

# PRESS RELEASE

## Bull Valley Software Channel Program Expands by Addition of Austin-based Forms Distributor

*Integrated Solutions joins Bull Valley Software's Partnership Alliance Program, bringing the prospect of document management to Central Texas banks and credit unions. With the interest in document management at an all-time high, Integrated Solutions made the strategic decision to offer imaging and paperless workflow solutions to financial institutions in addition to providing their physical forms. After a long search for the right vendor, Bull Valley Software emerged as the clear winner.*

**Woodstock, IL, February 18, 2008** - Bull Valley Software, a leading provider of [document management](#) (DM) and [enterprise content management](#) (ECM) solutions, is pleased to announce that the Austin-based forms distributor Integrated Solutions has joined their Partnership Alliance Program. Bull Valley's program provides for both referral and reseller partnerships. Referral partners can earn a revenue share of the initial sale simply by referring a client; reseller partners can earn a higher revenue share of the initial sale, as well as optionally providing technical installation, implementation and training services. Multiple reseller levels provide progressively greater revenue opportunities in exchange for progressively larger resource and volume commitments from the partners. All partners – regardless of level – have access to in-depth product training, and limitless marketing assistance. Incentive bonuses, rebates, and marketing development funds provide increased incentives for partners to excel.

“Content and document management is currently the 2<sup>nd</sup> fastest-growing area of I.T. spending, resulting in an overwhelming number of providers to choose from – and overwhelming confusion for the buyer,” says Paul Fotis, Vice President of Business Development for Bull Valley Software. This confusion has created a tremendous opportunity for consultants, network administration companies, copier vendors, forms distributors, [value-added resellers](#) and software integrators to become trusted advisors – to help their clients with the new technology. Fotis adds, “The natural partnership of Bull Valley Software and these trusted advisors brings needed technology to the buyer from a respected source, new sources of revenue for the reseller, and greater market penetration for Bull Valley Software. It is a win-win for everyone.”

Integrated Solutions is a leading distributor of document and forms management products to banks, credit unions, and other financial institutions throughout central Texas. Through its new partnership with [Bull Valley Software](#), Integrated Solutions will be able to provide end-to-end imaging and document management solutions to its clients in addition to the wide variety of process control documents, ATM supplies and custom forms that it has been providing since 1989. By transitioning from a paper-based to an electronic document management process, a financial institution can see almost instant results and in most cases, a complete return on investment can be achieved in less than 12 months.

“I am excited about the opportunities that this new partnership with Bull Valley Software will bring. We can now help our clients through their inevitable conversion from paper-based to electronic workflow processes,” says John Cash, President of Integrated Solutions. “This partnership gives us the peace of mind that, as more and more of our clients make the transition, we can continue to service them,” – instead of worrying about losing them to another firm that can fill both their paper and digital needs. He adds, “We had been looking for a document management partner for a while, but had not found the right fit – until we met Bull Valley.” Discouraged by the arrogance of some of the big-name vendors, Cash concludes, “I was most impressed by the people at Bull Valley Software – everyone is completely focused on only one thing – ensuring my success in the program.”

**About Bull Valley Software**

Bull Valley Software, Inc., is a premier provider of document and content management solutions. Bull Valley Software's products – DocumentLOK™ and ContentLOK™ can be fully integrated with most Windows™ or web-based applications, and combine content management and control with compliance management, workflow management, and retention management in one secure, enterprise-wide application. Bull Valley Software is based in Woodstock, Illinois. Please call 815-337-8700 or visit [www.bullvalleysoftware.com](http://www.bullvalleysoftware.com) for more information.

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