



\*\*\*\* Media Release for immediate publishing \*\*\*\*

## **ELO Digital Office wins tender for GSAS – Information Asset Management Systems (IAMS)**

Sydney, July 7<sup>th</sup>, 2008

ELO Digital Office – one of the world's leading developers of document management and enterprise content management systems – has won New South Wales Government tender.

Replacing the old ITS 2323 contract which expired in December 2007; ELO Digital's software solutions have been appointed to Contract 2602: GSAS – Information Asset Management Systems (IAMS) Software Panel.

With a broad range of implementation partners from tier 1 to tier 3 IT companies, ELO is now set to enter the NSW Government market strengthening its position in Australia.

“The acceptance of ELO's tender is a major breakthrough for ELO Digital in Australia and shows that quality vendors with quality products and quality implementation partners have a chance to enter the Australian Government market”, says Rainer Krause – ELO's Australian and New Zealand Managing Director. “We've been accredited in many countries and having been appointed by the NSW State Contracts Control Board (SCCB) will have far reaching impacts for both ELO as well as the Public Service in NSW.”

According to the SCCB vendors were appointed to the panel based on technical capabilities, cross agency migration possibilities and value for money. Tenderers had to respond to 1,547 lines of detailed technical requirements, were asked how to add value to NSW government and had to respond to various pricing scenarios.

Steve Morrall says: “After just 3 years in the Australian market ELO Digital can now provide comprehensive DMS alternatives for government agencies, councils and other public entities. Our problem-focussed approach allows even smaller departments to add a document management system without paying large sums. We hope that the NSW public sector will embrace ELO as a true alternative to current systems.” ELO's National Sales Manager Steve Morrall has had many years of experience in dealing with government agencies and has listened to the users ‘... that it's time to have a choice’.

ELO Digital Office Australia has a well established client base in the Mining Industry, Farming, Manufacturing, Real Estate Industry, BI Services, Financial Services and Transport & Logistics.

“We haven't tried to implement ELO in the public sector without firstly being accredited by at least one state or territory. This is now achieved and we'll add significant resources to satisfy the increased demand. We will actively seek additional certified business partners to increase our foothold in Australia. The ELO team is continuing to enhance the product and its services because we know that NSW is just the beginning.” adds Rainer Krause.

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