# Partnerships — Together to the Top

interest ARCHIVISTA PARTIVER

Archivista and Interest Partner know each other

The partner refers potential clients interested in archiving solutions to Archivista GmbH

Clients are looked after by Archivista GmbH

No commission when the client places an order with both companies

Commission fee



The partner refers potential clients interested in digital archiving solutions to Archivista GmbH

Partners co-operate with regard to interfaces

Client is looked after by Archivista GmbH (re digital archiving project)

Partner receives commission on software licenses





Partner not only recommends product but implements it on client site

In order to be well prepared for this he acquires an ArchivistaBox SAENTIS with barcode option and four hours of training

Partner is eligible to a distributor discount



Like Solution Partner. Differences:

Partner with excellent references in a particular industry

Partner with large and complex clients

Partner designs and develops own software

Archivista GmbH is more strongly committed to extending product depth for special requirements



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## **OUR MUTUAL BENEFIT**

The ArchivistaBox systems have grown out of a philosophy of recognizing that the integration of a DMS and archiving system can proceed hassle free if the system is made available in a pre-configured (plug & play) condition. This actually predestines the ArchivistaBox systems to be sold and implemented by distribution partners. Our concept offers the following to you as partner:

### > Plug- & Play

Ready to use ArchivistaBox concept

### > Full legal compliance

Reliable raster image long term archiving (30 years guarantee on data structures)

### > OpenSource

Our software is developed on OpenSource basis.

### > Support

The ArchivistaBoxes are supplied including support and maintenance.

## INTEREST & REFERRAL PARTNER

Interest & Referral Partners are supported actively with comprehensive sales materials at production cost at the front. Call at our show rooms together with your customer anytime (on appointment). If necessary, we organise visits to reference client sites or make product presentations on customer premises (for Referral Partners). From a legal point of view the parties to the contract regarding the implementation of ArchivistaBox are Archivista GmbH and the end customer. This way you can fully concentrate on the sales process and the customer relationship.

## SOLUTION & INTEGRATION PARTNER

Welcome to you dear solution or integration partner! In order that settling into the role may happen smoothly and without problems all solution and integration partners receive a comprehensive starter package at production cost.

Support is offered to you at a much reduced rate no matter whether you need it for a client installation or for yourself. You acquire the ArchivistaBoxes directly from us and sell them to the end customers. As integration partner you are in the position of offering your own extensions to the ArchivistaBox functions to clients.



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# TOTAL PACKAGE SOLUTION & INTEGRATION PARTNERS

The starter package – consisting of the components below – enables the distribution partner to implement autonomously typical solutions for small to medium sized companies.

- > ArchivistaBox SAENTIS
- > Scanner Fujitsu S510
- > OCR module and barcode option
- > Technical training

The ArchivistaBox SAENTISplus serves as **demonstration unit** on the one hand and, on the other hand **can be used productively,** too: you can, for example, run through envisaged client cases before making the installation. The OCR module (best text recognition) is essential for the creation of a **full text database:** this is the reason why it is part of the starter package for distribution partners. A business license for 3 concurrent users permits two persons to work simultaneously with the ArchivistaBox. A database is restricted to 20'000 documents.

Barcodes are still an excellent means to **increase efficiency.** When scanning documents **manual indexing effort can be considerably reduced,** and accuracy increased, thanks to barcodes. Archivista GmbH attaches importance to distribution partners being able to offer this technology to their clients.

The ArchivistaBox systems are pre-configured and in contrast to a conventional RichClient installation very easy to set up. Thus, four hours of training are sufficient to give an in-depth view of important functions.

#### > Fundamentals

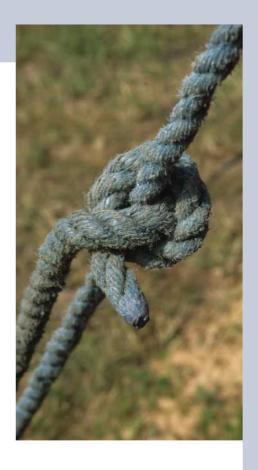
Installation, seamless integration of ArchivistaBox in LAN

#### > ArchivistaBox level

Setting up of backup, HTTPS, remote access, etc.

#### > Web Client and Web Admin

Creating users, scan definitions, barcode recognition settings, etc.





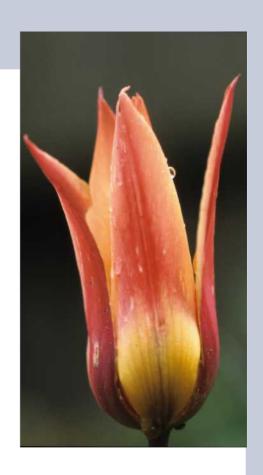


Company name .....

# DISTRIBUTION PARTNER APPLICATION FORM

Contact person Address	
We can be contacted by	
	telephonee-mail
Envisaged partnership	
<>	Interest Partner
<>	Referral Partner
<>	Solution Partner
<>	Integration Partner
Rationale /	
our know-how	
in area of DMS	
and archiving systems	

Place and date .....



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