

# RMMI Grows VAR Business with ECMNOW!



Rocky Mountain Microfilm and Imaging (RMMI) has been reselling ImageSilo®, PaperVision® Enterprise, PaperFlow™, and PaperVision® Capture for more than a decade, and they credit the ECMNOW! line with stabilizing their business during tough economic times and allowing them to grow.



- Sets up customers in minutes, enabling **overnight delivery of a full content management system!**
- **Retains 98% of their customer base** annually with legendary customer service.
- Strengthens business during all economic times with **45% of revenue recurring** from ImageSilo, their cloud ECM service.
- Streamlined **sales cycles to as little as one day.**



*"Many of our customers need their information captured daily, so they can access it digitally the next day. We can pick up a box of documents in the afternoon and use PaperVision Capture to scan it into ImageSilo for secure management. When they come into the office the next morning, their data is securely available. ECMNOW! has made our lives a lot easier!"*

*-Michael Gudenkauf, President*

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