



## OVERVIEW

# The Business and Technology Relationship with Microsoft

Captaris Workflow is a Microsoft Gold Certified Partner that provides the best-in-class Business Information Delivery and process automation solutions for Microsoft environments. Captaris Workflow is the first pure .NET workflow application to achieve Microsoft's Premium .NET Connected certification, which recognizes .NET applications that support XML Web services running on the .NET Framework. Captaris Workflow provides an environment for organizations to rapidly develop, implement and measure workflow processes in Microsoft environments.

- Microsoft TAP Member for Office Solution Accelerator for Sarbanes Oxley
- SharePoint2003 - Joint Development Partner
- Content Management Server Partner
- Official MTC Alliance Partner
- Windows Server 2003 Partner Readiness Participant
- Official Microsoft Office 2003 Launch Partner
- Microsoft Business Solutions - 2002 Global New Solution Developer
- BizTalk2004 Partner
- The first workflow ISV globally certified with Microsoft's Premium .NET Connected Logo with a pure .NET product (Visual Studio .NET, C#, CLR, XML Web Services)

### Captaris Workflow is a predictable and reliable .NET partner for Microsoft

- Appeal to the business decision maker by addressing the need for implementing predictable and repeatable business process solutions for Microsoft environments
- Use workflow as a competitive differentiator in the sales cycle
- Extend Microsoft Servers' business value in several Go To Markets with vertical market focus
- Deliver .NET-based Sarbanes-Oxley compliance solutions for organizations

### Captaris Workflow in Competitive Situations:

- Microsoft BizTalk Server vs. Vitria, Tibco, WebMethods
- Microsoft Exchange vs. IBM Lotus Domino
- Microsoft Content Management Server (CMS) vs. Interwoven, Stellent & Vignette
- Microsoft SharePoint vs. PlumTree, Hummingbird
- Microsoft Business Solutions vs. Peoplesoft, JDE, SAP, Oracle, etc.

## Captaris Workflow Wizards for SharePoint, Content Management Server (CMS), BizTalk Server, Exchange Server and Great Plains

Captaris Workflow Wizards build on the role settings in CMS and SharePoint, making it easy to automate document management, content generation, review and approval processes, ensuring only accurate and authorized information is published.

### Customer Pain

Manual or Semi-Automated Business Processes Cause:

- **Communication Breakdown** - Internally and with the supply chain resulting in poor customer service and poor employee satisfaction
- **Poor Productivity** - Inefficiency due to manual systems, redundant data entry and reliance on people rather than systems
- **Compliance Risks** - Lack of quality control and accountability resulting in increased risk exposure

### Customer Challenge

- **Processes Are Unique** - As defined by the products sold and/or services offered
- **Processes Change** - As the operating environment changes
- **Existing Investment** - A desire to leverage existing IT systems

### Sample Captaris Workflow Customers - Rapid and Global Customer Adoption

<b>MANUFACTURING</b>	Cessna, Fiat, USFilter, Corning, Boeing, Sitara Networks, Morrison Homes
<b>TRANSPORTATION</b>	Air Canada
<b>RETAIL</b>	Burger King, Costco, Maaco, Great Canadian Gaming Corp.
<b>TELECOM</b>	Verizon, Bell West, Digicel
<b>GOVERNMENT</b>	DARPA, National Energy Board (NEB), U.S. Internal Revenue Service, Criminal Investigation Unit, South Carolina DOT, Maryland State Department of Education
<b>ENERGY</b>	American Transmission Company, Pemex, Exspan, Nabors
<b>HEALTHCARE</b>	Capital Bluecross, Sentara, National Childhood Cancer Foundation, AstraZeneca
<b>FINANCIAL SERVICES</b>	Sallie Mae, Clark Consulting, Saudi Arabian General Investment Authority, Scotia Bank, GMAC

### FOR MORE INFORMATION

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Captaris Business Information Delivery solutions help organizations of all sizes automate the information and document flow throughout the information lifecycle (capture, process, archive, deliver). With a comprehensive suite of software and services, Captaris helps organizations to grow revenues and increase profits while meeting compliance goals. Through a global distribution network of leading enterprise technology partners, Captaris has installed more than 90,000 systems in 95 countries in companies of all sizes, including the entire Fortune 100. For more information, visit [www.captaris.com](http://www.captaris.com) or call 1.800.443.0806.

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