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DocPoint Solutions Announces Promotion of Michael Ratigan

New Vice President of Sales to Implement Novel Business Strategy

Fulton, Md. -- August 15, 2012 -- DocPoint Solutions, Inc. (www.docpointsolutions.com), a subsidiary of Quality Associates, Inc. specializing in implementing architecture planning and design for Microsoft® SharePoint® and its integrated suite of products, today announced the promotion of Michael Ratigan to Vice President of Sales. In this position, Ratigan will have two immediate objectives: implement the firm's new business strategy and hire additional business development executives to expand the sales team.

Ratigan brings almost 25 years of sales, marketing and business development experience to the position. Since 2007, Ratigan has served as a Business Development Executive for Quality Associates, helping customers solve their document management, imaging and archiving challenges. Previously, he was a regional sales manager at both SOURCECORP and Context Media.

With this promotion, DocPoint Solutions is formalizing its posture as an electronic content management (ECM) consultant, designing solutions that recognize that optimal organizational functioning only occurs when solutions derive from the organization's business strategy. That is, DocPoint Solutions seeks to customize solutions to the overall objectives an organization seeks to attain rather than selling technology pieces that respond to individual business problems as they arise.

Michael Ratigan, Vice President of Sales, DocPoint Solutions, said, "Our goal as a company is to make our customers as successful as possible. DocPoint Solutions is unique in recognizing that solution design must work backward from business requirements within the framework of the overall business strategy. DocPoint Solutions then adds success criteria that address the end-user experience. They seek to assure the satisfaction of solution users, which in turn predicts user acceptance and use."

Ratigan continued, "Our business strategy requires mutual trust and fit in terms of positioning the right team with each client. Both current and prospective customers are unanimous in embracing our novel approach."

Scott Swidersky, President of DocPoint Solutions, commented, ""DocPoint Solutions, by virtue of its roots in document management, understands content better than any other firm in the marketplace. This knowledge, coupled with our expertise in the SharePoint environment, positions us as expert providers of integrated solutions to manage content over its life cycle. Sharing this expertise from the perspective of consultants that can analyze needs and translate analysis into architecture is unique in the marketplace."

Swidersky added, "Michael Ratigan is singularly qualified to implement and formalize this approach. No one understands the ECM space better than he does or is more adept at customer relations. I am confident that his business acumen and leadership abilities will quickly translate to business growth for DocPoint Solutions."

About DocPoint Solutions, Inc.
DocPoint Solutions is a Microsoft Partner with Gold Competency specializing in implementing, training and supporting Microsoft Office SharePoint and its integrated product suite. With a focus on ECM and document capture, DocPoint provides comprehensive consultative services and support to a wide range of federal, state and local governments as well as private and commercial enterprises. DocPoint is an approved SharePoint Deployment Planning Service Provider.

By combining state-of-the-art solutions with document management expertise and innovative systems design and integration approaches, DocPoint Solutions helps clients attain greater effectiveness and productivity. The company is located in the heart of the Washington, D.C.–Baltimore technology corridor in Fulton, Maryland. For more information, call 301-490-7725 or visit www.docpointsolutions.com.

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