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HOUSE KEEPING

30 Minute Session
Introduce Speakers
Audience Muted
Use Chat for ?'s
Open Q&A at End
Record Session
Forward Slide Deck
Email Answers if We Run Short



PRODUCTIVITY
SECURITY
PROFITABILITY
MOBILITY
AGILITY

Wherever your employees work

Mike Young – Strategic Sales Executive

*Marc Klein – Professional Services
Manager*

ARE YOU READY FOR THE future OF
WORKING?

THE REALITY OF WORK HAS CHANGED

*Businesses need new ways to
ensure the productivity of their
knowledge workforce*

HOW ARE YOU FACING THESE CHALLENGES?



Can your knowledge workforce access documents and work efficiently remotely?



Are you able to ensure a good customer experience when collaborating remotely?



Can employees manage information properly and securely when working outside the office?

DOES YOUR SITUATION LOOK LIKE THIS?

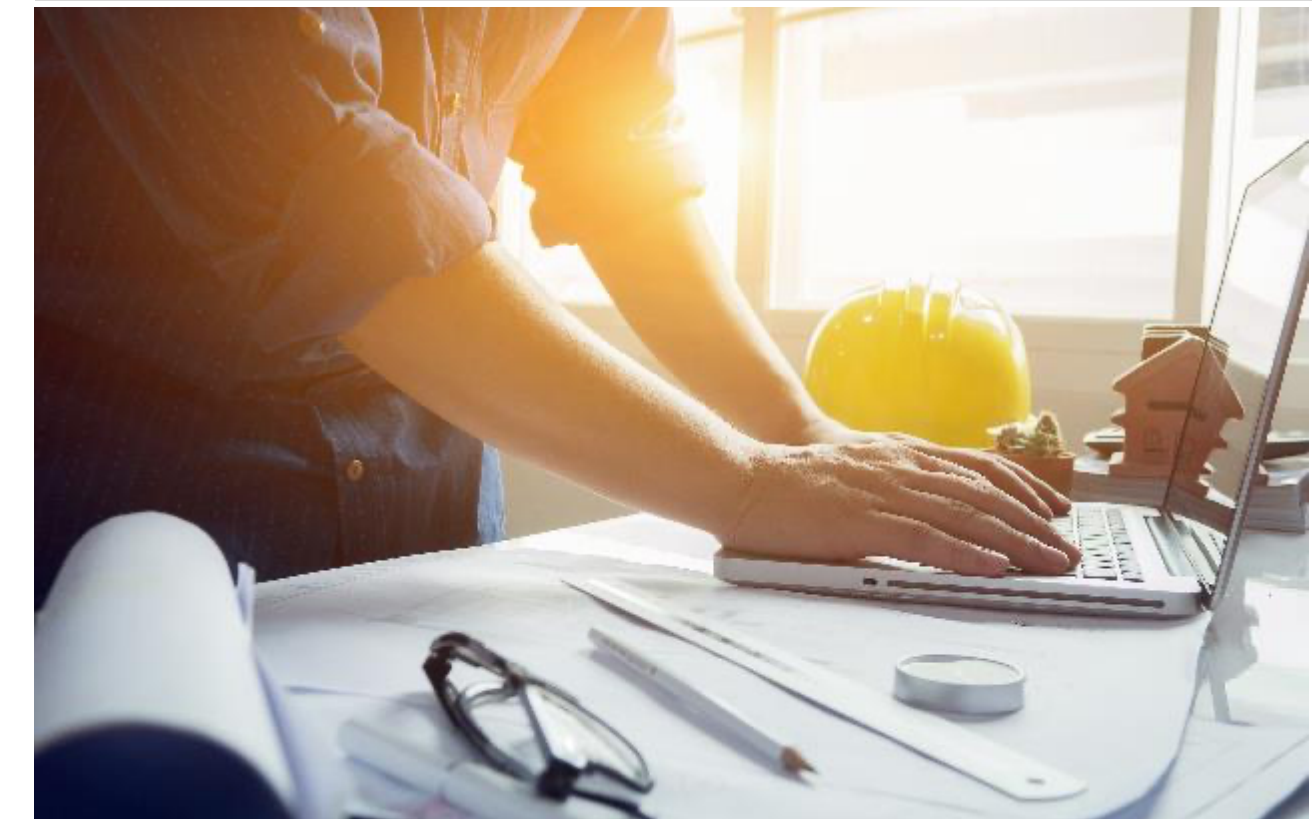
Multiple, fragmented
repositories



Difficult to find
information



Low user
adoption



 Network Folders

 SharePoint

 Exchange

 OneDrive

 Google Drive

 Dropbox

 documentum

 opentext™

 Desktops

 Laserfiche®

 OnBase®
by Hyland

 Docuware

 box

 IBM
FILENET®

 Microsoft
Dynamics

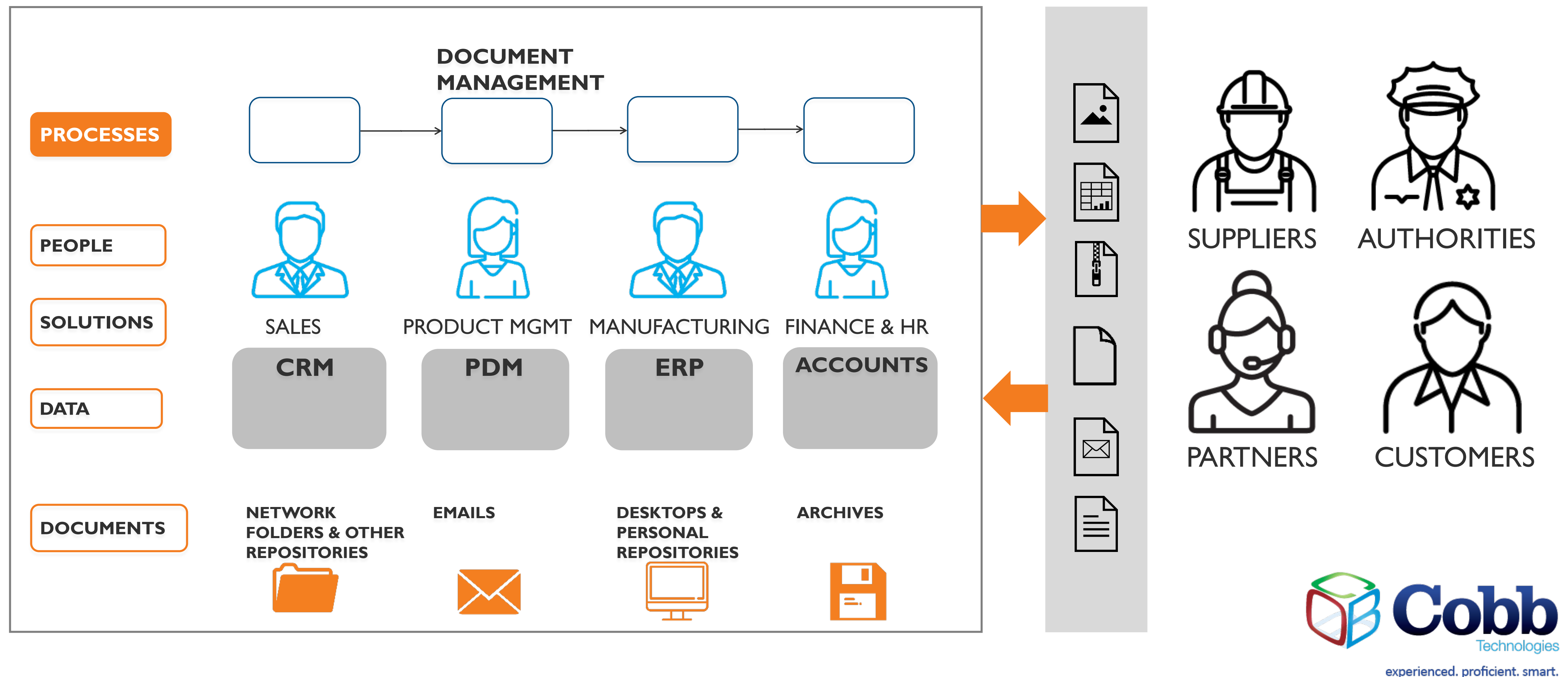
 iManage

 salesforce

 Cobb
Technologies

experienced. proficient. smart.

COLLABORATION WITH EXTERNAL STAKEHOLDERS



WHY IS IT HARD TO SEE INEFFICIENT WAYS OF WORKING WITH INSUFFICIENT TOOLS?

VISIBLE

Slow pace of gathering information Audits & inspections Re-work Claim payments High total cost of projects

HIDDEN (VAGUE)

Hidden project costs

Ad hoc search of information by your team

Employee dissatisfaction & turnover

Slow improvement pace

Unplanned costs

Long response times

Inadequate response to requests

Lost sales

Lost customer loyalty

Late delivery

Work week consists of mostly manual work

Decisions without facts / data

DON'T SETTLE FOR LESS

M-FILES - THE PERFECT BALANCE BETWEEN EASE OF USE AND RICH FUNCTIONALITY

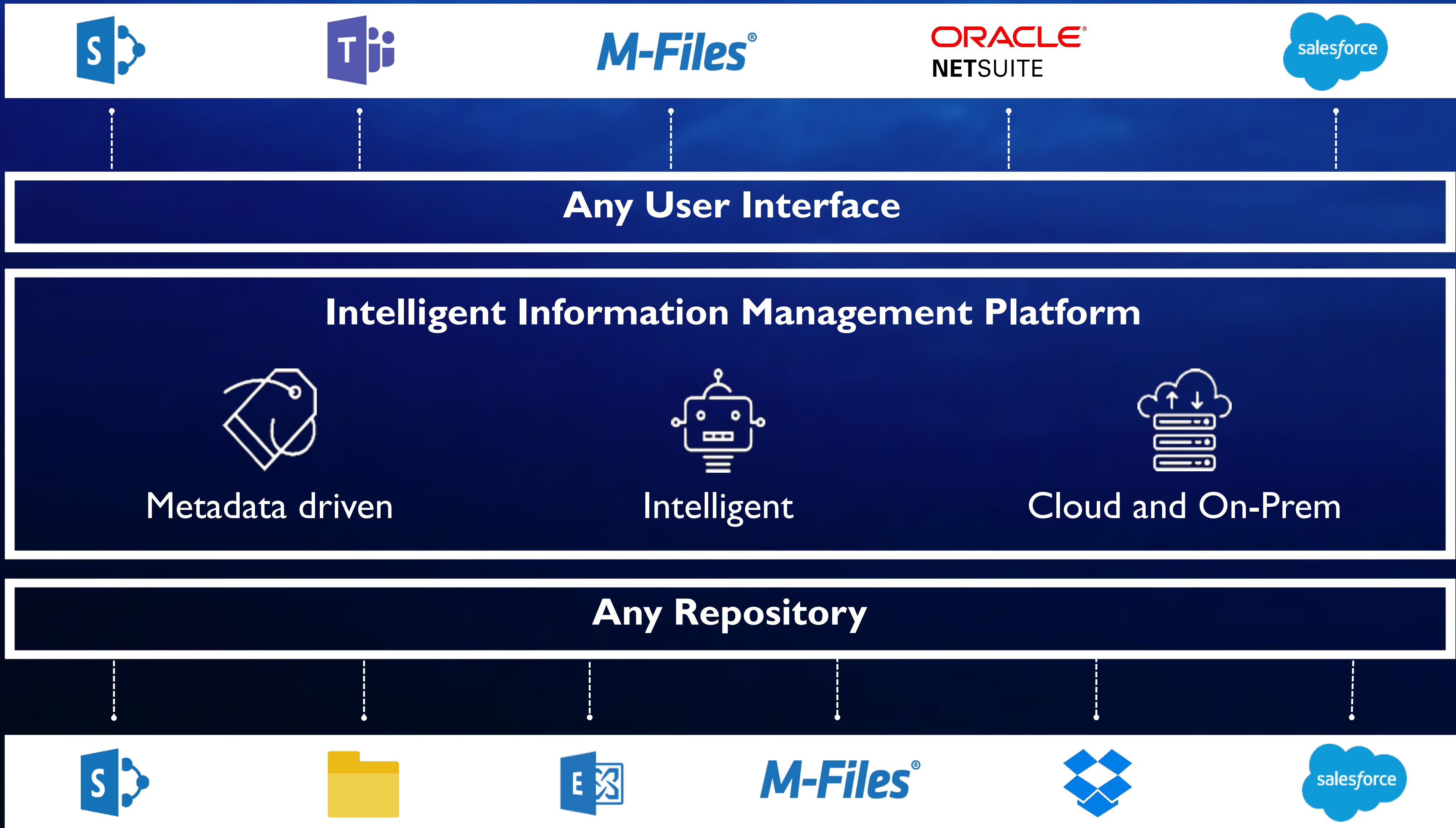
Easy to use
but limited
features

Windows folders
Dropbox
Box

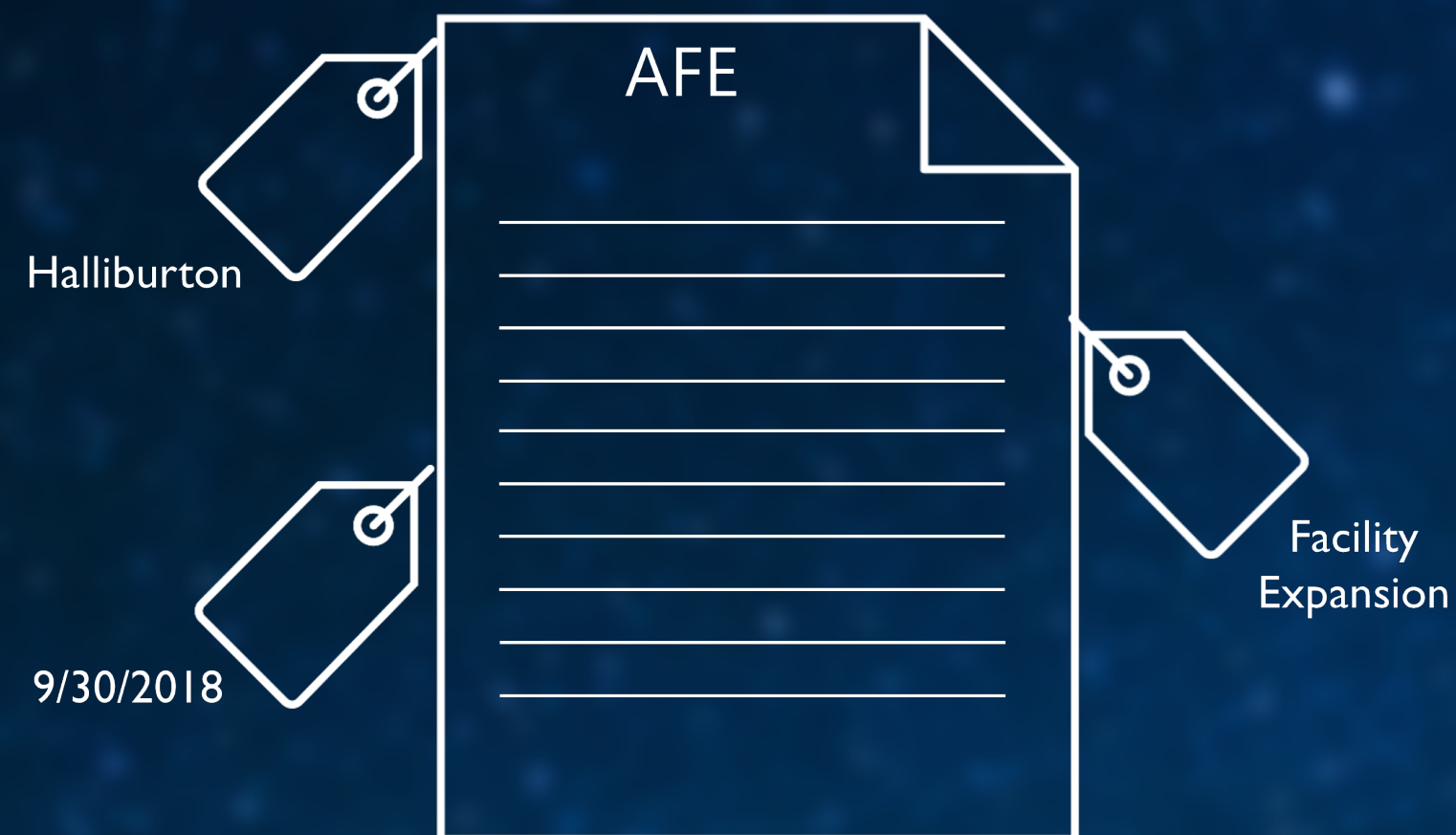
Documentum
OpenText
Hyland

Lots of
features but
complex and
expensive

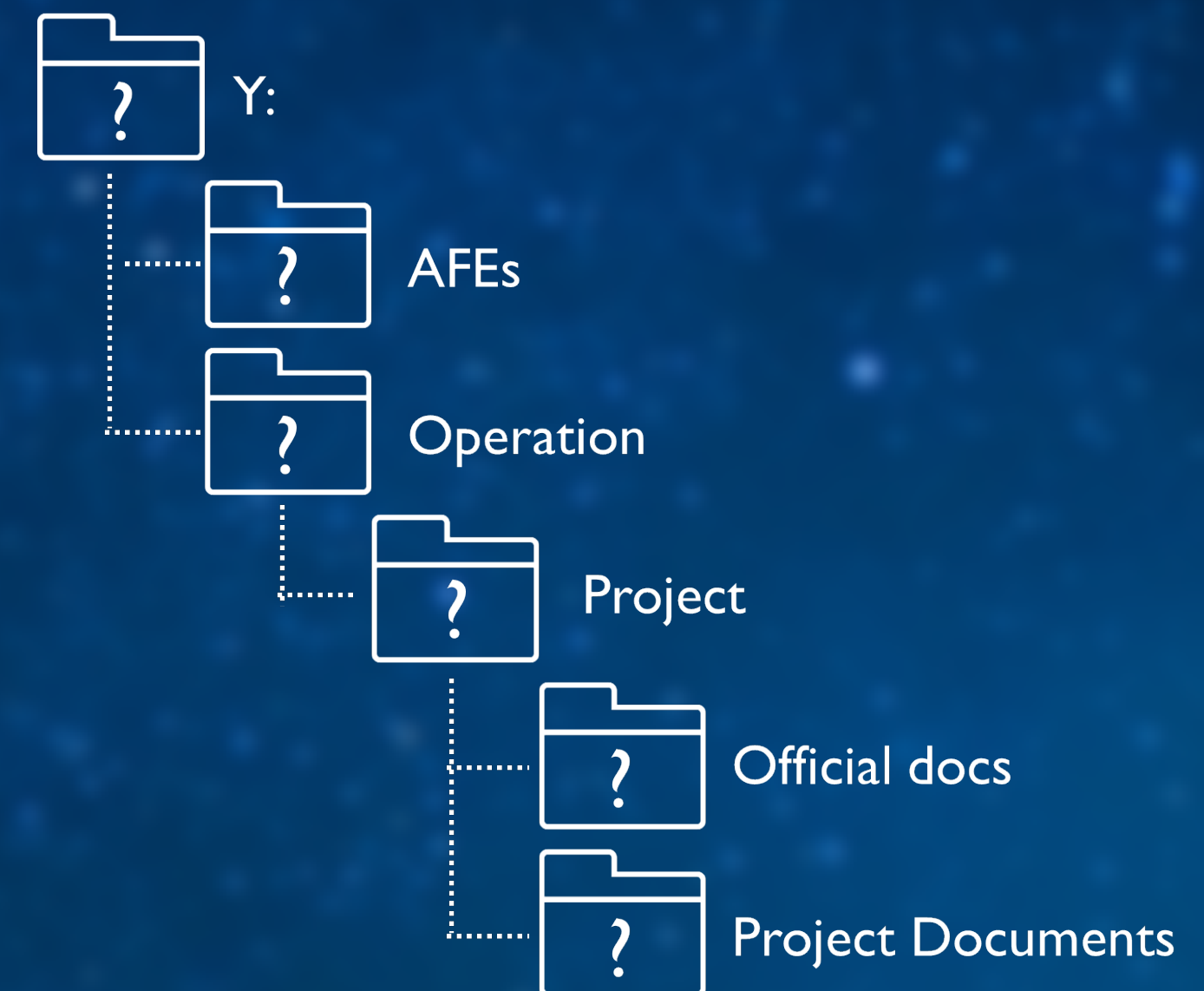
OUR APPROACH TO INFORMATION MANAGEMENT



ORGANIZE INFORMATION BASED ON **WHAT** SOMETHING IS RATHER THAN **WHERE** IT IS STORED



VS



THREE REASONS WHY USERS LOVE M-FILES



FIND, ACCESS AND MANAGE
CONTENT IN ANY SYSTEM OR
REPOSITORY



USE CONTENT
ANYTIME, ANYWHERE, WITH ANY
DEVICE, USING THE USER
INTERFACE OF YOUR CHOICE



WORK MORE EASILY WITH
AUTOMATIC METADATA AND
WORKFLOWS

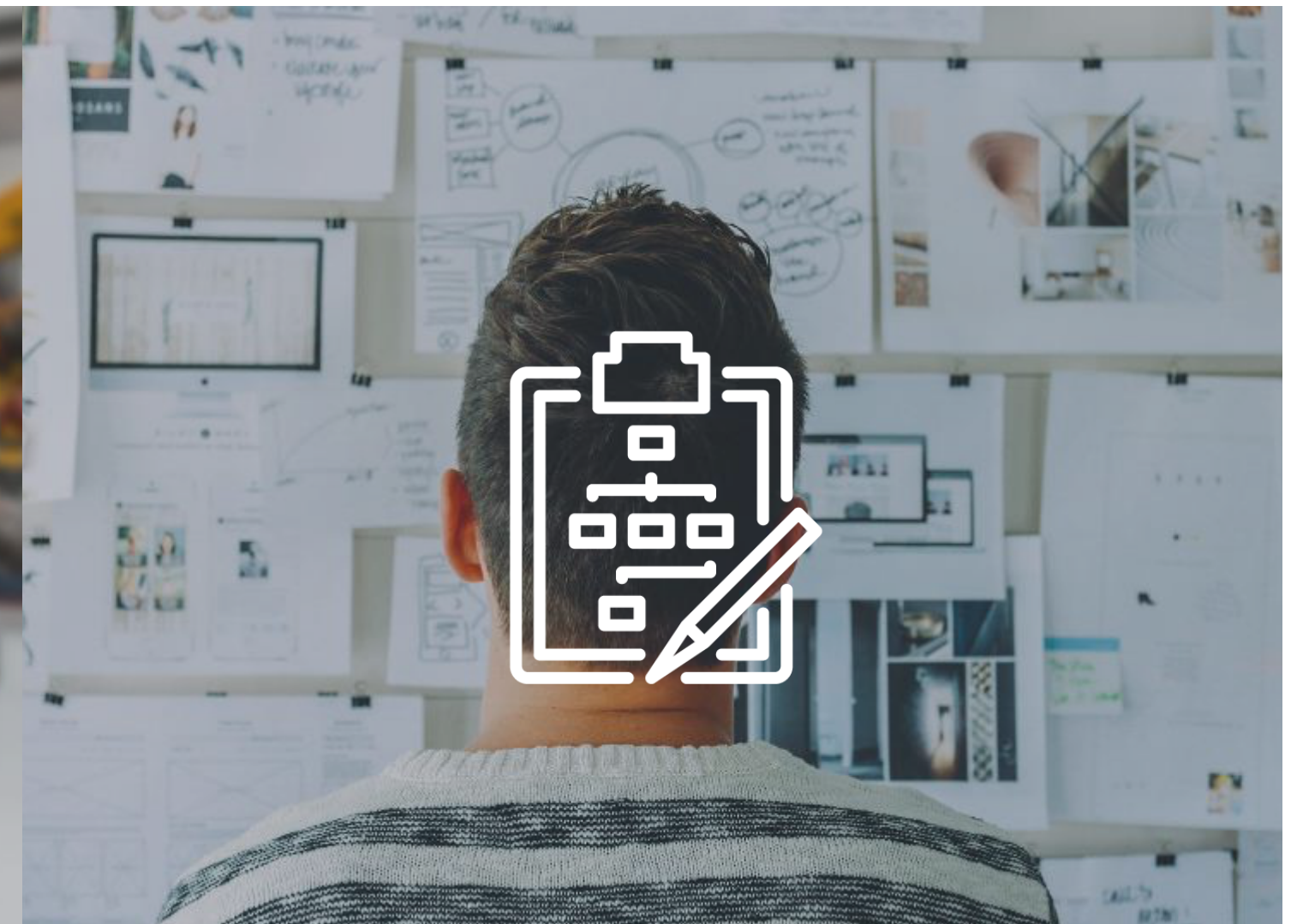
THREE REASONS WHY BUSINESS OWNERS LOVE M-FILES



QUICK TIME TO VALUE



SUPPORTS MULTIPLE USE CASES



INFORMED DECISION BASED ON
RIGHT DATA

THREE REASONS WHY IT LOVES M-FILES



ALWAYS UP TO DATE,
EASY TO IMPLEMENT AND
MAINTAIN



FITS ANY PLATFORM PREFERENCE:
CLOUD, ON PREMISES OR HYBRID



NO NEED FOR HEAVY MIGRATION
PROJECTS

SATISFIED CUSTOMERS





CUSTOMER VOICES



16

"M-Files users rated robust functionality and ease of use as the top features of the product."

Nucleus Research, ECM Technology Value Matrix 2018

"The automation provided by M-Files ensures that the documents that are vital for our operations are up to date."

Heli Mäkinen, IT Systems Specialist Finavia Corporation, Finland

"Using M-Files to streamline and automate what were once paper based, manual processes has transformed the way we work as a business."

Mirjana Krneta Business Process Analyst,
Monarch Knitting, UK

"M-Files has resulted in a huge increase in productivity and accuracy in the performance of our agency."

Osmany Pereira Gonzalez, Manager Joint Services, UNEP,
United Nations



SUPPORT FOR ALL BUSINESS PROCESSES



**DOCUMENTS
CONTENT**



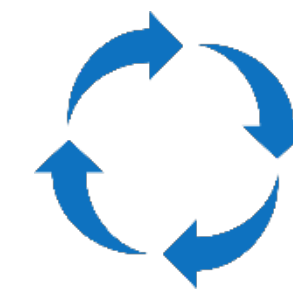
**CASES
RECORDS**



**CONTRACTS
SALES**



**PROJECTS
REPORTING**



**WORKFLOWS
COLLABORATION**



**INVOICES
ACCOUNTS**



**QUALITY
COMPLIANCE**



**HR
TRAINING**



**PRODUCTION
RISK MANAGEMENT**



**SIGNING
ARCHIVING**

THE NEED FOR MOBILITY

NEARLY 60% OF USERS EMBRACE CONTENT ACCESS ON MOBILE

Source: The AIM Industry Watch

16%

HIGHER PRODUCTIVITY



23%

HIGHER SATISFACTION



18%

HIGHER CREATIVITY



21%

HIGHER LOYALTY

Source: The Economist

ONE

ACCESS POINT TO
ALL
INFORMATION

SharePoint

Exchange

OneDrive

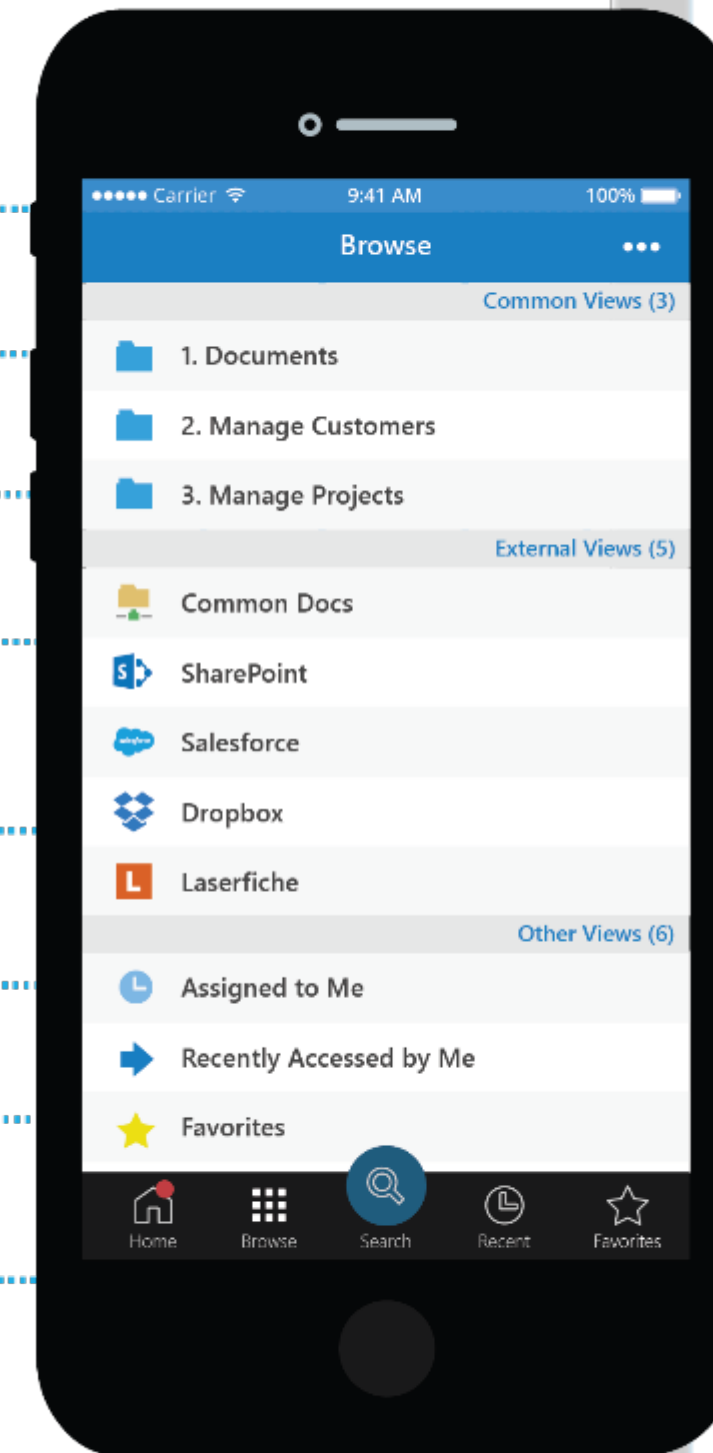
Microsoft
Dynamics

Microsoft
SQL Server

Laserfiche

opentext™

documentum



iManage

Dropbox

Google Drive

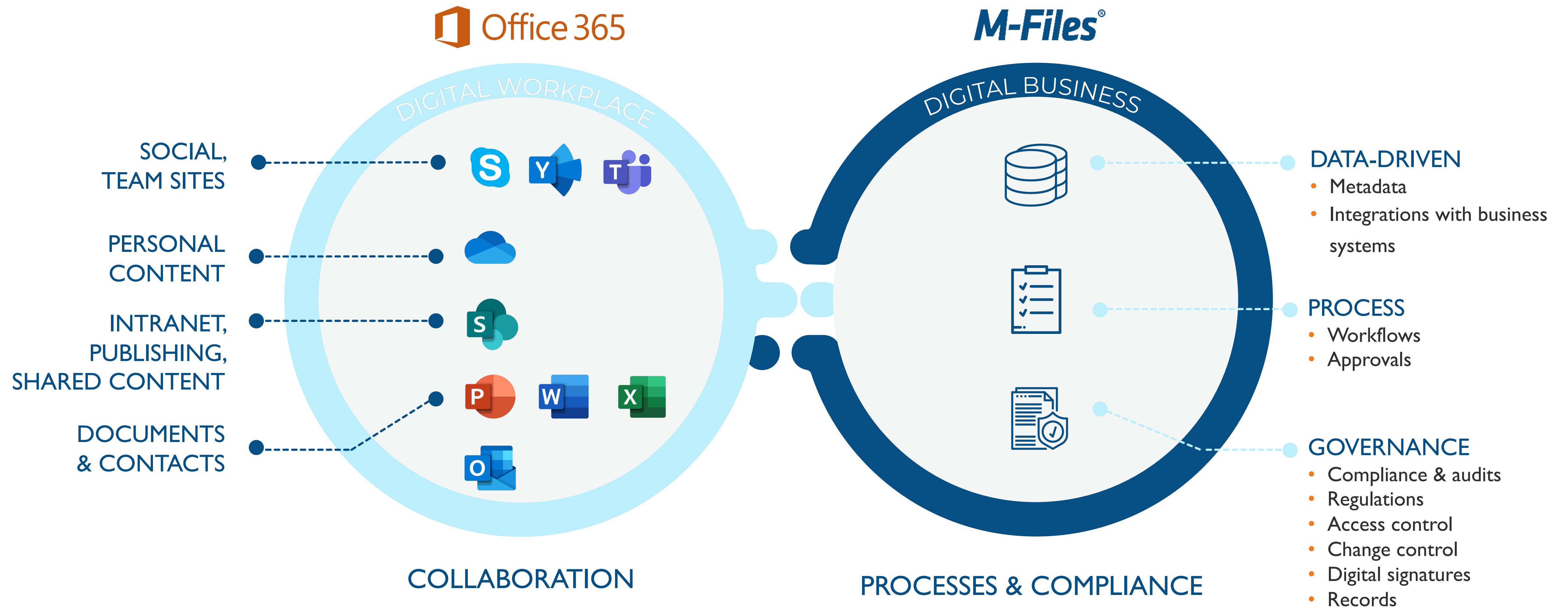
Network Folders

IBM

box

salesforce

BUILDING THE DIGITAL ENTERPRISE



COLLABORATION

DRAFTING

 Suite



M-Files[®]

WORKFLOW

RECORD KEEPING

ARCHIVING

APPROVAL

A business meeting in a modern office. A woman with curly hair, wearing a white blazer over a teal top, stands and points at a large blackboard covered in colorful sticky notes. Two men are seated at a table in the foreground, looking at the board. One man is wearing a blue suit and glasses, the other a light blue shirt. A laptop and papers are on the table. The scene is brightly lit, suggesting a professional and collaborative environment.

AGILITY TO SUIT YOUR BUSINESS REQUIREMENTS

NO NEED FOR UPFRONT INVESTMENT

PRICING AND PURCHASE
MODELS ARE CHANGING
DRAMATICALLY
FROM CAPEX TO OPEX

ONLY

1 OUT OF 5

CUSTOMERS PREFER TRADITIONAL
PERPETUAL LICENSING MODELS *

EPISODE 3

“FOLDERS ARE DEAD”



May 21st, 2020 @ 2PM

COFFEE WITH COBB

EPISODE 2: CYBERSECURITY IN THE SMB SPACE



- Patrick Judy – IT Solutions Specialist
- Jeff Blount – vCIO



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Q&A SESSION

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