

April 30, 2008 - SAN MATEO, CA New Partners Help Expand Reach, Add Implementation Expertise

SpringCM Adds Four Partners to Extend its Channel for SaaS-Based Enterprise Content Management

SpringCM, the leader in on-demand document management and workflow, today announced that it has concluded agreements with four major channel partners: Conversion Technologies International (CTI), evado solutions, Document Imaging Services Corp (DISC) and TRXdata. These four companies join the growing list of partners in SpringCM's Reseller and Referral Agent Program.

According to Dick Hoffmann, SpringCM vice president of Business Development and Global Alliances, "We are very pleased to welcome our four new partners and honored that they have selected our technology platform to create value for their customers. These companies are significant because they represent the business models that are redefining how departmental and enterprise solutions are marketed, sold and delivered in the SaaS era. The professional caliber and high-quality capabilities of these four organizations (as well as the others in our Reseller and Referral Agent Program) make a great statement about the opportunities enabled by SpringCM and our on-demand platform. We provide our partners with a configurable content management platform and a SaaS business model that benefits their customers with much lower cost and quicker time-to-value solutions without the traditional costs and complications of on-premises software."

Conversion Technologies International, Inc., Mt. Laurel, N.J. – CTI is a document and information conversion service bureau and a value-added reseller delivering superior document and information management solutions to a wide range of clients in the private and public sectors. CTI serves companies in information-intensive industries such as healthcare, legal, education, banking, insurance, transportation, pharmaceutical, manufacturing, national archives and government, providing the solutions to control their document and information management needs and enabling these organizations to focus on their core competencies. Larry C. Skinner, CTI's vice president of Sales and Marketing, stated, "We are extremely picky about our business partners, and we chose SpringCM because of the quality of its on-demand content management technology as well as its commitment to partner and customer success. It's a big plus that customers can use the SpringCM solution at lower cost and lower risk while not being required to install and maintain expensive hardware or software."

evado solutions, Denver, Colo. – evado solutions provides department and industry content management solutions that help organizations reduce costs, enhance security, ensure compliance and improve process efficiency. evado solutions and its affiliates have over 15 years experience in the document management industry with five years in the Software-as-a-Service (SaaS) space assisting more than 4,000 organizations of all sizes. According to evado solutions CEO Lisa Glinche, "We are very pleased to become a SpringCM reseller. Together, we are able to provide our clients with solutions to meet their specific business needs based upon SpringCM's complete ECM offering. SpringCM is moving content management from a horizontal technology and overhead expense that only large organizations can afford to a platform that enables a variety of business solutions all delivering substantial savings to every size organization."

Document Imaging Services Corp (DISC), St. Louis, Mo. – For 50 years, DISC has been providing a wealth of services and products related to the storage, workflow and retrieval of business documents. From its origins in microfilming expertise, DISC

has evolved into a top- quality, full-service provider of the most modern and efficient electronic document imaging solutions. Today, businesses count on DISC for everything from complete scanning services to document management software, electronic content management systems and all the associated equipment and training. DISC has the expertise to help manage modern document needs.

TRXdata, Inc., Chandler, Ariz. – TRXdata is a business process outsourcing (BPO) and document imaging and workflow solutions provider. TRXdata's core competency is processing back-office functions for its clients. TRXdata provides cost-effective solutions for a number of industries, including airline and travel, professional services, manufacturing, telecom and public sector while focusing on customized solutions for both large and small organizations. The company has built its practice around the ability to provide higher quality, faster cycle times and substantial cost savings in a custom-built environment regardless of an organization's size.

All participants in the SpringCM Reseller and Referral Agent Program receive specific benefits designed to get them productive in a short period of time. These benefits include:

Specialized Training – Every SpringCM reseller undergoes a thorough training program designed to ensure professionalism in selling, implementing and supporting SpringCM solutions.

Partner Management – Dedicated SpringCM personnel are available to help partners with every aspect of the marketing, selling, implementation and customer support process.

Customer Support – SpringCM provides an array of services designed to help the reseller ensure the success of its customers, including tier-2 and tier-3 technical support; access to partner engineers for Web services/API integration; professional services; best practices for business process management (BPM) process design and configuration; and more.

Co-Marketing and Marketing Support – SpringCM's Marketing team assists with market planning and targeting prospects, joint marketing promotions, co-branded eBrochures, co-branded printed collateral, custom co-branded Web site landing pages, joint press releases and Web site integration.

Sales Support – SpringCM works closely with its partners to enable every aspect of the sales process including joint selling, RFP support, lead sharing and opportunity tracking.

Joint Events – SpringCM and its partners will conduct joint marketing events, including Webcasts and local seminars to showcase the benefits of on-demand document management and workflow solutions.

Dan Carmel, CEO of SpringCM, stated, "The SpringCM Reseller and Referral Agent Program has tremendous momentum. We are regularly approached by a broad spectrum of product and services companies that are as frustrated as their customers with the high cost, complexity and time-consuming implementation cycles of on-premises software. We have designed the SpringCM partner program to make it easy for value-based partners to bring useful on-demand content management solutions to their customers in a cost-effective manner