



DocuShare

Brief Customer ROI Overview

Worldwide Customer Installations

- 3300 Servers at over 2000 Companies
 - Span over 80 industries
 - 400+ Wholesale Trade
 - 880+ Service Industry
 - 250+ Manufacturing
 - 100+ Transportation, Communication, Utilities
- Sales in 61 countries
- Available in English, German, French, Italian, Brazilian Portuguese, Spanish and Japanese
- **Over 750,000 seats**
- Document Management standard at Xerox
 - 300+ Servers
 - 40,000+ users
 - Xerox Field Information Center (TheFIC)

THE DOCUMENT COMPANY
XEROX®

Honeywell

CISCO SYSTEMS

EMPOWERING THE
INTERNET GENERATION®

Jet Propulsion Laboratory

Dillard's

 **NABISCO**



Raytheon

Fidelity Investments®

29 of Fortune “Top 100” use DocuShare

DocuShare delivers the right solutions

Government & Education

DocuShare was the first Web product in its category that meet the US Federal Section 508 compliance standard (American's with Disabilities Act) without requiring customization

- Curriculum development, education library, grant development, distance learning, school to home communications
- State and county document/form distribution, HR/employment, Freedom of Information Act

Finance & Insurance

- Automated filing, client records, policy review, HR records
- Policy/procedure manuals, enabler for Healthcare Companies to meet HIPAA (Health Insurance Portability and Accountability Act) guidelines

Manufacturing

- Project documentation/collaboration, Product data management, policy/procedure manuals, HR Forms
- Marketing/sales information portal

Legal, Retail & Media

- Comic/editorial distribution, invoices, credit applications
- Contracts & proposals, case documents, financial reports, expense reports

DocuShare Customers Achieve Significant ROI

Return on Investment (ROI) Savings primary in 3 areas

- Storage/Retrieval of Hardcopy
- Overnight Mail distribution
- **Business Processes**

DocuShare Reduces TCO for managing documents and content

- Satisfy low acquisition, deployment, and use costs
- Scale from workgroup to global enterprise

DocuShare enables collaboration across the global enterprise

- Enhance productivity
- Provide user-level control
- Improve interdependencies of people, documents, and information

DocuShare simplifies business processes with easy, flexible tools

- Accelerate ad-hoc & structured processes
- Distribute global information instantly

Customers achieve significant ROI

Honeywell	Application: Printing & Services Center publishes documents for instant download and on-line ordering by sales, marketing, and engineering worldwide
	<ul style="list-style-type: none"> • Reduced operating costs by 25% • Reduced storage requirements by 70% • Reduced order fulfillment time by 80%
Cisco Systems	Applications: Legal contract storing & sharing; Intranet-published nondisclosures
	<ul style="list-style-type: none"> • Projected 2 year savings: \$262,000 • Eliminated 37 steps in handling contracts
Algoma Insurance	Application: Digitize, store, and share claims and policy documents
	<ul style="list-style-type: none"> • Saving up to \$40,000 per year • Eliminated paper file cabinets and reduced storage costs
Nevada County CA	Application: eGovernment – Reduce pollution due to vehicle traffic
	<ul style="list-style-type: none"> • Total vehicle mile reductions: 857K • Pollutant reduction: 2.2 tons/year

JPL: Global collaboration and project management

Users: Globally distributed staff of engineers, scientists, contractors, administrators, accountants, customers, and senior JPL and NASA staff. Wide range of skills.

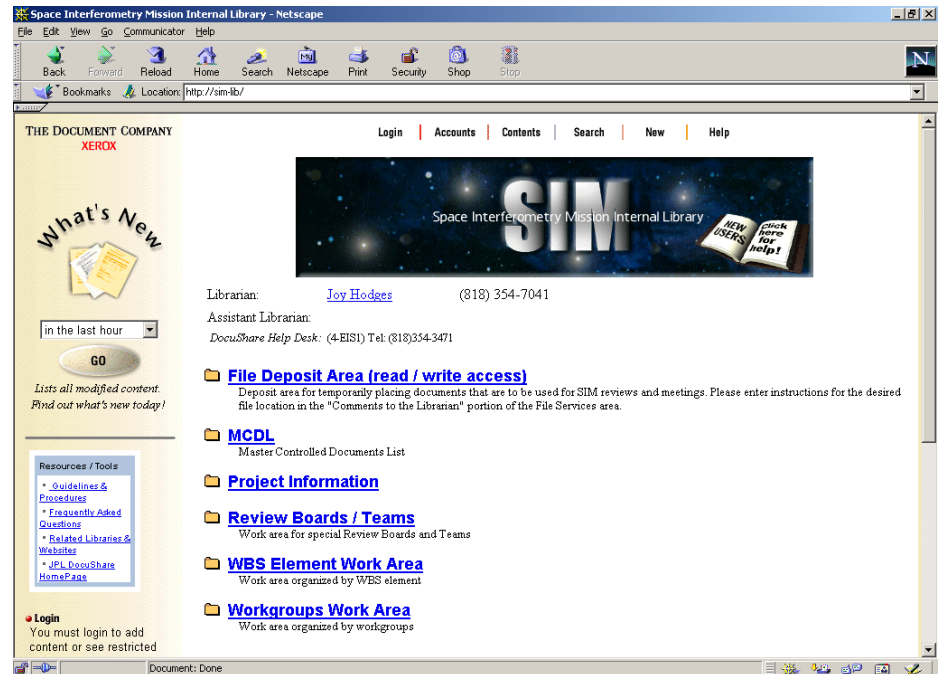
Business Need: Collaborate on projects with schedules driven by alignment of the planets. Require fast, flexible project management environment with highly secure access. Project duration varies from several months to years.

DocuShare Advantage:

Project sites up and running in hours.

Self administered by team members yet complies with US Government security requirements.

Cross-platform, browser based access to CAD files from HP workstations, research data from Sun, Linux and other Unix machines, images from Macs, project schedules from PCs.



Every project at JPL gets its own secure DocuShare site for collaboration, information storage, and project management.

Nevada County: Community Information Portal

Users: County residents and employees in government departments who require access to detailed, current information

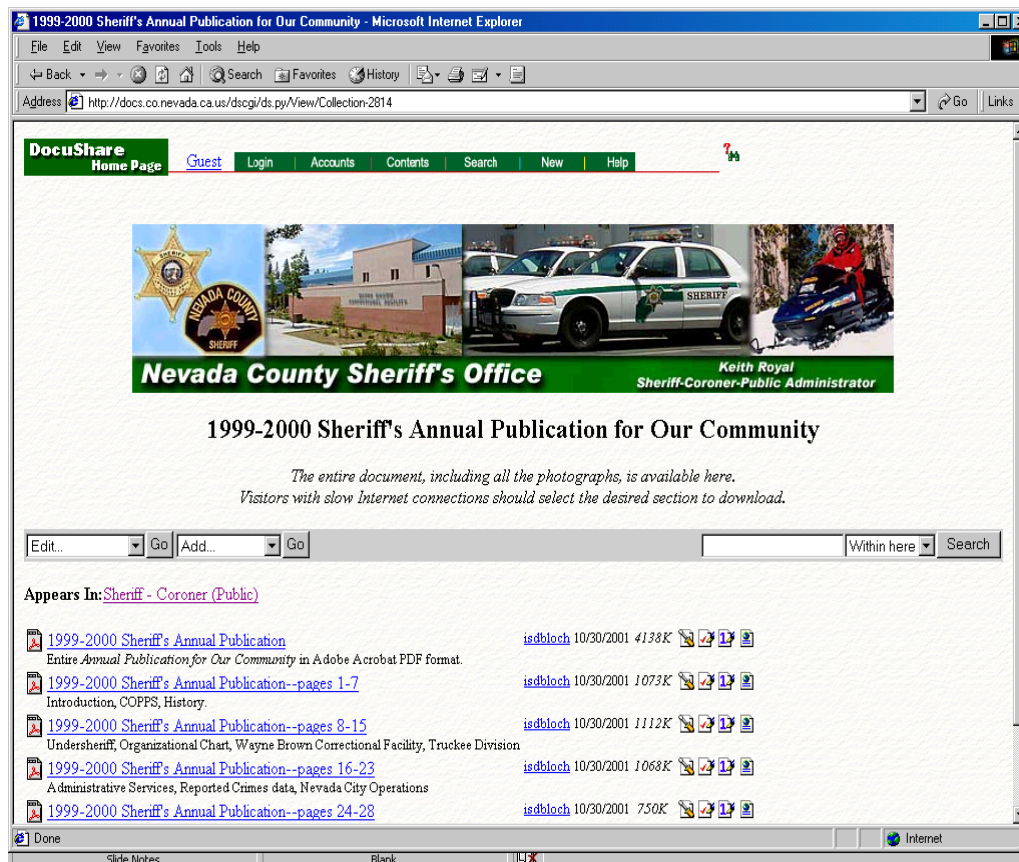
Business Need: Reduce congestion and pollution resulting from residents visiting government offices to conduct routine business

- Reduce the cost and complexity of managing the county web presence
- Improve collaboration and information sharing between government agencies

DocuShare Advantage: Provides traditional Web access while securing content integrity.

Contributors have secure access to site to update and manage content from any Internet connection

County officials can collaborate and share information in secure locations not accessible to the public.



America's Cup Web site: Classic Content Management

Users: Sailing enthusiasts worldwide looking for up-to-the-minute race information

Business Need: Serve rich Web content to millions of viewers around the globe. Content created by a range of sources with varying Web publishing skills. Low overhead required to administer site.

DocuShare Advantage: DocuShare provides traditional Web access while securing content integrity. Web masters have secure access to site to update and manage content from any Internet connection

