewing and delivering personalized correspondence or other rules-driven communications.</p>	<p>ECM Value Proposition With integration to IBM FileNet P8, IBM Content Manager, WebSphere and Lotus Forms, Thunderhead helps organizations to better engage with customers, improve efficiency, and maintain compliance with brand and regulatory guidelines. Content such as correspondence, insurance policies, loan packages or derivatives contracts can be easily created, directed and archived in one continuous process.</p>	<p>Solutions Derivatives Trade Confirmation Solution; Enterprise Communications Platform for Insurance Policies, Contracts & Correspondence</p>

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	<p>Description T-Systems is a preferred provider of services of information and communication technology (ICT) for approximately 400 European large enterprises. The ICT division of Deutsche Telekom supports the global business of multinational groups and companies as well as national solutions for customer in the public and health sector. We offer customer specific and net-centric ICT services. USP of T-Systems is the integrated production and delivery of IT and TC services from one source.</p>	<p>ECM Value Proposition In the ECM environment, the service of T-Systems contains competencies ranging from consulting, development and realisation to operation. We offer integrated solutions for all branches which are as individual as the requirements of our customers.</p>	
	<p>Description UDIT specializes in Enterprise Content Management solutions, helping customers with consulting, training and processing solutions. Our expertise covers the IBM ECM portfolio, including Content Manager Enterprise Edition, OnDemand for iSeries, CommonStore for Lotus Domino and Exchange, Tivoli Storage Manager and more.</p>	<p>ECM Value Proposition UDIT is highly specialized in ECM systems having developed ECM solutions for email-archiving, information capturing and spool file-archiving. Our consultants have over 20 years experience in archiving systems and work together with IBM to develop solutions for our customers that optimizes their tools.</p>	
	<p>Description WeWebU IT-Solutions is an international operating independent software vendor (ISV) and Advanced IBM business partner. With our products, customers who strategically choose an IBM Enterprise Content Management infrastructure can generate the maximum return on investment.</p>	<p>ECM Value Proposition By using WeWebU OpenWorkdesk, WeWebU Zero-Install Office Integration, and WeWebU Open Input Management Suite, our customers are successful in realizing demonstrable savings when introducing and operating an IBM ECM system. At the same time, employee productivity increases and business processes are optimized.</p>	

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