



September 02, 2009

Strategic cooperation between berolina Schriftbild GmbH & Co KG and docuFORM GmbH



With several pilot installations within the scope of the Mercury DMS solution, both companies already have approached within the last year. At the same time, the first installations within the scope of Follow2Print and print cost accounting have been performed at customers of berolina Schriftbild & Co.KG. Beneath the classic document management and output management solution from docuFORM, the company is recently also engaged in print cost accounting and printer monitoring. Especially within the scope of printer monitoring, the Mercury Fleet & Service Management product enhancement could be established at the market very successfully within this year.

Based on the already performed Mercury installations, both companies have decided to cooperate in future even more intensive and closer. Within the scope of this partnership, berolina locations, dealer and customers will be equipped all over the country with the Mercury Fleet & Service Management software. In parallel, berolina employees have started to train partner and dealer in addition to the Fleet & Service Management, also in Mercury DMS and Follow2Print products to be able to start adequate sales activities in the market. The first installations in the field have already been processed very successfully in Germany

The product: Mercury DMS - Fleet and Service Management

In addition to classical forms printing and output management modules, Mercury now has comprehensive Accounting and Fleet & Service Management for printing systems available. These modules are completely independent, but can also be used in combination. This allows directly at customer sites performing of both, accounting - means accounting of printing costs and budgeting - and also, in addition to that, remote monitoring of printing systems and in combination to that, centralized storage and archiving.

The enhancement of the Mercury Document Management range of products with Accounting, Follow2Print and Fleet & Service Management, results in a strategic product enhancement.

The continuity of the Mercury module system, starting from host applications and data conversion, up to output management and print cost monitoring, is a unique selling point for this product within the European market. This makes the partnership with companies like berolina Schriftbild so important, because those professional strategic partners can push the product Mercury in the German market decisively.' says Martin Denk, CEO of docuFORM GmbH.

berolina Schriftbild GmbH & Co. KG

With individual consulting, technical services and the usage of eco-friendly consumables with in-



creased efficiency, berolina Schriftbild optimizes the printer and copier equipment of companies. With this, berolina reduces printing costs and protects the environment twice: More performance means fewer litter, cost reduction with active environment protection has made berolina Schriftbild within the last 40 years to one of the leading European manufacturers for alternative consumables. Today berolina is a specialist for the complete printer environment.

docuFORM GmbH

The docuFORM GmbH works since more then 20 years on digital controller solutions and document workflow. The modular designed Mercury DMS solution is a 100% in-house development ‚Made in Germany‘ and at the same time the core product of docuFORM GmbH. Beneath a worldwide sales organization, important printer manufacturers belong to the customer portfolio of this company – with strategic OEM partnerships within the scope of AFP printing, but also within the scope of accounting and DMS solutions. The company is located in the south of Germany, close to SAP, and sells his products worldwide.

docuFORM GmbH

Händelstrasse 11
76185 Karlsruhe
Tel. +49-721-16198-0
Fax: +49-721-16198-16
info@docuform.de
www.docuform.de

berolina Schriftbild GmbH & Co. KG

Kaiser-Wilhelm-Strasse 17
12247 Berlin (Lankwitz)
Tel. +49-30-772-07-95-0
Fax: +49-30-772-07-95-500
s.magnor@berolina.de
www.berolina.de