



DATASHEET

Captaris Solutions Marketplace

The Captaris Solutions Marketplace provides independent software vendors the opportunity to increase visibility for your products and solutions by:

- Providing access to the worldwide network of Captaris partners and distributors
- Leveraging the market presence of the award-winning Captaris product lines

CAPTARIS SOLUTIONS MARKETPLACE offers the highest level of exposure for your product lines. This is achieved by providing prominent placement of your solution in the Captaris Solutions Catalog section of the Captaris Web site as well as opportunities to exhibit and speak at the Captaris Partner Summit.

Many of Captaris partners focus primarily on messaging and document delivery solutions and reach customers in a broad variety of global markets. In addition, this program provides visibility of your products and services to the install base of more than 14,000 Captaris customers worldwide. The Captaris Solutions Marketplace can extend the reach of all areas of your business. We are dedicated to providing a suite of benefits to meet the needs of each Solutions Partner, regardless of the size or direction of your business.

FEATURES

- Prominent placement of your solution in the Captaris Solutions Catalog section of the Captaris Web site
- One email broadcast per year to the Captaris channel partner network. This worldwide network of partners and distributors consists of more than 1,000 partners, many who focus predominantly on Captaris products and messaging or e-document delivery.
- Inclusion of your solution in selected Captaris marketing materials
- Introduction of your solution in the Captaris Partner newsletter
- The opportunity to announce your solution in a press release for the Captaris Solutions Catalog
- The opportunity to exhibit and speak at the Captaris Partner Summit. This conference brings together Captaris partners from all over the world to learn about the most recent developments in Captaris products and services as well as share solutions and techniques on selling Captaris in a variety of environments.
- Membership in the Captaris Developer Program at the Solutions Provider Tier level
- Participation in two Captaris-hosted Web seminars for Captaris partners and customers

VENDOR REQUIREMENTS

- Products and solutions are compatible with current release of Captaris product lines.
- Provide access to a designated technical support representative
- Agree to the terms and conditions set forth by Captaris in the Captaris Solutions Marketplace Agreement

FOR MORE INFORMATION

For more information on any of the Captaris Solutions Catalog offerings, please send an email to your Captaris Sales Representative or to SalesEngineering@Captaris.com.

Captaris is a leading provider of Business Information Delivery solutions that integrate process and automate the flow of messages, data and documents. Captaris produces a suite of proven products and services, in partnership with leading enterprise technology companies, delivered through a global distribution network. Captaris has installed over 80,000 systems in 44 countries with 93 of the Fortune 100 using the company's award-winning products and services to reduce costs and increase the performance of critical business information investments. For more information please contact us at www.captaris.com or call +1.520.320.7000.

©2004 Captaris. All rights reserved. No part of this publication may be reproduced, transmitted, transcribed, stored in a retrieval system, or translated into any language in any form by any means without the written permission of Captaris. Captaris products Interchange, RightFax and Teemplate are trademarks of Captaris. All other company, brand and product names are the property and/or trademarks of their respective companies. MC0010138