

FileBound® Express™ Reseller Program



Instant Content
Management

Express



Profitable & Easy To Sell Solutions

Marex Group, Inc. is a leading developer of content management solutions. Our solutions have broad market appeal and are designed to maximize your sales and marketing return on investment. We understand that our financial success is directly dependent on yours, as a result we attempt every day to exceed your expectations by building and delivering quality products, with the right feature set, and at the right price point to appeal to your customers.

The Appliance Approach

FileBound® Express™ takes a fresh approach by delivering a Content Management solution in the form of a network appliance. This approach eliminates the process of selling software, recommending hardware, and providing complex installation services all of which lead to long sales cycles and the need for specialized technical resources. With our approach we take a time proven 3rd generation content management solution called FileBound preload it on a small form factor appliance that includes the Windows operating system, database, scanning software, the ability to import from office copiers, a backup process, and the antivirus software. It's everything you need right there in the box. It's a prepackaged end to end solution which makes it easy for your sales staff and your prospects to understand, and easy for you to make money providing it.

Some of the Reasons Your Prospects Need a Content Management Solution

- Organizations spend \$20 in labor to file a document *
- \$120 in labor to find a misfiled document *
- \$220 in labor to reproduce a lost document *
- 7.5 percent of all documents get lost; 3 percent of the remainder get misfiled *
- Professionals spend 5 – 15 percent of their time reading information, but up to 50 percent looking for it *
- \$24 average cost to process a single invoice manually **
- Single FAX machine costs \$6,200 per year **
- Average time to manually FAX a document is 8 minutes **
- Average cost to send a package via courier service is between \$8 and \$15 +
- 40% of 1,200 organizations surveyed indicated disaster recovery planning not a priority +
- 40% have no redundant backup site +
- 2 out of 5 companies who experience a disaster are out of business in 5 years ++

*PricewaterhouseCoopers + Captaris ** IOMA ++ Gartner



Some of the Reasons Customers Buy FileBound® Express™

Document Integrity - Documents properly stored in FileBound Express can never be misfiled or lost and eliminates the cost and lost productivity associated with finding them.

Document Security - Documents stored in FileBound Express can have security policies applied to them so that sensitive information can be protected.

Document Access - FileBound Express is an inherently multi-user system and provides distributed access to documents any time you need them right at the users desktop.

Document Archiving - FileBound Express makes it easy to setup processes for archiving documents based on predetermined criteria.

Disaster Recovery - FileBound Express makes it easy to create and maintain back up copies of critical business documents thereby providing quick recovery in the event of a natural disaster.

Regulatory Compliance - FileBound Express provides the functionality to address the legal requirements to protect private information and documents.

Reseller Requirements

Reseller must have at least 1 employee attend, in person or via webinar a FileBound Express training program and pass a certification test. Each year, reseller is required to have at least 1 employee trained and re-certified in the FileBound Express system.

Prospective resellers are required to execute a FileBound Express Reseller Agreement, provide a go to market business plan, and register with NewWave Technologies. NewWave is the sole VAD for the FileBound Express product in the USA.

All qualified prospects must be registered via the FileBound Express registration program in order to receive an additional discount of 10% off the suggested retail price. A qualified prospect must have been involved in at least 1 demo, webinar, or sales call where FileBound Express was promoted in the last 6 months.

Reseller agrees to market and sell the Appliance solely in accordance with the terms, conditions and restrictions agreed upon in the reseller agreement. Reseller is entitled to demonstrate the Appliance to any bona fide prospective customer.

Reseller must purchase at least one demo unit to become an authorized FileBound Express reseller. The demo unit can be sold to an end use upon which the reseller must purchase an extended warranty of at least 1 year and must register the product to that customer using the normal FileBound Express product registration method.

Full-line FileBound resellers who have at least \$10,000 in FileBound sales over the last 12 months qualify for an additional 5% loyalty discount.

