QAI and DocPoint Raising the Bar for Three Key Third-party Software Manufacturers in the Public Sector

As the driving force behind partners' largest deals, QAI and DocPoint continue to demonstrate high qualifications for meeting government agencies' enterprise content management needs

Fulton, Md. – Nov. 4, 2015 –**Quality Associates, Inc. (QAI)**, a provider of enterprise-class services and solutions for content management, document imaging and ECM, and its affiliate, **DocPoint Solutions, Inc.**, a leader in the implementation, customization, training and support of SharePoint solutions and its integrated suite of products, are raising the bar for three key third-party software manufacturers in the public sector. As the driving force behind their partners' largest-ever deals, QAI and DocPoint continue to demonstrate their high qualifications for meeting government agencies' ECM needs.

Drawing from decades of experience working with clients in the public sector, QAI and DocPoint are uniquely qualified to help federal organizations solve their most significant content management challenges. Their team of subject matter experts, internal and external resources, customer service and sales methodology, have allowed QAI and DocPoint to be central factors in their partners' most significant transactions.

"It is no coincidence that we landed the three largest deals in history for some of our industry's market leaders," said Scott Swidersky, president of DocPoint and executive director of QAI. "Our approach to the public sector is completely different from that of our competitors – we've developed a business philosophy and strategy that involves leveraging the best of all our resources. This approach, coupled with our deep knowledge of the public sector, enables our partners to continue to achieve these types of deals now and in the future."

Highlights of QAI and DocPoint's partners' recent deals in the public sector include:

- **Nintex:** In September 2015, DocPoint helped Nintex close a $1+ million deal with a U.S. Armed Forces branch. Jakob Maciolek, Nintex's VP of Sales in the Americas, said, "Government agencies are successfully automating basic to 'mission-critical' processes with the Nintex workflow automation platform to ensure the right people are connected to the right content at the right time. Partners like DocPoint Solutions have been and continue to be pivotal in helping Nintex secure significant government contracts including our recent $1 million-plus deal with a U.S. Armed Forces branch. This large, operational use-case illustrates the breadth and depth of our technology, while reinforcing Nintex meets government security and compliance requirements whether it is deployed on-premise or in the cloud."

- **Kofax:** In August 2013, QAI closed a more than $7.6 million deal for Kofax to support a government healthcare organization. This was the largest deal in Kofax history. Sean Alger, Kofax's vice president of sales (public sector), commented, "QAI is one of our most trusted, 'go-to' partners, especially when it comes to business in the public sector. Over the years, the company has built a practice around Kofax and has been highly invested in the relationship. Due to QAI's expertise in our solutions and familiarity with our customer set, we were able to land the largest software deal in the history of our company. We plan to continue to rely on QAI and DocPoint to support us in delivering smart process applications to help clients in public sector streamline their data capture initiatives."

- **AvePoint:** With DocPoint serving as the primary contractor, AvePoint completed a deal in September 2015 with a civilian agency comprised of AvePoint's administration, compliance, and governance solutions. Peter Sandeen, AvePoint Public Sector's director of federal civilian sales, noted, "DocPoint has enabled us to reach clients in the public sector, including a significant customer requiring a comprehensive SharePoint solution set that automates administrative tasks, mitigates risk, and enforces governance policies. DocPoint's ability to provide the contract mechanism and program oversight complemented our unique software solutions, integration services, and support offerings as we completed this project."

Whether supporting a partner or pursuing their own business endeavors, QAI and DocPoint possess a breadth of capabilities well-suited for servicing the public sector – from scanning and archiving paper records to comply with federal regulations, to creating secure intranet portals, to driving SharePoint user adoption rates through training solutions. The synergy between the two entities provides public sector clients with the benefit of turning to one resource for a complete, cost-effective solution for better-managing and collaborating on information throughout the enterprise.

To learn more about QAI and DocPoint's ECM solutions and services for the public sector, visit **www.qualityassociatesinc.com/industry-solutions/government/** or **www.docpointsolutions.com/industries/government/.**

About Quality Associates, Inc.

Quality Associates, Inc. (QAI) provides customized solutions and services that turn printed materials and electronic information into useful, organized data that can be readily located and accessed by authorized users. From scanning and imaging to complete, searchable systems that bring information directly to the desktop, QAI offers complete systems integration, support and post-deployment training to ensure success. Founded in 1986 and located in close proximity to both Baltimore and Washington, D.C., QAI has grown significantly over the years into a trusted, experienced Value-Added Reseller (VAR) with an extensive electronic content management (ECM) supplier and partner network. QAI works with federal, state and local agencies; schools, colleges and universities; chemical and manufacturing companies; pharmaceutical, healthcare and medical research organizations; financial, accounting and law firms; professional associations; and many others.

Quality Associates, Inc.
8161 Maple Lawn Blvd | Suite 200
Fulton, MD 20759
800.488.35.47
QualityAssociatesInc.com

About DocPoint Solutions, Inc.

DocPoint Solutions is a Microsoft Gold Certified Partner specializing in implementing, training and supporting Microsoft SharePoint and its integrated suite of products. With a focus on enterprise content management and document capture, the company provides comprehensive consultative services and support to a wide range of federal, state and local governments as well as private and commercial enterprises seeking to maximize the value Microsoft SharePoint brings to their operations. By combining state-of-the-art solutions with document management expertise and innovative approaches to systems design and integration, DocPoint Solutions helps clients attain new levels of effectiveness and productivity. The company is headquartered in the heart of the Washington, D.C.–Baltimore technology corridor in Fulton, Maryland.

DocPoint Solutions
8161 Maple Lawn Blvd | Suite 200
Fulton, MD 20759
301.490.7725
DocPointSolutions.com

Media Contact:
KRISTINA KELLY
DPR Group Inc.
240.686.1000
kkelly@dprgroup.com

Company Contact:
SCOTT SWIDERSKY
DocPoint Solutions, Inc.
301.490.7725
scott.swidersky@docpointsolutions.com