



News Release

6th October 2009

“Making the most out of IT” Reseller Channel Partner Programme gains momentum

Data access specialists [Archivo](#) are the most recent company to join the [Avanquest Solutions](#) Channel Partner Programme. The Partner Programme aims to combine the skills of both organisations to deliver cost effective solutions to clients, which build on their existing IT infrastructure, whilst creating incremental and recurring revenue and profit for the Partners.

“Working with Avanquest allows our partners to expand their existing offerings and differentiate from their competitors without having to invest heavily in the resource required to carry additional products” said Mike Rae, Sales Director, Avanquest Solutions.

Over the last 12 months, focus for both Avanquest and Archivo has been to help clients make better use of their existing IT resources and squeeze the most out of tightening budgets. A scalable business solution that cuts costs and improves communications – through improved workflow, document management, storage and archiving - allows clients to add functionality as and when it is needed or when funding becomes available.

Clive Watts, Business Development at Archivo said “One example of how we have been able to cut costs for customers is to offer a fully secure and compliant online email and file archiving solution with our online backup service. This removes the capital cost of storage hardware upgrades, as well as reducing the existing data storage requirement. This does reduce traditional backup revenues, but we prefer to deliver the right solution to customers over the most profitable solution, which we hope verifies our value as a business partner.”

Adding Avanquest’s network fax capability to their portfolio allows Archivo to extend this business model. Switching from traditional fax machines to network fax dramatically cuts the cost of faxing. Fax hardware and consumables can be moved out the building and replaced with an integrated desktop faxing process that not only saves time (it takes approximately 10 minutes in labour to send each fax) and money, it provides full archiving and compliance of all fax data sent and received.

Archivo are launching a fax management campaign into the Food & Beverage market - an industry sector defined by tight deadlines, small margins, and intense competition. Improving business processes and communications with a fax management solution like [OpenText Fax Server, RightFax Edition](#) will help organisations work smarter, deliver a competitive advantage and strengthen the bottom line.

Further information about [Avanquest Solutions](#) and [Archivo](#) can be found at www.avanquest-solutions.co.uk and <http://www.archivo.co.uk>

Notes to Editors:

Images of those quoted in this release can be downloaded at <http://www.avanquest-solutions.co.uk/press>

Press Information:

Alison Hall

Email: ahall@avanquest.co.uk

Tel: 01752 241464

Mobile: 07899 986932