

Powerful tools

Leverage Laserfiche resources
to raise your revenues



Imagine that your software integrated seamlessly with *the* leading digital document management solution. How many more deals would you close? How much would you increase your company's profits?

As a member of the Laserfiche® Professional Developer Partnership™ (PDP) program, you'll have the resources you need to embed proven document management solutions within your own application. Our development tools will help you complete your integration quickly and cost-effectively. The extensive functionality of the Laserfiche product suite will raise your profile with prospective clients. The large Laserfiche client base will form a ready market for your integration.

Join the software developers, resellers and integrators who have already gained an edge on the competition, attracted new clients and increased revenue by partnering with Laserfiche.

Learn More Inside

- ▶ Partner with the leading provider of digital document management.
- ▶ Integrate your application with Laserfiche quickly and easily.
- ▶ Gain a competitive edge and attract new clients.

Partner with the Leading Provider of Digital Document Management

You've probably noticed that clients increasingly require software applications that contain a document management component. Creating such a component, however, is a daunting task that requires extensive background information and significant R&D resources. Because of these factors, some software companies choose to ignore this trend and lose sales as a result. Others develop a scaled-down solution that ultimately fails to meet clients' needs and is costly to support.

Laserfiche offers a range of proven document management solutions that complement your own application. By partnering with Laserfiche, you can better serve your current clients and attract new clients by providing them with tools to streamline processes, increase productivity and cut costs.

- Laserfiche solutions enable users to pinpoint the information they need, to collaborate more effectively and to complete daily tasks more efficiently. Key features include comprehensive search capabilities, instant document retrieval, automated data capture functionality, image-enabling tools, user- and role-based security options, and Web integration tools.
- To ensure compatibility with clients' existing IT infrastructure, Laserfiche solutions support industry-standard Microsoft® SQL Server™ and Oracle® database platforms. Furthermore, scanned documents are stored in a non-proprietary TIFF format, guaranteeing future accessibility.
- Laserfiche software is easy to deploy and maintain, and scales from a single user to an enterprise-wide installation.
- Because Laserfiche solutions require minimal bandwidth, clients obtain extensive functionality without sacrificing network speed.
- Over the last two decades, thousands of organizations—including government offices, Fortune 1000 companies, healthcare organizations and non-profits—have used Laserfiche to meet business challenges, improve efficiency and enhance data security.
- Laserfiche has a strong presence in the healthcare and financial services industries and is the acknowledged leader in the local government market, with nearly 3000 cities and counties across the United States and Canada using Laserfiche solutions. Federal clients include all branches of the United States military, the Secret Service and the State Department.



Gain a Competitive Edge and Attract New Clients

The success of your integration hinges on your ability to connect with potential clients. From our Marketplace™ Website to our extensive network of sales people and resellers, we have the resources you need to successfully market your integration to current and prospective Laserfiche users. In combination with your existing sales channel, these resources give you the edge you need to close more deals, attract new clients and increase your revenue.

- Once you've completed your integration, you can post a description on our Marketplace, which increases your visibility to our large client base. We host the Marketplace on our public Website, which receives more than 10,000 visitors per week.
- The members of our international network of value-added resellers (VARs) work with clients in a number of industries and provide them with hardware, software and configuration recommendations. As part of this advisory role, our VARs can inform clients of the integration you offer and thereby generate sales leads for your company.
- PDP members also gain exposure through the Laserfiche sales team, whose members attend numerous conferences and trade shows throughout the year in order to network with existing and prospective clients.
- To further publicize your integration, we can work together to produce joint press releases, white papers, marketing collateral, Webinars and training sessions.

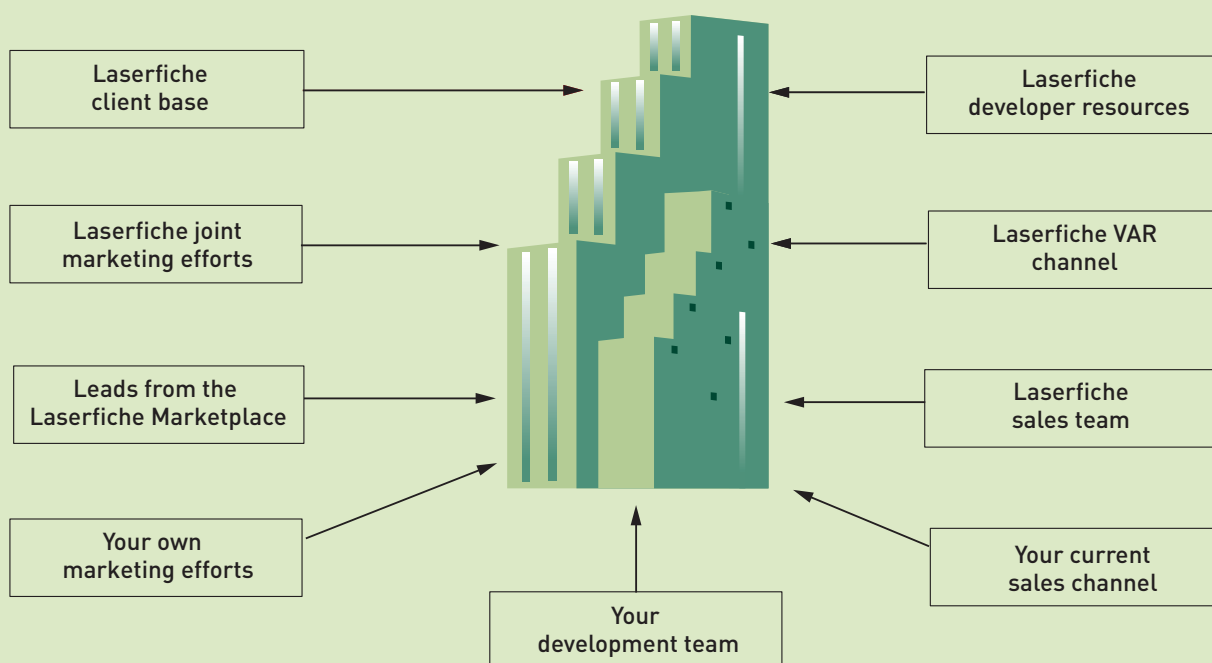
Integrate Your Application with Laserfiche Quickly and Easily

Everyone knows that controlling development costs and getting to market quickly are critical to the success of a new software integration. We've thus designed our PDP program to provide you with the resources you need to complete your integration quickly and cost-effectively.

As a PDP member, you have access to the tools used by Laserfiche developers, as well as extensive API documentation, code samples and best practice recommendations. You can also communicate both with Laserfiche staff and other PDP members to pose questions, share insights and benefit from others' experience. If you're a software developer looking for an effective way to bring document management capabilities to your application, the Laserfiche PDP program has the tools to meet your needs.

- Laserfiche solutions support industry-standard database platforms, which simplifies integration.
- PDP members receive the Laserfiche Integrators Toolkit™, an easy-to-master collection of commands and documentation designed to expedite the integration process. Hundreds of developers and IT managers currently use the Toolkit to tailor Laserfiche to their organization's specific business needs, and these individuals' success highlights the Toolkit's utility and ease-of-use.
- To complement the Integrators' Toolkit, we publish white papers, best practice recommendations and other collateral to educate developers and facilitate the integration process. We also publish a detailed PDP Handbook that provides developers with the background information needed to begin work on the integration.
- Our online developer resources provide PDP members with an array of technical and educational material, as well as a forum for communicating both with Laserfiche staff and with other PDP members. We also host an online code library, where you can view sample code, read configuration information, ask questions and post comments.
- The Laserfiche PDP group is committed to providing you with expert consultation at each stage of the integration process. From planning the integration to completing the development, members of our PDP team welcome the opportunity to share their expertise with you and are committed to providing you with prompt responses to your inquiries.
- We publish a regular PDP newsletter to inform you of changes to Laserfiche software, enhancements to the PDP program and new opportunities for integration.

Grow Your Business



PDP Kit

To join the PDP program, you must purchase the PDP Kit, which contains the software and tools you'll need to complete your integration.

Software

- Laserfiche server (MSDE™, MS SQL, MS SQL Express™ and Oracle compatible), with Records Management. Please note that this version of the Laserfiche server enforces a 10,000 page storage capacity limit.
- Laserfiche client, with five full and five read-only connections.
- Laserfiche Web Access™ and WebLink™, which enable you to manage documents stored in a Laserfiche repository using a standard Web browser.
- Additional Laserfiche applications, including Agenda Manager™, Audit Trail™, Import Agent™, QuickFields™, ScanConnect™, Snapshot™ and Workflow Suite™.

Development Tools

- The Integrators Toolkit, which includes extensive documentation, sample code and best practice recommendations.
- Laserfiche Server Objects, the powerful and flexible API that allows your application to communicate with the Laserfiche server, as well as the Document Processor library, which augments the API with file management operations, such as import/export and OCR processing.
- Image-Enable commands, which allow your application to interact with the Laserfiche client.
- WebLink's library of ASP .NET controls, which you can use to integrate document access with your Web-based application.

Your Next Step

To learn more about Laserfiche and the solutions we offer, we invite you to visit our Website at www.laserfiche.com.

We also invite you to visit:

- Our products page (www.laserfiche.com/products), which contains detailed information about the broad range of business-critical products we offer.
- Our online developer resources (support.laserfiche.com/developer), which enable PDP members to access a wealth of information and interact both with each other and with Laserfiche staff.
- Our Marketplace (www.laserfiche.com/marketplace), where PDP members can post information about their integration in order to increase awareness among the Laserfiche client base and generate sales leads.

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