

## ABOUT STG

Southern Technology Group is a Solutions Integrator specializing in all forms Southern Technology Group is a full service integration solutions provider offering our clients Laserfiche document management solutions, consulting, service and complete implementation and training on all solutions we provide. Our service is consistently ranked among the best in the industry. Our goal is to consistently exceed client expectations and form long term relationships with those whom we serve.

### SOUTHERN TECHNOLOGY GROUP

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## PRODUCT / SERVICE INFORMATION

CONVERSION  
APPLICATIONS



( 2 5 6 ) 5 3 2 - 1 9 9 1

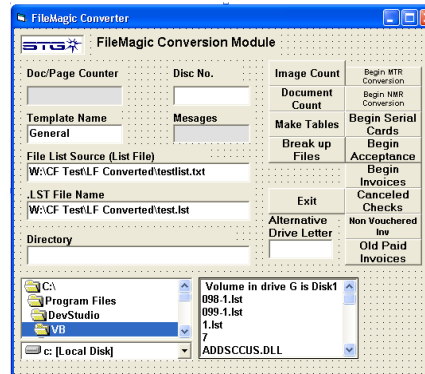
# CONVERTING OTHER IMAGING SYSTEMS TO LASERFICHE

## Conversion Overview

STG offers document imaging conversion services to the LaserFiche VAR who needs an additional tool to close the deal, but does not have the in-house expertise to implement this sort of job. Your company teamed with STG is a winning combination that can put you in the drivers seat for a total solution sale.

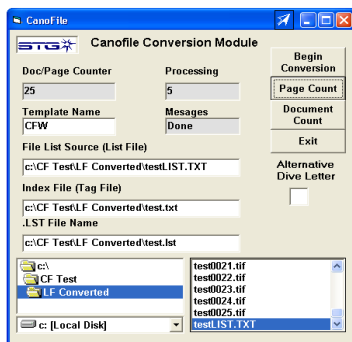
A full list of imaging systems that STG has converted can be found in the table at the right. In addition to these applications, STG also converts systems to other forms such as SQL, Oracle, Access or other database structures.

The most crucial question your client will have to answer is how valuable is their data and is conversion justifiable? Usually it is pretty black and white. Most of our clients can not do without their data. So it is a matter of making sure the cost is justifiable and one of the best ways to do that is determining what the expense of rescanning and indexing the information would be.



## Image Systems STG Has Converted to LaserFiche

- Alchemy
- Canofile
- Concordance
- DocStar
- Docuware
- DocuPact
- Docuscan
- E-Docs
- S-Cabinet
- File Maker
- FileMagic
- FileNet
- FilePlus
- Fortis
- Hummingbird
- imageABLE (UNIX)
- Image 4+ (Cont Mgr)
- Introspect
- Keyfile
- MI3MS
- Optika
- Opti-sys
- OTG
- PaperClip
- Paperflow
- Papervision
- ScanFile
- Smeadlink
- Sybase
- Trim
- Watermark



## Conversion Technology

STG uses a combination of database and technology skills in concert with MO/DVD/CD hardware skills that we use in other parts of our business along with VB, C++ and .NET programming to solve a wide range of conversions. In many cases it is necessary to be able to read the raw data directly from the MO and reassemble it with .tiff assemblers that are written in house. While there are many similarities, no two conversions are the same, so each one is given individual attention and structured in conformance to the client's requirements.

## How Can We Serve You?

We welcome VARs and LaserFiche RSMs who have conversion opportunities to solve. We will work in one of two ways—directly or indirectly with your client. It is your call as to how we work with your company. In either case we strictly follow your lead. Billing can be done through your company or directly to your client. Our services are very competitive and there is always room for your fees.

Call us today at the number below and tell us how we can help you close business by being your conversion specialists.

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