



NEWS RELEASE

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Workflow Architects Tipac join Channel Partner Programme

London based document work flow architects [Tipac](#), have joined the Avanquest ProcessFlows [Channel Partner Programme](#).

The Programme has been specifically designed to support partners specialising in the areas of Voice over IP (VoIP), Fax over IP (FoIP) and Managed Print Services - who would like to add business process automation solutions to their portfolio.

Both [Avanquest ProcessFlows](#) and Tipac focus on the implementation of solutions designed to streamline the document intensive processes which underpin business.

Tipac has the back-up of full services and support from Avanquest ProcessFlows for the new technology they are adding to their portfolio - delivered to them by ProcessFlows' experienced client services team. Tipac and their customers can instantly benefit from the in-depth knowledge gained in over 20 years of business solution integration, without having to invest time in training their in-house client services team or possibly taking on additional technical staff to support the new range of technology.

Avanquest also supports partners throughout the entire sales process, from lead generation through to marketing campaigns designed to generate new and recurrent business from the partner customer base.

Franca Cognata, Channel Partner Manager at Avanquest ProcessFlows says "Tipac are experts in improving workflow and processes. Working together will be of mutual benefit – Tipac will be able to leverage new business from their customer base which in turn will generate development opportunities for Avanquest ProcessFlows."

Tipac have customers in a broad range of industry sectors, but all have the same business drivers - to cut waste and be greener and leaner. Overhauling their existing, often manually based paper processes, by replacing them with technology, will eliminate the need to 'throw in' extra resource at peak times, improve

productivity and reduce the operating costs which ultimately affect the bottom line and customer service requirements.

Partners can quickly start generating additional revenue from their existing base and customers benefit from being able to continue working with their trusted supplier.

Brett Lewis, Chief Technology Officer at Tipac said, "Having spent a lot of time evaluating the information on the [ProcessFlows website](#) and then meeting Franca Cognata, Avanquest ProcessFlows' Channel Partner Manager, I realised that Tipac and ProcessFlows have a lot of synergy with the solutions and consultancy services we supply to our customers. One key factor for Tipac is the support ProcessFlows gives their [reseller partners](#) - from the inception of an opportunity to the full delivery of a solution to customers. ProcessFlows' portfolio of business automation solutions will enable us to further streamline and convert our customers' intensive paper based workflow into 'internet speed' electronic workflow process. This will immediately increase efficiency - allowing them to recognise a good return on investment in a short period of time."

Editors Notes:

Further information about Avanquest ProcessFlows at <http://www.processflows.co.uk>

Further information about Tipac at <http://tipac.net>

An image of Brett Lewis can be found at http://www.processflows.co.uk/public_html/wp-content/press-files/brettlewis.jpg

Both Tipac and Avanquest ProcessFlows are available for comment.

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