



NEWS RELEASE

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North East Business Process Automation Providers Merge

... to deliver business solutions that cut costs and delivers a healthier bottom line

Sunderland based MIDS (Micro-Image Document Systems) has merged with [Datatron](#) – a provider of document scanning and data archiving services based in North Shields.

Mike Sadler, from MIDS and now Sales Director at Datatron said,

“Combining the skills of both organisations allows us to deliver cost effective business process automation solutions to clients. Buyers are increasingly seeking reputable companies, with a proven track record, to provide data storage and retrieval solutions. Services required need to be underpinned by technology, with robust policies and procedures which reflect industry best practice within an environment of continuous improvement. Datatron take a partnership approach with effective communication to ensure that there is a good relationship with all parties. An innovative approach ensures resilient services to clients, which drive efficiencies resulting in improved value for money on a continuing basis.”

MIDS was part of the [Avanquest Solutions Channel Partner Programme](#) – a relationship that continues with the newly structured Datatron.

MIDS and Avanquest successfully implemented an electronic archiving solution for [Nissan's](#) Sunderland plant to provide a centralised digital archive for their Vehicle History Cards (a unique manufacturing record for each vehicle). The archive is easily accessed from familiar line of business systems.

As part of the Channel Partner Programme, Avanquest fully supports all resellers adding their modular business solutions (for automatic document capture, processing and delivery) to their portfolios. Datatron are able to draw on Avanquest's resources throughout the entire sales process – from lead generation and marketing right through to ongoing technical support. No additional investment is needed - for training or sign-up fees – so they can quickly start generating additional revenue from their established customer base.

Customers benefit. They can continue to work with a trusted supplier who understands their business and as their budgets allow, upgrade their existing and familiar IT systems to deliver further efficiencies.

Notes to Editors:

If you require an image of Mike Sadler, quoted in this release, please contact scornelius@avanquest-solutions.co.uk

Press Information:

Alison Hall

Email: ahall@avanquest-solutions.co.uk

Tel: 01752 241464

Mobile: 07899 986932