

**From  
complex and  
cumbersome...**

**...to simple  
and flexible.**

**From an overhead  
expense...**

**...to a generator of  
substantial savings  
and new revenue.**

**From a luxury...**

**...to an essential  
element.**



**Digitech Systems, LLC**

**Any Document ■ Anywhere ■ Anytime®**

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## CORPORATE OVERVIEW OF DIGITECH SYSTEMS, LLC

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### THE SIGNIFICANCE OF DIGITECH SYSTEMS

Digitech Systems enables businesses of any size to more effectively and securely manage, retrieve and store information of any kind, including electronic files, paper documents, print streams and emails. By significantly reducing the cost of Enterprise Content Management (ECM), Digitech Systems has **moved ECM from a luxury convenience to an essential element of a well-managed business**, while simultaneously creating competitive advantage for its customers and **new avenues for revenue**. Offering software and services that deliver any document, anywhere, anytime, Digitech Systems is the trusted source for storing and providing secure desktop and online access to any information. Founded in July of 1997 and maintaining profitability since the summer of 1998, Digitech Systems is privately held and based in Greenwood Village, CO.

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### PRODUCT VALUE & DIFFERENTIATION

By reinventing ECM as a simple, accessible and cost-effective system that anyone with a computer can easily use, Digitech Systems' suite of ECM products immediately provides customers with the ability to save time, improve efficiency and have peace of mind when managing corporate information. The Digitech Systems ECM product suite includes:

- **ImageSilo®** – Enjoy 24/7 online data access without additional investment in hardware, software or IT personnel. Outsource Enterprise Content Management (ECM) with this massive, ultra-secure, proven service.
  - **PaperVision® Enterprise** – Controls access and increases information security using a simple, searchable ECM system that enables companies to store and manage any information and improve business processes.
  - **PaperFlow™** – Work with virtually any scanner to create crystal-clear electronic images of all your paper files and documents. Clear out your messy file rooms. Better protect information from theft and disaster. Save money on document management.
  - **PaperVision® Capture** – Brings an unprecedented level of efficiency and power to information capture. Work with everything, implement any custom process you want and track any statistic you need.
  - **PaperVision® Forms Magic** – Identify and classify every form or document and extract the data you need. The Forms Magic technology (FM technology) automatically classifies documents into types and extracts critical data to speed business processes and help you make better decisions.
  - **PaperVision® Enterprise WorkFlow** – Makes standard business practices easy to execute and easy to manage by automatically routing documents alerting users of pending work items and tracking progress step by step using PaperVision Enterprise or ImageSilo.
  - **PaperVision® Enterprise Report Management** – Process, organize, index and display print streams in easy-to-read electronic reports. Make data more accessible and easier to manage with the ability to print, fax and distribute in an electronic format from PaperVision Enterprise or ImageSilo.
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<b>END USER IMPLICATION SAMPLE</b>	<p>Digitech Systems creates an <b>immediate competitive advantage</b>. <i>Example: Of which bank would you rather be a customer? One that can pull any statement, any cancelled check, any past transaction for you in a matter of seconds, or one that needs 1-2 weeks to get information to you?</i></p> <p>Digitech Systems frees organizations from the arduous and time-consuming process of managing volumes of information and saves considerable amounts of time and money. From reports to customer data, handwritten notes to electronic files, providing immediate, secure and organized access to information on both public and private networks is an easy and cost-effective means for eliminating the need for a virtual private network.</p>
<b>LEADERSHIP IS EVERYTHING</b>	<p>The Digitech Systems leadership team is built of seasoned executives and technologists from Microsoft and AT&amp;T Wireless:</p> <ul style="list-style-type: none"><li>▪ Scott Matthews – Chief Technology Officer, Chairman of the Board, Founder</li><li>▪ HK Bain – Chief Executive Officer, President, Member of the Board of Directors</li><li>▪ John Gabriel – Chief Financial Officer, Member of the Board of Directors</li></ul>

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## DIGITECH SYSTEMS, LLC PRODUCT VALUE & DIFFERENTIATION

By reinventing Enterprise Content Management (ECM) as a simple, accessible and cost-effective system that anyone with a computer can easily use, Digitech Systems' suite of ECM products immediately provides customers with the ability to improve efficiency, boost control, and save money.

- **ImageSilo®** – Enjoy 24/7 online data access without additional investment in hardware, software or IT personnel. Outsource Enterprise Content Management (ECM) with this massive, ultra-secure, proven service.
- **PaperVision® Enterprise** – Controls access and increases information security using a simple, searchable ECM system that enables companies to store and manage any information and improve business processes.
- **PaperFlow™** – Work with virtually any scanner to create crystal-clear electronic images of all your paper files and documents. Clear out your messy file rooms. Better protect information from theft and disaster. Save money on document management.
- **PaperVision® Capture** – Brings an unprecedented level of efficiency and power to information capture. Work with everything, implement any custom process you want and track any statistic you need.
- **PaperVision® Forms Magic** – Identify and classify every form or document and extract the data you need. The Forms Magic technology (FM technology) automatically classifies documents into types and extracts critical data to speed business processes and help you make better decisions.
- **PaperVision® Enterprise Workflow** – Makes standard business practices easy to execute and easy to manage by automatically routing documents alerting users of pending work items and tracking progress step by step using PaperVision Enterprise or ImageSilo.
- **PaperVision® Enterprise Report Management** – Process, organize, index and display print streams in easy-to-read electronic reports. Make data more accessible and easier to manage with the ability to print, fax and distribute in an electronic format from PaperVision Enterprise or ImageSilo.

PaperVision Enterprise, ImageSilo, PaperFlow and PaperVision Capture are Digitech Systems' four core products. PaperFlow and PaperVision Capture captures and indexes information for use with either the cloud ECM system, ImageSilo, or the on-premise ECM system, PaperVision Enterprise. Additional products work seamlessly with these to create a comprehensive ECM solution.



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**IMAGESILO®**

ImageSilo is the industry's first and most reliable cloud ECM service. It is an **affordable ECM solution for virtually any size organization as it requires little or no initial investment.**

- Improves efficiency by placing critical business information in the hands of employees within seconds through the use of keyboard and full-text search
- Boosts control with secure access to information from any internet-accessible location 24 hours a day, 365 days a year
- Saves money by allowing an unlimited number of users to securely access information and converting capital expenditures to tax-deductible operating expenses

Powered by PaperVision, ImageSilo has the same security, scalability, reliability and integration options as the software system. ImageSilo **boasts a 99.99% uptime** since its launch in 1999.

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**PAPERVISION®  
ENTERPRISE**

PaperVision Enterprise **controls access to and increases security of critical business information** throughout the information lifecycle.

- Improves efficiency by reducing information retrieval and management times
- Boosts control by protecting critical business data from theft and disaster with multiple levels of security and data encryption both when data is store and transmitted
- Saves money by simplifying compliance with regulations and streamlining business processes

Much like an internet search engine, PaperVision Enterprise **brings all your organization's data into one seamless, manageable system** that can be searched to locate exactly what you need.

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**PAPERFLOW™**

Work with virtually any scanner to create crystal-clear electronic images of all your paper files and documents. Clear out your messy file rooms. Better protect information from theft and disaster. Save money on document management

Improves efficiency by customizing and automating capture processes, prioritizing scanning jobs and tracking productivity statistics

- Scan paper documents from a single workstations to avoid the hassle of managing paper files to improve efficiency
- Move sensitive business data from vulnerable paper files into a password-protected electronic file
- Eliminate the expense of document storage fees by minimizing paper use to save money

PaperFlow can serve as the **data capture component of a complete Digitech Systems** installation or as the front-end for a user's existing ECM system.

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**PAPERVISION®  
CAPTURE**

PaperVision Capture is the most **scalable and flexible data capture and indexing system on the market.**

- Improves efficiency by customizing and automating capture processes, prioritizing scanning jobs and tracking productivity statistics
- Boost control of enterprise information by converting paper documents to electronic images and indexing them by keyword to facilitate retrieval
- Saves money by eliminating keystrokes using barcode, Optical Character Recognition (OCR) and database matching to create index terms

PaperVision Capture can serve as the **data capture component of a complete Digitech Systems** installation or as the front-end for a user's existing ECM system.



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## DIGITECH SYSTEMS EXECUTIVE MANAGEMENT TEAM

### SCOTT MATTHEWS: CHIEF TECHNOLOGY OFFICER, CHAIRMAN OF THE BOARD, FOUNDER

***What inspired you to build software products that every company could benefit from?***

*"I believe that electronic content management shouldn't have to cost so much, and it should not be a convenience that is only accessible to large, wealthy companies. The products Digitech Systems provides offer affordable systems to businesses of any size – anything from a staff of two to 2 million."*

As the founder of Digitech Systems, Scott Matthews has applied his extensive software design experience to build a suite of ECM products that makes comprehensive and powerful ECM accessible to organizations of any size.

Mr. Matthews began his technical career at the University of Nebraska where he was a network administrator. He then served as a Software Design Engineer in Testing at Microsoft® where he designed and implemented automation software applications essential in the delivery of Microsoft's Outlook application.

Mr. Matthews was a co-founder of DocuTech Data Systems (DDS), serving as Vice President of Research and Development. While at DDS, Mr. Matthews developed an entire product line of commercial document imaging products aimed at high-volume applications and provided technical and industry research that proved crucial to the success of the company, and the training and management of technical support and network administration staff. The DDS product line was incredibly successful in the U.S. and Canada, enjoying a notably successful IPO.

Mr. Matthews formed Digitech Systems, LLC in 1997 in Lincoln, Neb. in order to provide a suite of software products that reinvented ECM as a simple, accessible and cost-effective system that anyone with a computer can easily use. Digitech Systems released six entire product lines within only 10 months of operation, now globally utilized by thousands of end-user corporations and more than 400 Value Added resellers/system integrators. Under Mr. Matthews' leadership and technological forethought, Digitech Systems **achieved profitability in less than 10 months, and has maintained profitability since the summer of 1998.**

### HK BAIN: CHIEF EXECUTIVE OFFICER, PRESIDENT, MEMBER OF THE BOARD OF DIRECTORS

***How does Digitech Systems completely change the ECM industry?***

*"Digitech Systems has reinvented ECM as a simple, accessible and cost-effective system that nearly any business can afford. Our ECM products provide the ability to save time, improve efficiency and have peace of mind when managing their corporate information, shifting ECM from a luxury convenience to an essential element of a well-managed business."*

HK Bain serves as the President and CEO of Digitech Systems and oversees the management and overall vision of the company. As a former Certified Public Accountant with Peat Marwick and a seasoned technology management executive recognized for building and managing high-quality management teams and staff at AT&T Wireless Services, Mr. Bain has played a primary role in growing the company.

Since joining Digitech Systems in 2000, Mr. Bain has focused on implementing a strong foundation to guide business decisions, strategic planning, business growth and organizational development. Today, the Digitech Systems Foundation is the spirit of the company culture and reminds everyone to uphold company values while operating with integrity.

With Mr. Bain as the company visionary, Digitech Systems pioneered on-demand ECM, developed a comprehensive ECM suite and was the first to market with both software and services offering bidirectional scalability to serve businesses of any size. As a result, Digitech Systems has become an ECM industry leader.

Standing firm on his priorities—God, family and work—Mr. Bain attributes his success to maintaining a value-based company that weighs all decisions against a strong set of guiding principles.

Mr. Bain holds a Bachelor's of Science degree in Accounting from the University of Wyoming.



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**JOHN GABRIEL: CHIEF FINANCIAL OFFICER, MEMBER OF THE BOARD OF DIRECTORS**

***How does Digitech Systems address client needs?***

*“The economic upheaval charactering the early 21<sup>st</sup> Century is leading companies to prioritize money-saving investments like ECM, when return on average \$7.50 for every \$1 companies invest. Digitech Systems is leading this money-saving charge with our cloud-based ECM service ImageSilo<sup>®</sup>. We also take pride in the 90% satisfaction rating from our customers. We strive to provide an unparalleled customer service experience.”*

John Gabriel has led Digitech Systems’ financial and accounting operations since 2001. He oversees the customer service and technical support group, which has a 90% customer satisfaction rating. Prior to joining Digitech Systems, Mr. Gabriel was the Director of Customer Center Operations at Qwest Wireless where he was responsible for the successful implementation of a Customer Call Center Operations department with a staff of more than 60 people that included a Quality Assurance team, a Management Reporting team and a Methods and Procedures development team.

Mr. Gabriel has more than 15 years’ experience in fast-paced high growth technology companies, and over 5 years public accounting experience with KPMG. Mr. Gabriel has successfully analyzed, created and implemented business development and expansion initiatives for companies with over \$100 million in revenue. He has also created equity structures for Real Estate development opportunities and analyzed the performance of derivative securities in a portfolio valued at over \$750 million.

A licensed CPA skilled in developing and operating accounting, SEC and management reporting systems, Mr. Gabriel holds a Bachelor’s of Science degree in Accountancy from the Malcolm Baldrige award-winning School of Business at the University of Northern Colorado.



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## FREQUENTLY ASKED QUESTIONS

### WHY DOES DIGITECH SYSTEMS MATTER?

Digitech Systems changes the way businesses compete by offering them immediate access to all of their corporate information securely, at their desktop or via the web. The power of electronic document and content management (ECM) technology streamlines day-to-day business management, which saves businesses time and money thereby offering them a competitive advantage.

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### FAQS ABOUT THE ECM INDUSTRY

#### WHAT IS ECM?

ECM stands for Enterprise Content Management, which is sometimes referred to as electronic content management or document and content management.

#### WHAT ARE THE BENEFITS OF ECM?

ECM allows organizations to become significantly more efficient by managing corporate information electronically. Many also improve control of sensitive corporate data in compliance with regulations. Digitech Systems offers the following benefits:

- Efficiency*NOW!*
- Control*NOW*
- Money*NOW*

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### FAQS ABOUT DIGITECH SYSTEMS

#### WHY DOES DIGITECH SYSTEMS MATTER?

Digitech Systems changes the way businesses compete by offering them immediate access to all of their corporate information securely, at their desktop or via the web. The power of ECM technology streamlines day-to-day business management, which saves businesses time and money thereby offering them a competitive advantage.



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## **WHAT DIFFERENTIATES DIGITECH SYSTEMS FROM OTHER ECM SOLUTION PROVIDERS?**

In an industry dominated by overly complex systems designed using proprietary technologies, the Digitech Systems product suite stands out. Digitech Systems delivers products that are easy to use, feature-rich, and architecturally flexible. The simple yet powerful products offer a sensible balance between price and performance and have a cost structure so low it moves ECM from an overhead expense to a generator of substantial corporate savings. Digitech Systems offers products to manage the entire information management process from scanning to storage, management and retrieval in both software and cloud-based services to meet any company's needs. Additional components allow businesses to automatically route information through processes (workflow), securely store and manage email and leverage critical print stream data. The systems can be implemented quickly (typically within days or hours), and they are fully supported by Digitech Systems' legendary customer service

## **HOW DOES DIGITECH SYSTEMS PROVIDE THE BENEFITS OF ECM?**

By significantly reducing the cost of ECM, Digitech Systems has moved ECM from a luxury convenience to an essential element of any well-managed business, while simultaneously boosting competitive advantage for its customers. Digitech Systems has reinvented ECM as a simple, accessible and cost-effective system that anyone with a computer can easily use. Digitech Systems' suite of ECM products immediately provides customers with the ability to improve efficiency, ensure control, and save money when managing their information.

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## **FAQS ABOUT DIGITECH SYSTEMS' ECM SUITE**

### **WHAT ARE YOUR CORE PRODUCTS?**

Our core products are PaperVision® Enterprise, ImageSilo®, PaperFlow™ and PaperVision® Capture. In order to suit the unique needs of every business, Digitech Systems' products and services are available through two different models, on-premise software or cloud-based services. Both systems provide the same software capability, scalability, flexibility and security, but they differ in where information is stored and how it is accessed.

#### **The On-Premise Solution**

Organizations that prefer to manage their ECM storage needs on their own servers and network can install Digitech Systems software, PaperVision Enterprise, and access information internally.

#### **The Cloud Solution**

For a fully managed solution, organizations can outsource their entire ECM needs to ImageSilo for a flat monthly fee and access information anywhere, anytime via the internet. ImageSilo allows organizations to incorporate the power of ECM as a low operating expense rather than a high capital cost.

#### **Hybrid Solutions**

Both systems can be used together as a hybrid solution. Some companies use both systems to store some information on-premise and other information online. All products work seamlessly together, making an endless list of creative solutions for a variety of business needs.

## **COMPREHENSIVE ECM SUITE**

Both PaperVision Enterprise's on-premise solution and ImageSilo's cloud-based solution can be expanded with add-on components that enable companies to maximize their ECM system. Additional products and services work seamlessly to automatically route information through processes, securely store and manage email and leverage critical print stream data.



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### **WHAT IS PAPERVISION ENTERPRISE?**

- Controls access and increases security using a simple, searchable ECM system to manage data electronically
- Enables automation and tracking of business processes throughout the information lifecycle
- Has unlimited scalability – can run on a single desktop computer or thousands of computers within an organization simultaneously
- Supports over 250 file types – from Microsoft® Office files, graphics, CAD drawings and presentations to word processing documents, spreadsheets, scanned pages and PDF files

### **WHAT IS IMAGESILO?**

- Allows 24/7 data access without additional investment in hardware, software or IT personnel
- Outsources ECM into the cloud, with an ultra-secure, ultra-reliable service
- Allows an unlimited number of users within an organization to easily retrieve and deliver corporate information via the internet, anywhere, anytime
- Eliminates the potentially large up-front capital expense of purchasing, administering and maintaining an on-premise ECM system by providing an outsourced option
- Moves ECM from a high capital cost to a low operating expense

### **WHAT IS PAPERFLOW?**

- Converts paper to electronic files to improve efficiency
- Converts sensitive business data by moving vulnerable paper records into password-protected electronic files
- Saves money on scanning by working with existing equipment, minimizing keystrokes, and eliminating the need for square footage devoted to file storage

### **WHAT IS PAPERVISION CAPTURE?**

- Provides the most scalable and flexible data capture and indexing system on the market
- Serves as the document capture component of a complete Digitech Systems installation or as the front-end for a user's existing ECM system
- Immediately improves efficiency with completely customizable scanning processes and a graphical design tool
- Executes any document capture process with a custom code engine to create any feature or function
- Minimizes keystrokes with barcode and optical character recognition (OCR) and by matching images with correct index information from existing databases

### **HOW ARE YOUR PRODUCTS AND SERVICES DISTRIBUTED?**

Digitech Systems markets its software solutions through a worldwide network of Value Added Resellers, who combine our best-in-class software solutions with their hands-on, local business touch. Many resellers offer a full complement of scanning solutions, customization and full integration to make the ECM system the heart of a business's information management efforts.

### **WHAT ARE YOUR TARGET MARKETS?**

With software and services that feature bidirectional scalability, Digitech Systems offers substantial savings to any size organization in virtually any industry. Utilizing this system flexibility, Digitech Systems' Value Added Resellers have chosen to focus on target vertical markets that include healthcare, education, financial, and legal among others.



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### **WHAT KIND OF SUPPORT DOES DIGITECH SYSTEMS PROVIDE TO ITS RESELLERS?**

Digitech Systems has put together a set of sales and business support tools to help their resellers be successful. Each reseller is assigned a Client Development Manager who is dedicated to helping them with business and sales planning and execution. Other resources include MyDSI, a reseller portal that offers resellers access to an unprecedented quantity of account and technical support information. In addition, Digitech Systems offers a Knowledge Base of commonly asked technical support questions and a moderated user forum for resellers to network with one another. Digitech Systems resellers enjoy complimentary full updates to their free sales demonstration software so that they have the latest product versions at their disposal at all times. In addition, Digitech Systems offers reseller training classes for both product and sales skills. Once a year, Digitech Systems' resellers gather for a reseller conference designed to give them the latest product and company information as well as provide information they can use to enhance their business. Finally, Digitech Systems honors its resellers annually with the Circle of Excellence, which recognizes top performers.

### **HOW DOES DIGITECH SYSTEMS PROVIDE TECHNICAL SUPPORT?**

Digitech Systems provides legendary technical and customer support with exceptional customer attention and responsiveness. Toll free customer service connects callers with a product expert in less than 15 seconds, and 87% of calls are resolved on the same day. In addition, Digitech Systems provides an online technical assistance knowledge base, accessible 24/7.

### **WHERE CAN I FIND PRODUCT SHEETS?**

Digitech Systems is constantly updating its software and the product sheets that go with them. Please see the product page on the website for the latest versions: [www.digitechsystems.com/products/](http://www.digitechsystems.com/products/)

### **WHERE CAN I FIND MORE INFORMATION?**

Please visit the Digitech Systems website for me information: [www.digitechsystems.com/](http://www.digitechsystems.com/)



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