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# ProcessFlows

NEWS RELEASE

14/03/2011

## Leverage more from your Bureau Business

By reselling ProcessFlows technology and services, Lightspeed, has been able to develop and grow their business from a Scanning Bureau, to a full Document Management Services Provider - delivering a range of solutions, from Document Capture to fully hosted online Document Management solutions - with no additional investment.

The ProcessFlows Channel Partner Programme is designed to generate incremental revenue for Scanning Bureaux and to allow them to solve an even greater range of business problems for their customer-base, through the design and implementation of Document Management Applications, which meet the unique requirements of the customer.

As a ProcessFlows Channel Partner, Lightspeed can rely on the technology and services that they sell to be fully backed-up by ProcessFlows at every stage - from pre-sales, through to implementation, negating any need to train staff, or take on additional resource to support the expanded area of business.

Andy Forward, MD of Lightspeed said: *"Twelve years ago, when we set up Lightspeed as a Bureau, scanning and microfilming met the criteria as an alternative and efficient way of archiving and storing old, bulky, paper documents. It was a good business model, but we realised that it was not future proof and, in order to grow the business, we needed to be able to offer our customers more. Partnering with ProcessFlows has enabled us to expand our portfolio to include full Document Management solutions, without any risk or incurring any tooling-up or training costs."*

A ProcessFlows Document Management solution electronically replicates the familiar, paper based filing systems used every day. It uses the same indexing structure, so users can quickly and easily find what they are looking for, from their desktop.

Lightspeed have built a strong customer base in the engineering and the oil industry, recognised clients include Alpha Laval, Cummings Diesels and Avon cosmetics. These companies have all now upgraded from Lightspeed's bureau services, to full in-house Document Management solutions.

Further information about the ProcessFlows Channel partner Programme can be found at <http://www.processflows.co.uk/channelpartners/partner-programme>.

Further information about ProcessFlows Document Management solutions can be found at <http://www.processflows.co.uk/technology/document-management/>

Further information about Lightspeed is at <http://www.lightsol.co.uk>

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