

\*\*\*\* 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.



The appointment to the software panel has a duration of 3 years until 31<sup>st</sup> May 2011 with 2 one year optional extensions until May 2013.

This appointment puts ELO Digital on a level playing field with other established vendors in the Australian market and will provide government agencies with a more competitive landscape.

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### **ELO Digital Office**

ELO Digital Office develops and distributes high performance software solutions for document management, digital archiving and workflow management. ELO Digital has undergone high growth, so that it now ranks as one of the world's leading ECM/DMS software developers. The company actively cultivates numerous technology partnerships with software and hardware providers including Microsoft, Hewlett-Packard, Sun Microsystems, Kyocera, Kodak and many more. The ELO product range fulfils all DMS/ECM system requirements and provides an ideal platform for efficient knowledge and information management.

*ELOoffice* is the entry-level product for document management and archiving and is ideal for small offices or standalone workplaces.

*ELOprofessional* is a modular client-server based solution aimed at meeting the requirements of middle-sized companies. The final product in the range is *ELOenterprise*, which offers a high performance, platform independent, scalable high-end solution, particularly suitable for data centres and portal applications.

All of the products are compatible with one another and allow data transfer or updates to be carried out at any time.

Due to the scalability of ELO Digital products they are utilised by a wide range of companies, of varying sizes and within numerous different sectors. Well known customers such as Lufthansa, BMW, Airbus, EADS, Airbus, Alcatel, Commerzbank, Greek National Bank, Goodyear, Siemens or Daimler Chrysler as well as various national and regional authorities underline the level of quality and innovation found in ELO products.

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