



Partnering with Knowledgeone Corporation

Fast Fact Sheet

Who?

Began operations in 1984 as the GMB Group; re-named the Knowledgeone Corporation in 2005.

Knowledgeone Corporation is a software development company specializing in records, document and content management applications. Our flagship product is RecFind 6, a complete content management solution as well as a .NET generic application solution able to be easily configured to become multiple applications, e.g., contracts management or complaints management.

Our traditional customers use our products for document management, records management, email management, workflow, complaints management, contracts management, etc.

www.knowledgeonecorp.com

Principal

Frank McKenna, CEO

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What?

RecFind 6 Application Suite



A complete and fully-integrated Content Management solution based on the MS .NET platform; standard functionality including:

- records management
- document management
- email management

- workflow
- imaging
- Full text, Metadata & BOOLEAN searching
- Report Writer & standard reports based on the .NET Active Reports Engine
- Import/Export module (Xchange)
- Integration Module (Xchange)
- Data Model and Process configuration module (the DRM)

The optional modules for RecFind 6 are:

- the RecFind 6 Button (embedded check-in and check-out within all MS Office products);
- the High Speed Scanning Module (for clients with large volumes of document scanning to automate);
- the MINI API (so other applications can use RecFind 6 as their document repository); and the SharePoint integration module for seamlessly integrating RecFind 6 to SharePoint.

Why?

1. Strong well established company (26 years) with impeccable record for unburstable software and excellent support, worldwide coverage.
2. Proven products, installed and operational worldwide.
3. RecFind 6 is a horizontal market product applicable to all market sectors and all vertical markets.
4. Generous software margins.
5. Services revenues minimally four times software revenues.
6. Excellent technical support (including worldwide 1-800 service) and backup plus training and certification.
7. Assistance with RFI, RFP responses.
8. Online demonstrations using GoToMeeting.
9. GSA Schedule.

Product Positioning

Which products to propose?

Product List

1. RecFind 6
http://www.knowledgeonecorp.com/products/recfind_6.htm
2. Button
http://www.knowledgeonecorp.com/products/recfind_6_button.htm
3. High Speed Scanning Module (HSSM) – includes DocScan & RecScan
http://www.knowledgeonecorp.com/products/recfind_6_hssm.htm
4. Mini-API
http://www.knowledgeonecorp.com/products/recfind_6_miniapi.htm
5. GEM
http://www.knowledgeonecorp.com/products/recfind_6_gem.htm
6. RecCapture
http://www.knowledgeonecorp.com/products/recfind_6_reccapture.htm

Baseline

The baseline product (the one all the others need before they can work) is RecFind 6. When we sell this we sell at least one client licence plus all the server components.

Free Products

Every RecFind 6 customer gets a free copy of the DRM and Xchange.

<http://www.knowledgeonecorp.com/products/drm.htm>

<http://www.knowledgeonecorp.com/products/xchange.htm>

Who Buys What?

RecFind 6 - with 1 to unlimited concurrent user licences. Because it is a concurrent user licence we sell far less licences than the customer has 'live' users. The rule-of-thumb is:

- Heavy-duty users – 1:4
- Medium-duty users – 1:8
- Inquiry users – 1:16 or greater

RecFind 6 Button – usually in a ratio of 4 to 1 to RecFind 6 licences. This is because the RecFind 6 licence is concurrent (i.e., one licence easily support 4 or more users) but the Button licence is per user so each person that needs to check-in, check-out or scan in documents needs a copy. Note – You can check-in, check-out and scan with the standard RecFind 6 client BUT, the Button is integrated to MS Office products (Word, Excel, PowerPoint, Outlook) plus Adobe Professional, Notes and GroupWise so the Button suits most users better because they can do all their work without having to leave the native authoring package (e.g., Outlook).

HSSM – usually only 1 or 2 copies to use for high volume scanning. Note that you can scan and OCR and convert to PDF with the standard RecFind 6 client and the Button BUT, customers buy the HSSM when they have periodic large volumes of paper to scan and they wish to automat the process. That is, when the load is too much for flatbed desktop scanners. Our document scanning supports any scanner with a TWAIN interface.

The Mini-API – this is only required when they need to empower another product (say a Local Government System) to be able to access information stored in RecFind 6.

GEM or RecCapture – these products are for organizations that wish to **fully automate** all the processes of electronic document management and email management and archiving. These are for the high end and most sophisticated customers.