

Welcome to the Xerox Executive Breakfast featuring . . .

Xerox DocuShare
Enterprise Content Manager

Xerox DocuShare CPX
Enterprise Content
and Process Manager

Neil Murphy - Channel Development Manager, WEST
Eddie Wlazlowski - Region Sales Manager, Pacific NW

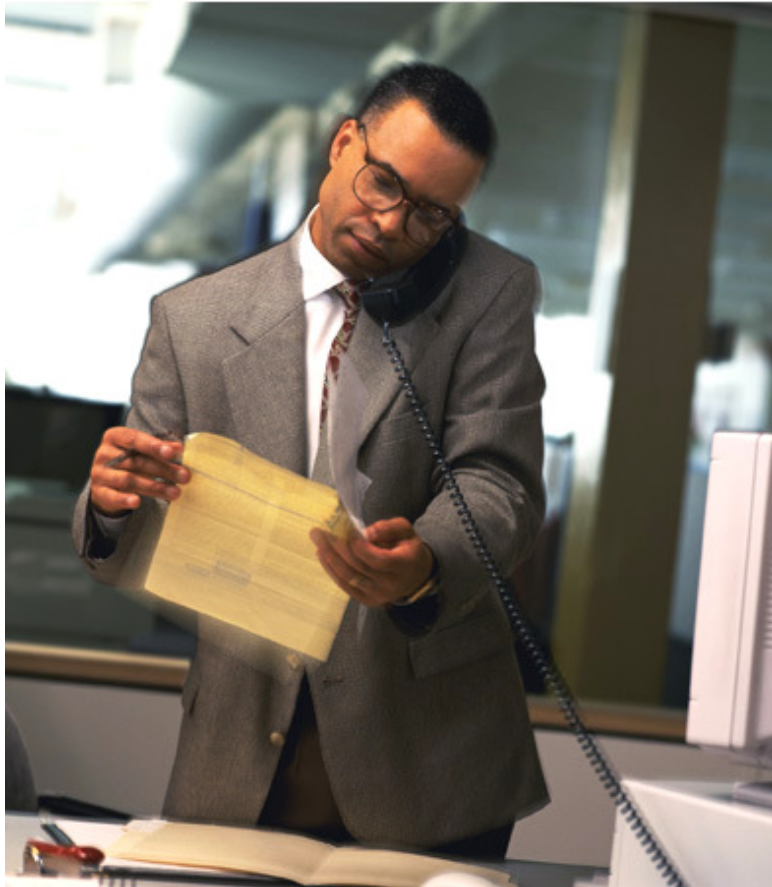
Agenda

Xerox DocuShare Executive Breakfast
October 20th 2010



| | |
|------------------|---|
| 8:30 – 9:00 am | Breakfast & Affiliation |
| 9:00 – 9:10 am | Welcome & Introductions Neil Murphy, DSBU Channel Development Manager |
| 9:10 – 10:00 am | ECM / DocuShare Overview, Common Business Issues Neil Murphy, DSBU Channel Development Manager Eddie Wlazlowski, DSBU Region Sales Manager |
| 10:00 – 10:10 am | BREAK |
| 10:10 – 10:25 am | Video Customer Testimonial Owner Guard, San Diego, CA |
| 10:25 – 10:50 am | DocuShare Demonstration Eddie Wlazlowski, DSBU Region Sales Manager |
| 10:50 – 11:10 am | Questions & Answers |

Is my information easy to find and secure?



Can I find documents I need
... in 60 seconds or less?

Can key players in my
organization access & act
upon documents quickly and
easily?

Are your key documents
secure & protected against
accidental loss or misuse?

Did you know?

- It takes 18 minutes, on average, to find a document
- A typical employee spends 30-40 % of his time looking for info
- The average document is copied 9+ times
- Filing costs average \$20 per document
- When an employee leaves a company, 70 % of her knowledge walks out the door
- More than 70 % of today's businesses would fail within 3 weeks if they suffered a catastrophic loss of paper-based records

* Source: Gartner Group, IDC, PriceWaterhouseCoopers studies 2003-2007



Unstructured information* is out of control!

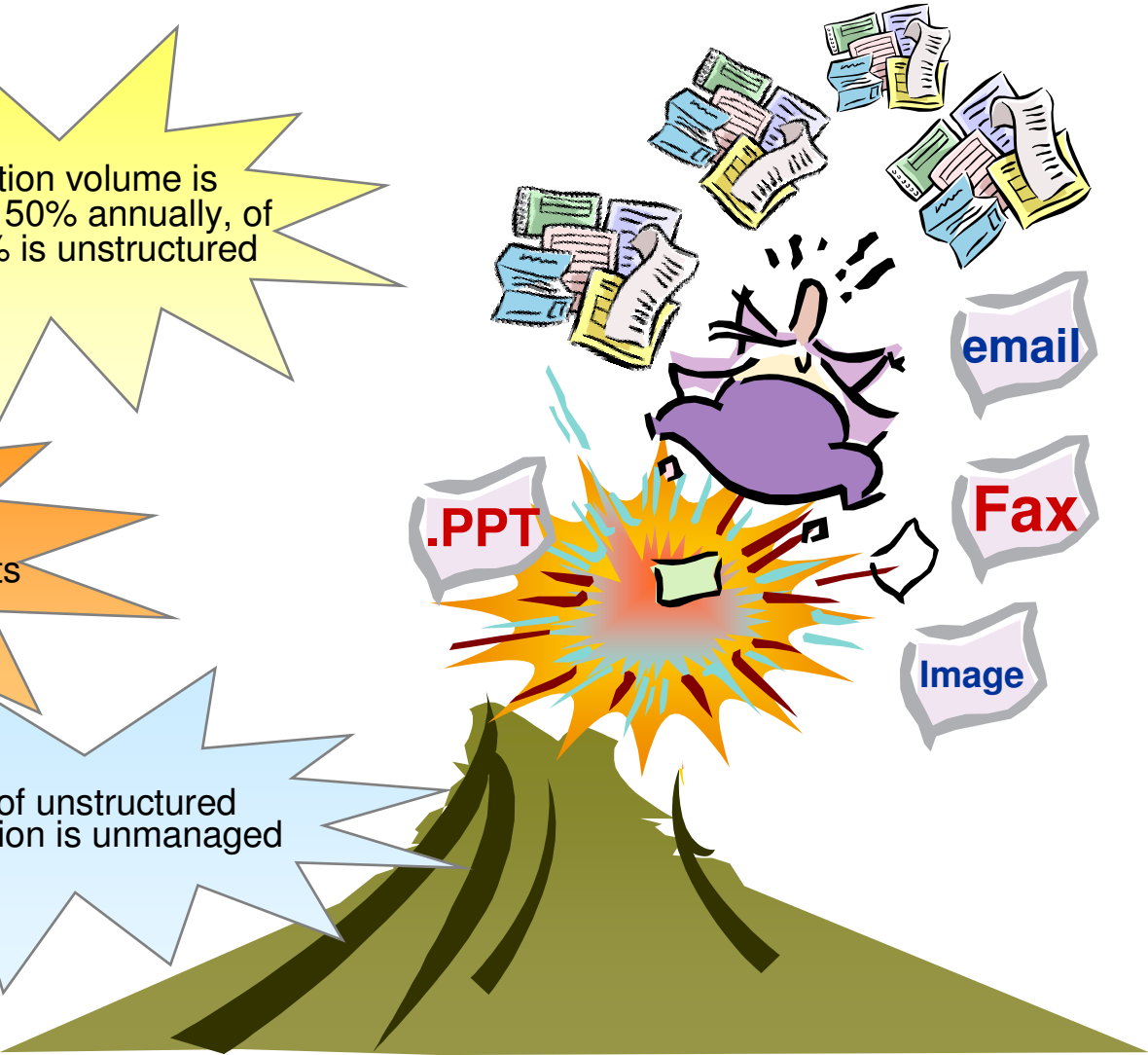
Information volume is growing by 50% annually, of which 80% is unstructured

Huge potential increase in legal and audit fees due to requirements for corporate governance

90% of unstructured information is unmanaged

* Information *not* stored in a way to be found & used efficiently

Source: Gartner Group



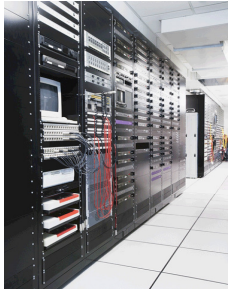
Current business challenges . . .



Paper & Storage
Costs



Process Time &
Errors



IT System
Management Costs



Courier & Postage
Costs



Exposure and Risk

Reduce paper & storage costs



Challenges

- Office space costs
- Document retrieval time
- Security and disaster recovery
- Collaboration needs
- Duplication costs

Reduce process time & errors



Challenges

- Errors from or due to inefficient processes
- Not being able to realize discounts for paying bills early
- Finding documents when needed
- Keeping information secure
- Audit / tracking of information
- Protecting against document loss

Reduce IT system management costs



Challenges

- IT application management
- Permissions management
- Ongoing and new user training

Reduce courier & postage costs



Challenges

- Overnight and postage expenses
- Rising transportation costs due to inflation and fuel surges
- Loss of control over secure information
- Potential loss of information

Reduce Exposure and Risk

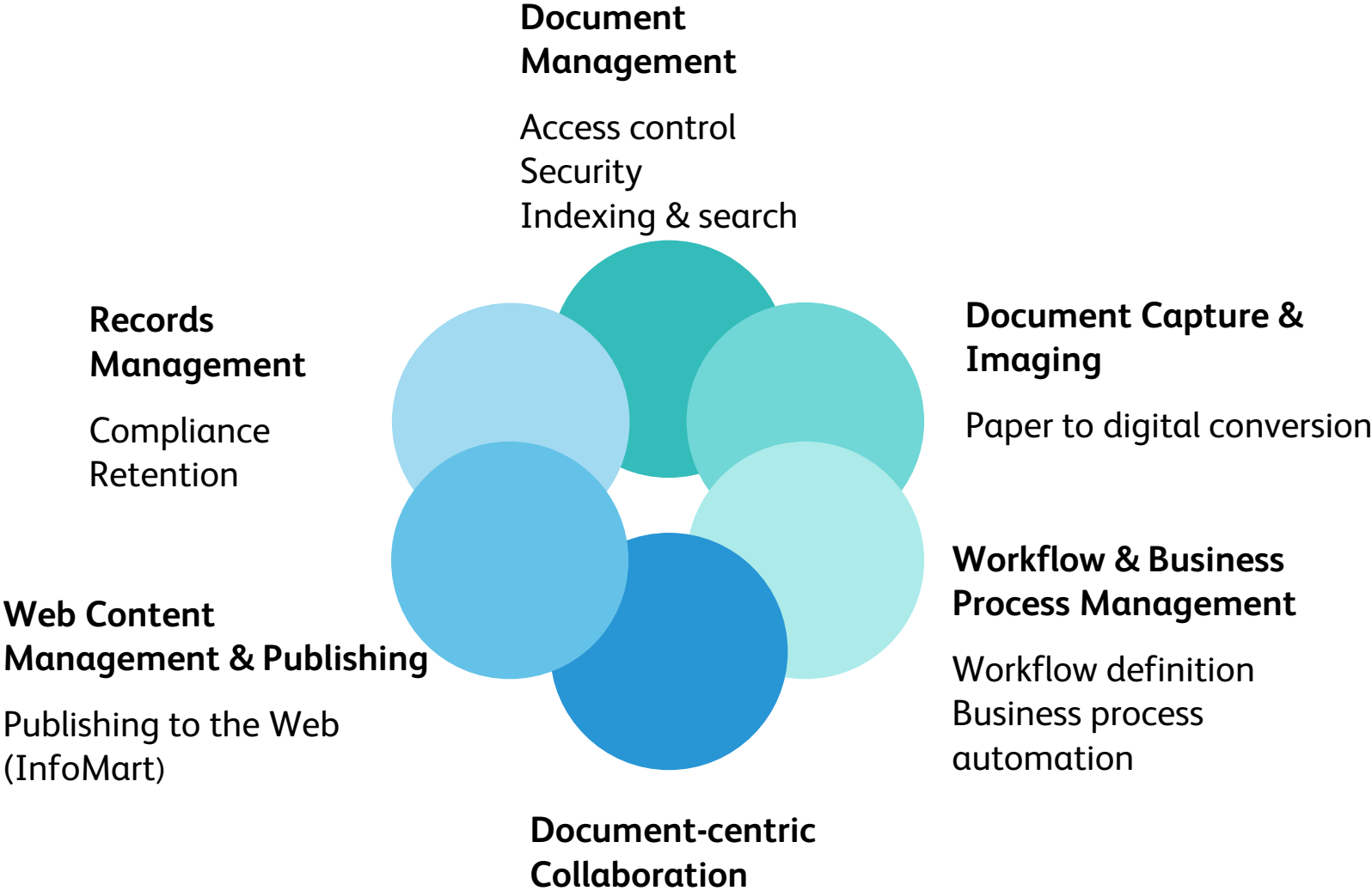
Challenges

- Keeping information secure
- Minimize exposure and risk
- Help to reduce the possibility of law suite



The Solution

Enterprise Content Management - ECM



Xerox DocuShare: Historical Perspective

**Over 5,700 customers
In 78 countries**



2007 GTC Best Solution
NY State



2009-2010 DocuShare 6.5.3
EIP Connector
eForms & VFS



Best Document Manager

New Jersey
Excellence in
Technology Award



2008 DocuShare Express

2007 DocuShare 6.0 and CPX 6.0
Part of Xerox Global Services

2006 New dual-product strategy:
DocuShare 5.0 and CPX 5.0



2005 DOD 5015.2 RM Certification



ComputerWorld Honors:
- University of Missouri
- NYPD

2004 DocuShare 4
IBM RM partnership

2003 DocuShare 3.1
Dralasoft workflow partnership

2002 DocuShare 3.0
Full J2EE Architecture

1999 DocuShare 1.5

1997 Xerox DocuShare launched: industry's first
100% web-based document management

DocuShare: A Wide Customer Portfolio



Vanguard Car Rental USA Inc.

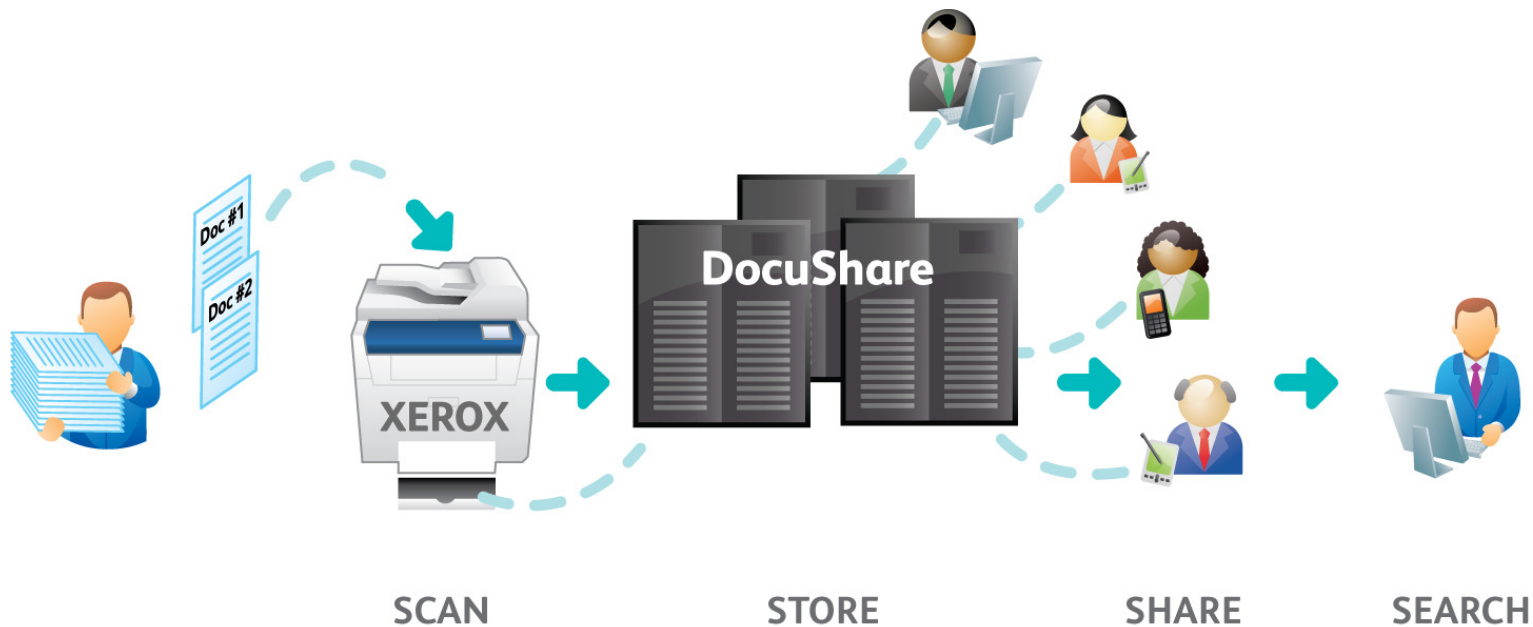


STANFORD UNIVERSITY



Xerox can do it all - a complete solution for your needs

DocuShare is a web-based content management solution that allows you to Scan, Store, Share & Search your information quickly and easily with just a browser.



Feature overview: Document Input

Scan to DocuShare using any scanner, MFD or Production Scanner on the network.

Large back files can be sent to Xerox for imaging, QC and loading to DocuShare

Electronic Documents can be placed in DocuShare folders by anyone with write access to the folder

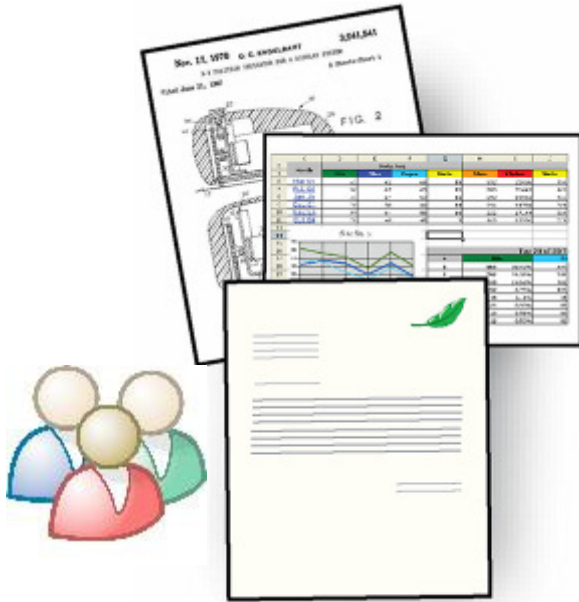


Feature overview: Store



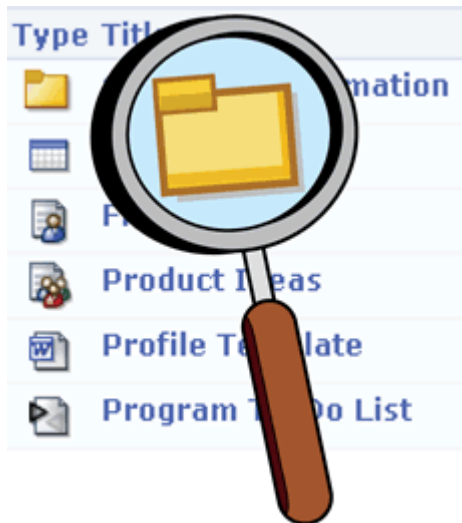
- Central electronic repository
- Document and content security controlled through permissions
- Access to content via web browser

Feature overview: Share



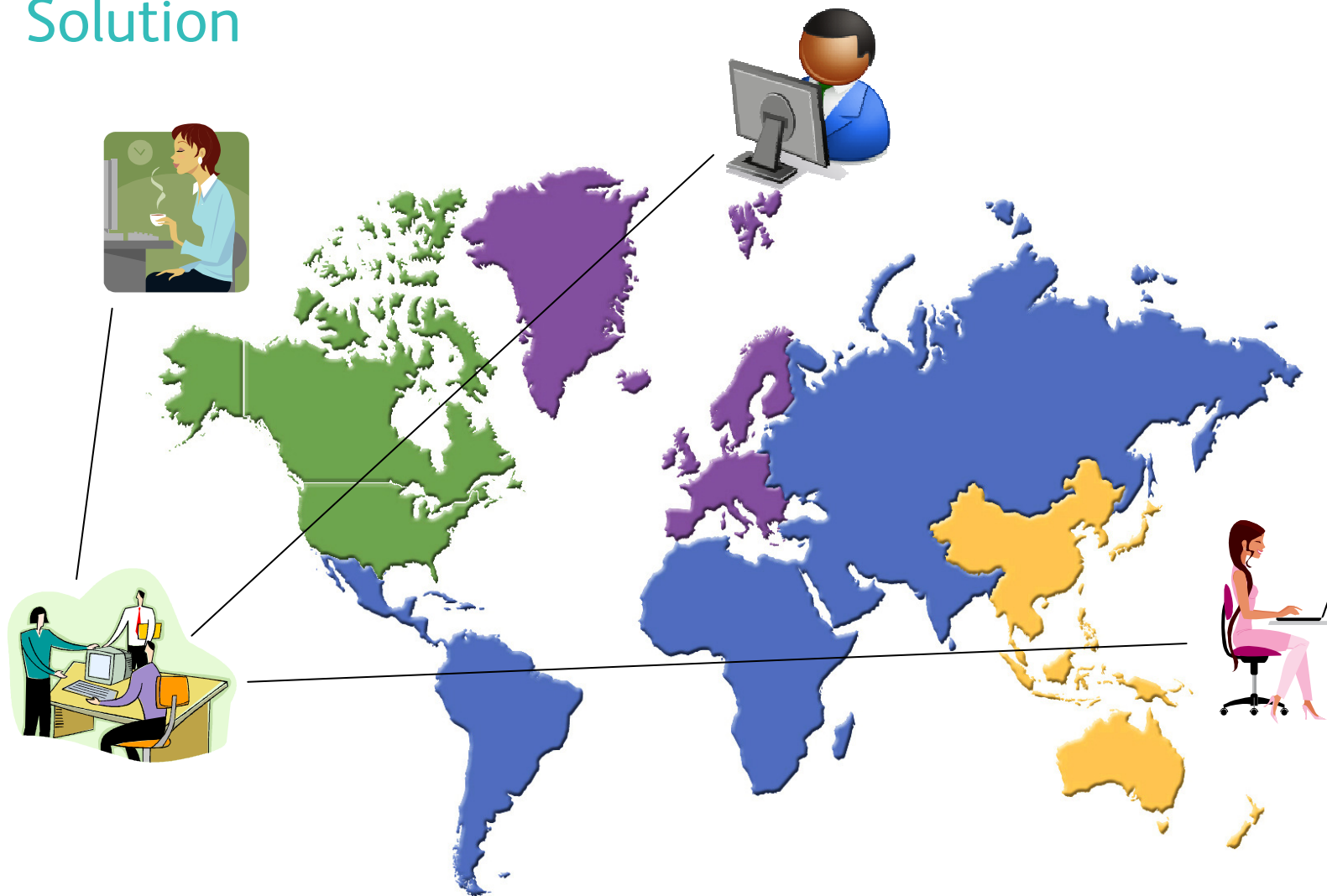
- Web-based access through browser from any location
- Document check-out/check-in and version control ensures that only one person at a time edits a document
- Collaboration tools—blogs, discussions, wikis
- Document routing and approval

Feature overview: Search

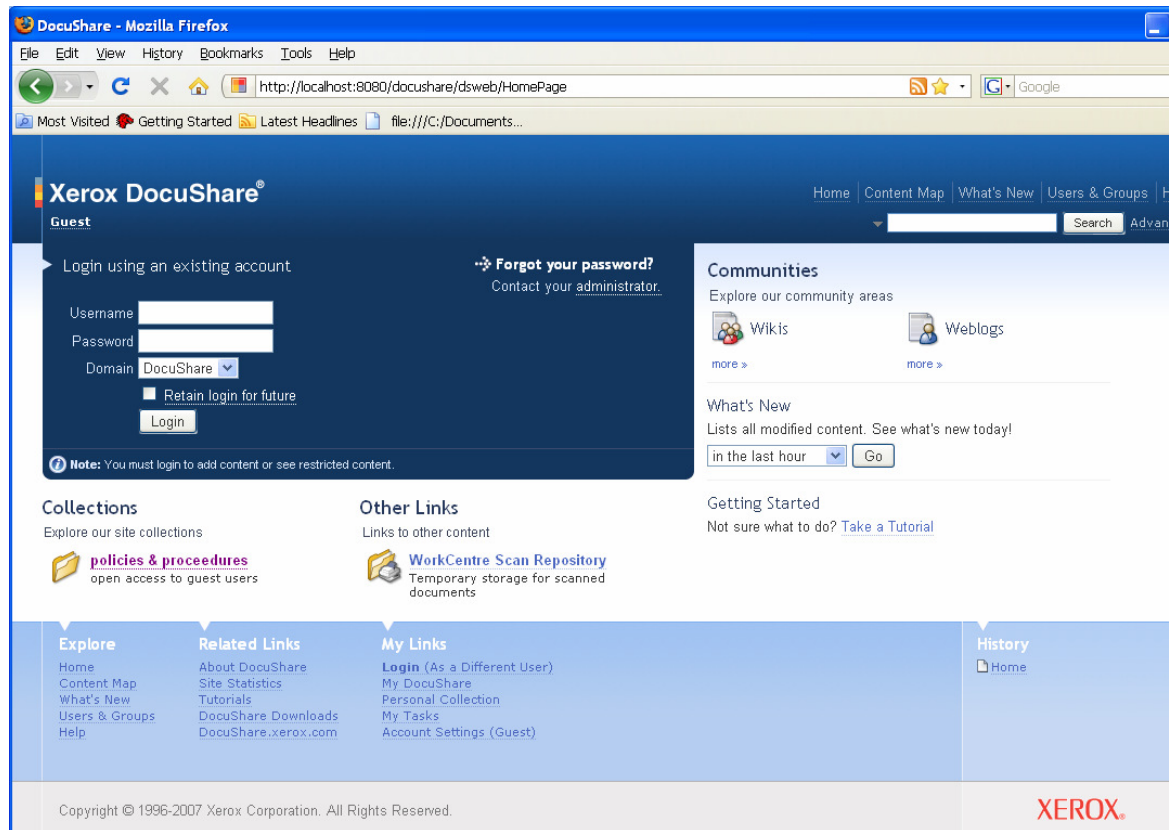


- Document content and properties are indexed
- Search features allow quick retrieval of documents and content

DocuShare can be a Departmental or ENTERPRISE Solution



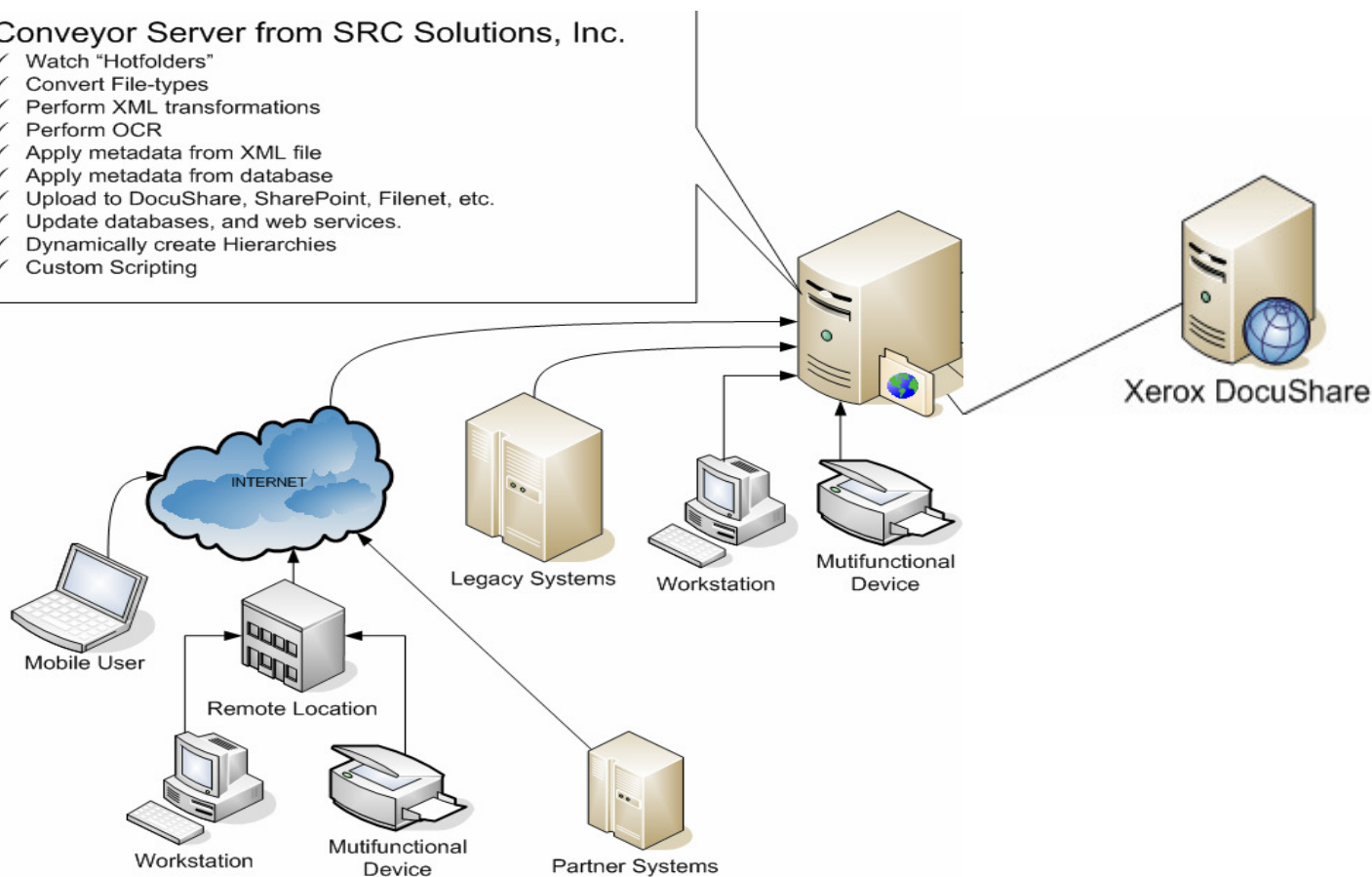
DocuShare . . . out-of-the-box



DocuShare . . . or a part of a Customized Solution

Conveyor Server from SRC Solutions, Inc.

- ✓ Watch "Hotfolders"
- ✓ Convert File-types
- ✓ Perform XML transformations
- ✓ Perform OCR
- ✓ Apply metadata from XML file
- ✓ Apply metadata from database
- ✓ Upload to DocuShare, SharePoint, Filenet, etc.
- ✓ Update databases, and web services.
- ✓ Dynamically create Hierarchies
- ✓ Custom Scripting



Xerox DocuShare - reduce paper consumption, save \$\$\$

Helps our customers . . . **GO GREEN**

Shrink their carbon footprints by reducing paper and materials consumption, office and storage space, shipping and driving – slashing waste, energy consumption, and auto emissions.

Save over 80 % of the time it takes to find information

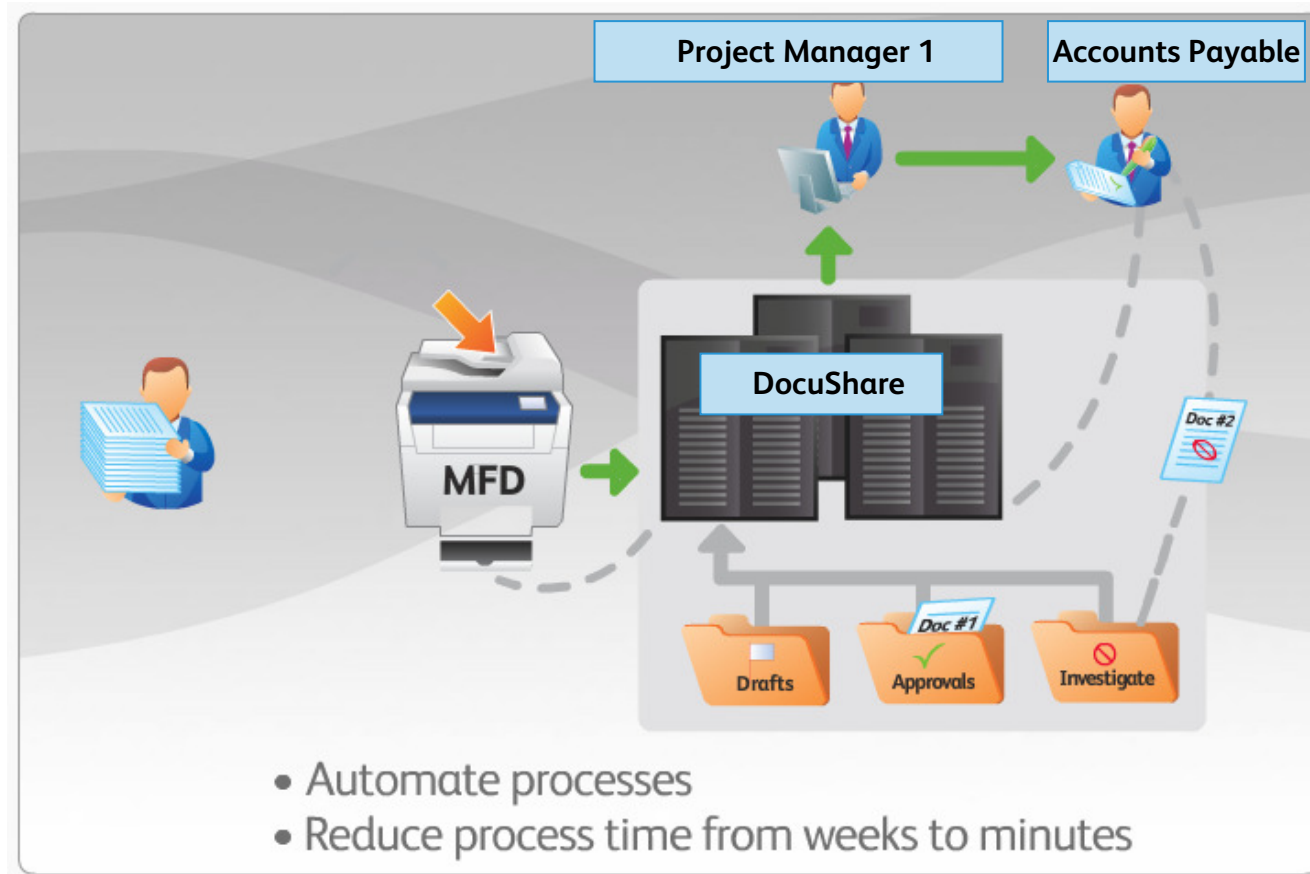
Save up to 50 % of operational costs

Save over 50 % of administrative overhead


Improve customer response time and satisfaction rates



Automating a Business Processes: Invoice Approval



Sample Invoice . . .

| | | | | |
|---|------------------------|--|-------------------------|------------------|
|  PROTOPAC, INC. 120 Echo Lake Road • Watertown, CT 06795 Tel. (860) 274-6796 • Fax (860) 945-0579 E-Mail: protopacinc@protopac.com | | Invoice PRINTING SERVICES | | |
| | | Invoice Number: 9463 Invoice Date: Jul 28, 2006 Page: 1 | | |
| 2006 AUG 1 PM 12:24 | | | | |
| Sold To: WIREBOLD 60 WOODLAWN STREET WEST HARTFORD, CT 06110 | | Ship to: JOSE SARRINDEZ 60 WOODLAWN STREET WEST HARTFORD, CT 06133 | | |
| Customer ID | Customer PO | Payment Terms | | |
| WH001 | 110046/JOSE S. | 1% 15, Net 75 Days | | |
| Pack List No | Shipping Method | Ship Date | | |
| 8458 | PROTOPAC | 7/28/06 | | |
| Quantity | Item | Description | Unit Price | Extension |
| 2,000.00 | 41403 | PO 110046/2 BOKES/2 PIECE BACENWAY | 0.04200 | 84.00 |
| 2,000.00 | 41404 | PO 110046/2 BOKES | 0.06440 | 128.80 |
| 1,500.00 | 42571 | PO 110046/1 BOK | 0.03400 | 51.00 |
| 1,000.00 | 43270 | PO 110046/1 BOK | 0.12200 | 122.00 |
| 3,000.00 | 43424 | PO 110046/3 BOKES | 0.07310 | 219.30 |
| 3,000.00 | 43427 | PO 110046/3 BOKES | 0.08400 | 252.00 |
| | | | Subtotal | 854.10 |
| | | | Sales Tax | |
| | | | Freight | |
| Check No: | | | Payment Received | 0.00 |
| | | | TOTAL | 854.10 |

Scan the Document at a Xerox MFD ...



Questions

Settings

Advanced
Settings

Cancel

Start

Invoices

| | | |
|-----------------|------------|---|
| Select Vendor ^ | Protopac |  |
| Invoice Number | 9463 | |
| Invoice Date | 07/28/2006 | |
| Invoice Amount | 854.10 | |
| Project Number | 175 | |

1/1

Location: [Home](#) » [Demonstration Collection](#) » [Invoices](#) » [Protopac Listing](#)

Go to: [Site My DocuShare](#) | [Go](#)

Protopac

- Properties
- Add to Favorites
- Meet Online...

Edit Selected... | Go | Add... | Go

Refresh | |

| <input type="checkbox"/> | Type | Title | Owner | Edited | Size | Actions |
|--------------------------|------|--|--------------------|----------|-------|---------|
| <input type="checkbox"/> | | Protopac Invoice # 9463 *NEW Amount 854.10 Project # 175 | Site Administrator | 03/19/09 | 35 KB | |

Explore

- [Home](#)
- [Content Map](#)
- [What's New](#)
- [Users & Groups](#)
- [Help](#)

Related Links

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- [Site Statistics](#)
- [Tutorials](#)
- [DocuShare Downloads](#)
- [DocuShare.xerox.com](#)

My Links

- [Login \(As a Different User\)](#)
- [My DocuShare](#)
- [Personal Collection](#)
- [My Tasks](#)
- [Account Settings \(Site Administrator\)](#)

History

- [Protopac Listing](#)
- [Protopac Invoice # 9463 Properties](#)
- [Protopac Listing](#)
- [Invoices Listing](#)

Done

Review the Invoice Image and the Indexing Information (metadata)



Protopac Invoice # 9463

Close

Edit Properties

View Properties

Title:

Vendor:

Invoice Number:


Invoice Date:

Invoice Amount:

Project Number:

Comments:

Appears On Home Page: Yes No



PROTOPAC, INC.
120 Echo Lake Road • Watertown, CT 06795
Tel: (860) 274-6796 • Fax: (860) 945-0579
E-Mail: protopa@protopac.com

Invoice
PRINTING SERVICES

Invoice Number: 9463
Invoice Date: Jul 28, 2006
Page: 1

2006 AUG 1 PM 12 24

Sold To:
KIRKWOOD
40 WOODLAWN STREET
WEST HARTFORD, CT 06110

Ship to:
JOSE BARNABES
40 WOODLAWN STREET
WEST HARTFORD, CT 06133

| Customer ID | Customer PO | Payment Terms |
|--------------|-----------------|--------------------|
| WH00 | 110046/JOSE B. | 15 15, Net 75 Days |
| Pack List No | Shipping Method | Ship Date |
| 8458 | PROTOPAC | 7/28/06 |

| Quantity | Item | Description | Unit Price | Extension |
|----------|-------|-----------------------------------|------------|-----------|
| 2,000.00 | 41403 | PO 110046/2 BOXES/2 PIECE FACERAY | 0.04200 | 84.00 |
| 2,000.00 | 41404 | PO 110046/2 BOXES | 0.06440 | 128.80 |
| 1,500.00 | 42571 | PO 110046/1 BOX | 0.03400 | 51.00 |
| 1,000.00 | 43270 | PO 110046/1 BOX | 0.12200 | 122.00 |
| 1,000.00 | 43426 | PO 110046/3 BOXES | 0.07310 | 73.10 |
| 1,000.00 | 43427 | PO 110046/3 BOXES | 0.08400 | 84.00 |

Subtotal 854.10

Sales Tax

Freight

Check No: Payment Received

TOTAL 854.10

Invoice Services - Mozilla Firefox

File Edit View History Bookmarks Tools Help

http://localhost:8080/docushare/dsweb/ServicesLib/Invoice-41/Routing

Xerox DocuShare® CPX


Home | Content Map | What's New | Users & Groups | Help

Site Administrator | Logout | Admin Home | My DocuShare | My Tasks

Search Advanced

Location: Home » Demonstration Collection » Invoices » Project # 175 Total 854.10 Properties

Go to: Site My DocuShare Go


 **Project # 175 Total 854.10**
Version 1

- View Document & Properties
- Check Out
- Upload a New Version
- Delete Invoice

View

- Edit
- Permissions
- Content Rules
- Notifications
- Locations
- Version History
- Comments (0)
- Routing**
- Change History

Routing

| Description | Owner | Status | Date |
|--|-------|-----------|----------|
|  Invoice Workflow: Project # 175 Total 854.10 | admin | Completed | 03/20/09 |

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Related Links

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History

- Project # 175 Total 854.10 Properties
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- Demonstration Collection Listing
- My DocuShare

javascript:openTaskWindow('/docushare/', 'report_base.jsp?reportType=ForReport&workFlowJobName=901');

Xerox DocuShare® CPX

Username: Site Administrator



Report on Routing

From: DocuShare Document Routing Service
Subject: Re: Invoice Workflow: Project # 175 Total 854.10
Date: Friday, March 20, 2009 05:45:50 PM CDT

| Type | Title | Actions |
|------|---|---------|
| | Project # 175 Total 854.10 Protopak Invoice # 9463 | |

Status: Completed

| Recipient | Response | Date |
|------------------------------------|----------|----------|
| Payable, Accounts | Approved | 03/20/09 |
| Director, The | - | |
| Manager, Office | - | |
| Manager I, Project | Reviewed | 03/20/09 |
| Manager II, Project | - | |
| President, Vice | - | |

Delete This Job

Keep for Later

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Done

The DocuShare difference

- Full ECM capability
- Flexibility
- Scalability
- Ease of deployment
- Ease of use
- Ease of operation
- Integration with Xerox imaging products/services
- Platform/Device Independent
- Affordability



Customer Video Case Study

DocuShare Demonstration

Questions?



Go to DocuShare for more info at the URLs below . . .



Xerox DocuShare® Express
Scan, Store, Share, and Search Paper and Digital Content

DocuShare Express brings proven, award-winning paper and digital content management capabilities to SMBs and departments of large organizations at a very affordable price.

DocuShare Express is easy to install and easy to maintain. Teams are up and running in minutes, and it's so intuitive, little training is needed. DocuShare Express is so simple to deploy and use, little IT support is required. Quickly and easily manage your document-driven content and processes without missing a beat in your business operations.

- **Scan:** Move toward a paperless office by scanning your paper-based documents into one centralized content repository. DocuShare's automatic sheets send documents into specific folders so instantly organize, archive, and use your paper-to-digital content.
- **Store:** Back up your documents to protect them against accidental loss, including network disasters or other business interruptions.
- **Share:** All team members can get the most current version of a document at any time, which speeds efficiency and supports compliance. Every worker has secure, 24/7 access to the information they need, whether they work across the hub or across the globe.
- **Search:** DocuShare Express automatically indexes documents for easy search and retrieval. When everyone can find what they need in a matter of seconds, paper-based file cabinets become obsolete.

SCAN STORE SHARE SEARCH

<http://docushare.xerox.com>

For copies of today's slides, collaterals and additional customer video case studies . . .

<https://docushare.xerox.com/doug/dsweb/View/Collection-10174>

Thank you and we look forward to visiting your organizations to further discuss your specific requirements and DocuShare