

## **THE CONTENT GROUP IS FORMSCAPE'S NUMBER ONE UK PARTNER**

### **- ECM Solutions provider now has largest FormScape customer base in the UK -**

**Date:** The Content Group (TCG), a provider of integrated Enterprise Content Management Solutions, is now the Number One partner in the UK for FormScape, the leading provider of Document Process Automation software, having achieved the highest number of FormScape software implementations in the UK. This accolade reinforces TCG's position at the forefront of the market for Enterprise Content Management Solutions.

Paul Savage, Director of Global Channel at FormScape, explains, "The fact that TCG is now officially our largest partner in the UK, as well as a leading European and worldwide partner, is great news for us. TCG has not only managed to continually grow its own customer base, but it has also increased our own revenue stream year-on-year."

Ben Richmond, Managing Director of The Content Group, adds, "This is a great achievement for TCG and demonstrates the sales expertise, product knowledge and technical capabilities of our people. Since entering into a partnership with FormScape 8 years ago, we have developed a very strong understanding of the FormScape product and have implemented the solution into a wide variety of industries. Our new status not only strengthens our relationship with FormScape but also our position as market leader in the provision of Document Process Automation software."

The FormScape Solutions Partner Programme offers a range of benefits to partners including technical and sales training; partner management; discounts on all FormScape products based upon sales performance; eligibility to participate in pre-release and beta software programs; superior technical support and product training; participation in joint marketing and sales activities; access to FormScape's online Partner Central web site; access to FormScape marketing knowledge, experience and expertise.

Commenting on its Number One partner accolade, Savage explains, "We feel that competition in the market is very important and by recognising TCG as our number one partner we are raising the bar for other partners, giving them new targets to aim for in terms of customer implementations. In addition, TCG's partner status also gives end-users confidence that their implementation of FormScape will be managed on time and

within budget, and that ongoing support of the system will be of the highest standard.”

**ENDS**