►►►PREVALENT

Quillix Document Capture

Capture Value Proposition

INTRODUCTION

The Quillix value proposition is unique in the market. Here are
the primary differentiators:

1. Thin Client Capture, **with enterprise capture features**. The other products in the market treat their distributed capture application as a secondary app, with their primary capture app being a "thick" client, which is expensive and difficult to deploy on multiple machines, and usually licensed by machine or named user. Our philosophy is that Thin Client Capture is our primary app, and is built to serve the needs of enterprise capture, while being easy to deploy with cost-effective licensing.

2. Capture Process Management. Comprehensive easy-to-use and easy-to-build capture workflows and **integrated visual process designer**. Other capture products talk about workflow and business processes, but they do not have a true visual process design tool that makes it simple for a non-programmer to build flexible and dynamic capture processes.

3. Flexible licensing model. Concurrent with no seat or connection licenses. No limits on scanning or processing volumes.

4. Extensibility. Designed from day one to be extensible by customers and third-parties.

5. Enterprise Scalability. Multi-server architecture for load balancing, redundancy and fail-over.

www.prevasoft.com

THE USUAL "BENEFIT" SUSPECTS

1. **REDUCE COSTS**. Quillix helps organizations reduce costs in all the traditional ways (improved access to documents, reduce errors, reduce lost documents, etc.) **plus**, the added benefit of providing lower total operating costs and lower total licensing costs than other capture solutions.

> *A fortune 500 energy services company chose Quillix as the capture platform for their globally distributed operation due largely to a huge savings in license costs and a major reduction in total cost of ownership. With over 1,000 capture users in over 100 countries, Quillix has dramatically reduced the company's deployment and operating costs, while greatly improving the speed at which documents are acquired and available in the corporate repository.*

2. **IMPROVE PRODUCTIVITY**. Quillix helps organizations improve productivity in these key areas:

A. Data Entry/Indexing/Classification - The Quillix Web-Based client was built specifically with productivity in mind. The big three manual tasks of capture (Acquisition, Association and Assignment of Metadata) have been refined through years of customer experiences and practical innovation.

> *A fortune 500 financial services company recently commissioned a time and motion study comparing the Quillix Thin Client with a leading product for indexing and manual classification. Based on that study the organization concluded that they could save as much as $2 million dollars per year in increased productivity by switching their capture users to Quillix.*

B. IT Deployment, Maintenance and Administration - The combination of the Thin Capture Client and a concurrent user licensing model means that deployment of the client to the enterprise is a breeze, even if the users in the enterprise are globally distributed.

> *A fortune 500 entertainment and communications company chose to implement Quillix in their enterprise not because their users are distributed, they are not. Their users are located under one roof. However, they use an "open floor" concept with their workers in which a worker takes the first available computer on the floor each day. This means the software the workers use must be accessible to them regardless of which computer they are using. This allows the managers within the organization to be very flexible with placement and assignment of users without the IT department constantly having to be concerned with installing and upgrading software.*

C. *Capture Process Design/Development* - Quillix is the only enterprise capture product that has an integrated visual process designer for developing capture processes without programming or scripting.

> *The architects of the Quillix Platform have a long and successful history as innovators in Business Process Management technology, including the distinction of receiving the Computerworld/Smithsonian award for "Heroic Achievement in Information Technology" for their work developing a completely visual (non-programming) design approach for developing enterprise business workflow processes.*

3. **SPEED UP INFORMATION/BUSINESS CYCLES**. Quillix helps companies shorten their business cycles by allowing documents to be acquired globally at their source, regardless of their format. Quillix can easily accept documents from paper (scanned), e-mail and fax, and electronic files such as PDF and Office documents. Quillix also helps speed up business processes by providing world-class automation technology in the back office for automatically classifying documents and extracting metadata.

> *Prevalent has a long history of partnering with leading capture hardware companies such as Kodak, Canon, Fujitsu and HP in order to provide our customers with the greatest range of document acquisition capabilities. Our integration with HP's OXP platform is one example of how we're extending thin client capture throughout the enterprise and bringing the power of Quillix Capture to multi-function and mobile devices.*