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ProcessFlows

NEWS RELEASE

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Channel Partner Programme Continues to Gain Momentum...

*With a Partnership that has over 50 years of experience
in improving document processing and archiving.*

The ProcessFlows Channel Partner Programme, which was re-launched by ProcessFlows in February 2010, has signed its latest Partner agreement with Winchester based Scanning and Archive Bureau, Castle Document Management.

ProcessFlows, also based in Winchester, Hampshire, specialise in automating business processes in order to save costs and increase efficiency – bringing together paper, people and technology to improve the way information is accessed, shared, moved and stored within an organisation.

Castle Document Management's services include every form of document archiving that removes mountains of old paper and filing cabinets; from the off-site storage of paper files, through to the conversion of that information into a range of formats, such as microfiche, CD ROM or electronic images, making it easily accessible in the future and saving storage space. The Partners have over 50 years of experience between them (ProcessFlows has been established for over 23 years, Castle Document Management for over 30 years), so they will have probably come across every document problem at some time.

"Although we have been using Open Text Document Server, Alchemy Edition software for 15 years as a means of delivering document management solutions to our customer base, partnering with ProcessFlows is helping us to widen the range of services that we can offer, including hosted solutions and workflow" said Greg Bone, MD of Castle Document Management.

ProcessFlows' Document Management technology is able to replicate electronically the familiar paper based filing systems – converting the filing cabinet contents into a database, with an indexing structure that will be intuitive for users to find what they are looking for.

Storing documents as electronic files delivers many advantages over the off-site storage of paper, scanned images to CD ROM or microfiche archiving methods, which take time to locate and are vulnerable to security breaches and fire/flood damage.

- Electronic files can be archived on a web server for immediate access across the internet.
- Retrieval from the desktop is as quick as a search procedure.
- Electronic document files are secure as they will regularly be backed up by network administrators.

About the ProcessFlows Partner Programme

ProcessFlows' Partners are typically those specialising in the areas Voice over IP (VoIP) and Managed Print Services, who would like to add business process automation solutions to their portfolio, and bureaux like Castle DM, who want to expand their business by offering the widest possible range of electronic archiving solutions to their customers.

Franca Cognata, Channel Partner Manager at ProcessFlows, has been heading up the new Partner recruitment process. Franca says, *“Our Partner Programme has been specifically designed to support our Partners – through the sales process to full technical services if required - so they can focus and generate new business using our products, without having to spend the time and resource in training staff, which will dilute their focus.”*

Further information about ProcessFlows can be found at <http://www.processflows.co.uk> and Castle Document Management at <http://www.castledocument.co.uk>.

Franca Cognata and Greg Bone are both available for comment. Their images can be found at http://www.processflows.co.uk/public_html/wp-content/press-files/francacognata.JPG and http://www.processflows.co.uk/public_html/wp-content/press-files/gregbone.jpg.

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