

# Pre-Sales Software Support

## *We are Ready to Assist!*

Our expertise in document and data management solutions, combined with our pre-sales consultative approach, bring application and technical assistance to our Kofax Channel partners to drive greater success in their end-user sales engagements.

## Pre-Sales Technical Support

Companies that choose to engage NewWave's pre-sales consultants benefit from over 20 years of experience in business process improvement hardware and software technologies, with specific proficiency and certifications in the support of image and data capture solutions from Kofax.

[KOFAX CAPTURE](#)[KOFAX TRANSFORMATION](#)[KOFAX VRS & ELITE](#)

### SUPPORT WE PROVIDE

Working in partnership with you, we can help you identify your customer's requirements, configure the right Kofax capture solution to fit their needs and assist you in positioning and closing your Kofax capture opportunities.



#### DISCOVERY

Teaming with you to uncover the customers' business requirements as a foundation for the development of a successful capture strategy.



#### PRODUCT DEMONSTRATIONS

Developing and delivering a customized demonstration that addresses the customers' business requirements and positions the recommended Kofax Solution.



#### SOLUTION DESIGN

Defining and clarifying the optimum Kofax Capture Solution and strategic approach to meet the customers' functional requirements.



#### SALES & TECHNICAL EDUCATION

Providing on-going web-based, and on-site sales and technical sessions to enhance the success of your organization in their Kofax capture engagements.



#### CONFIGURATION & PRICING

The development of the specific Kofax software and hardware configuration and pricing to meet the customers' budget and ROI expectations.



#### TRADE SHOW, EVENT & WEBCAST SUPPORT

Providing sales and technical resources for targeted end-user demand events to assist you in positioning your Kofax capture offering.

### CONTACT NEWWAVE'S PRE-SALES SUPPORT ORGANIZATION

Feel free to email Mike Friel, NewWave's Pre-Sales Support Consultant at [mfriel@newwavetech.com](mailto:mfriel@newwavetech.com) or contact your NewWave Sales Representative at (800) 536-5222.

