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ProcessFlows

NEWS RELEASE

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ProcessFlows and Concept Group form Print Management Partnership

The Partnership brings print management functionally to the Xerox Multi Function Printers (MFPs) sold by digital Document Management provider Concept, a wholly owned subsidiary of Xerox.

ProcessFlows is the UK distributor of, and provides full technical and customer support for, Nuance's Equitrac print management software – including Equitrac/ MFP implementations sold by their Reseller Partners.

Franca Cognata, ProcessFlows Channel Partner Manager, said: *“ProcessFlows identified Concept Group as the ideal partner to incorporate Equitrac into their portfolio. Concept has a great reputation in the managed print industry. They have a very proactive sales team of 50 and 16 fully qualified Equitrac analysts who are able to carry out print audits to identify where savings can be made, printing streamlined and efficiencies improved.”*

Controlling the flow of electronic documents and print, plus the consumable costs of printing, can be challenging if you are not able to view the total print picture.

Equitrac software adds functionality to MFPs from a variety of vendors. It provides a single point of contact and accountability for all printer requirements, helping organisations to simply manage and control the use of all copiers, printers, multifunction devices and fax machines; so they can keep a lid on costs and reduce their carbon footprint.

Wayne Allen, Partner Sales Manager EMEA at Nuance, said: *“We are delighted with the early success demonstrated by Concept Group in a very short time. This is a partnership that will benefit all parties. As well as generating additional opportunities with this value-add sale, Concept is able to offer additional expertise and resources on supplying ProcessFlows professional services, which enables Concept to provide further software products as part of their solutions portfolio.”*

Further information about ProcessFlows and Equitrac print management can be found at <http://www.processflows.co.uk>

Concept Group information is at <http://www.concept-group.co.uk/index.html>

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