

A man in a blue shirt is leaning his head on his hands, looking stressed and overwhelmed. He is sitting at a desk with a massive, tall stack of papers in a wire tray in front of him. The stack is composed of many different colored papers, including white, yellow, and brown. A black binder clip is attached to the stack. The background is a plain, light-colored wall.

**ADVANCED
RECORDS
MANAGEMENT**

*Overview of our
technology services
business*

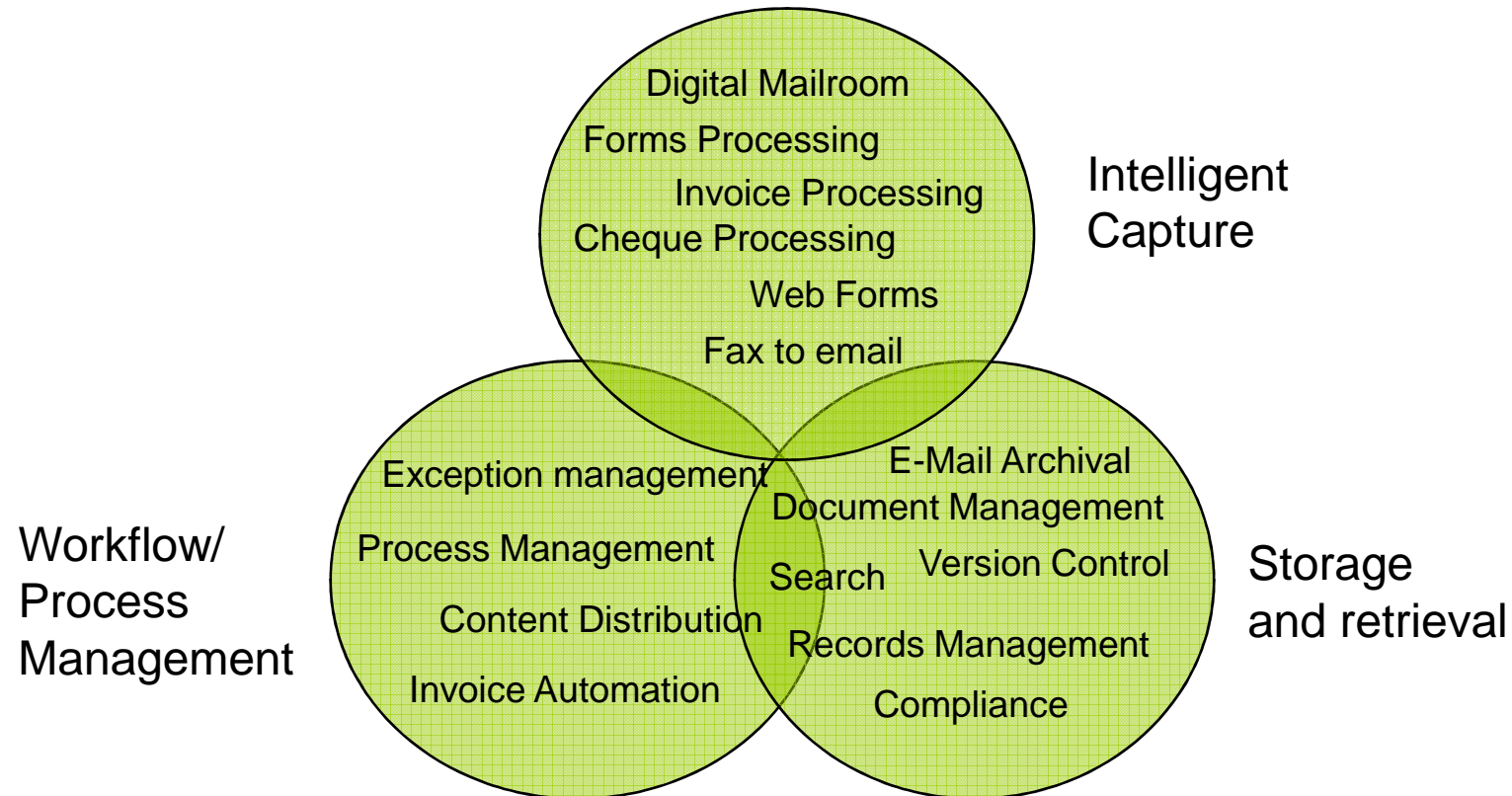
March 2009

Introduction to ARM

- Enterprise content management (ECM) specialist since 1994. Initially operated a document scanning and imaging bureau
- Assist companies to reduce the amount of paper used in their office and to digitally manage their information to improve business performance.
- Core competence as a systems integrator specialising in the intelligent capture, management and storage of enterprise information.
- Strategic partner with the following Tier 1 technology businesses:
 - ✓ **EMC** – Content management and archiving
 - ✓ **Basware** – Enterprise Purchase to Pay (EPP) automation
 - ✓ **Open Text** – Content management (recently acquired Captaris)
 - ✓ **Autonomy** – Content Management (acquired Interwoven in Jan 09)

ARM's Core Competence

ARM integrates the intelligent capture, processing and management of enterprise information



Our key focus areas

- *Procurement to Pay (P2P) processes*
- *Mortgage /claims processing*
- *Digital mail rooms*

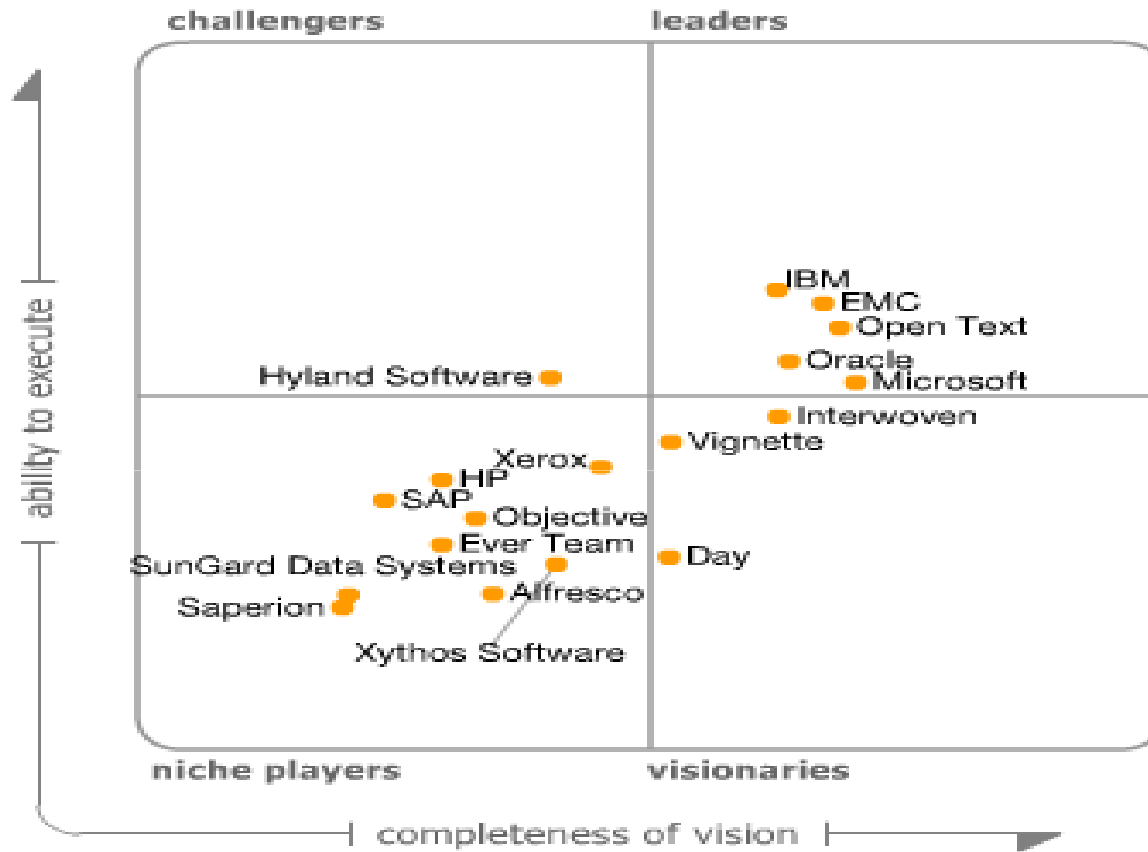
We help business to move towards a paperless office by streamlining and automating these business processes. This helps businesses to improve the following:

- operational effectiveness and profitability
- cashflow and working capital
- customer service

Our solution-based approach

- ***Business Case and Solution Design***
 - ARM helps organisations to prepare the business case that supports the enterprise content management/procurement initiative.
 - We can also provide clients with a solution design following a short scoping phase.
 - Solution design includes “best of breed” solutions from EMC, Basware, Autonomy and Open text
- ***Solution Delivery***
 - ARM acts as the “prime” systems integrator and works closely with our technology partners to deliver the solution
 - ARM has certified programmers, business analysts, data architects, project managers and product specialists that have successfully delivered solutions over 15 years
- ***Solution Support***
 - We can provide 24/7 solution support and potential outsourcing/bureau solutions

ARM's content management partners



Gartner

Source:
Gartner Magic Quadrant
for Enterprise Content
Management

Karen M. Shegda, Toby
Bell, Kenneth Chin,
Mark R. Gilbert, Mick
MacComascaigh

23 September 2008

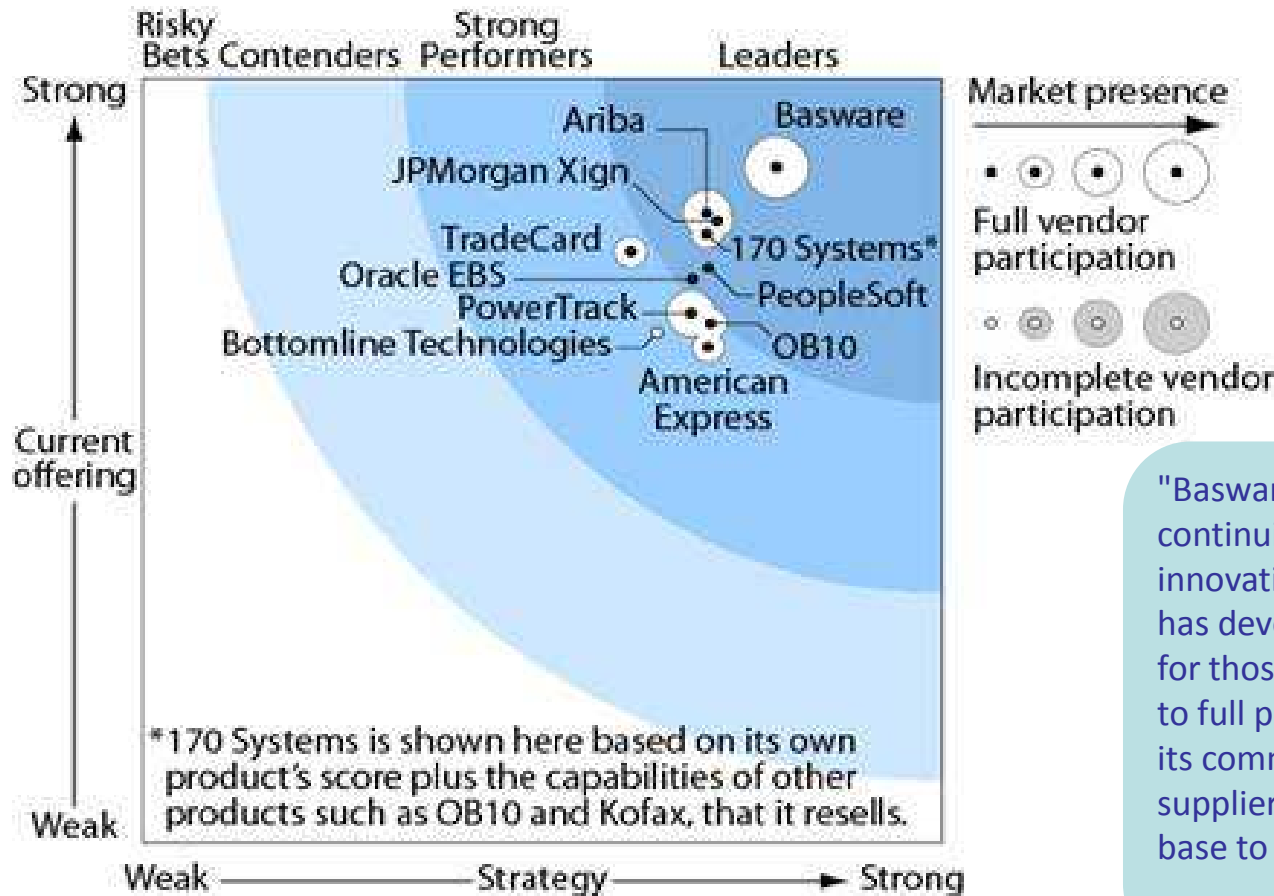
As of September 2008

* Magic Quadrant Disclaimer—The Magic Quadrant is copyrighted 23 September 2008 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

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RECORDS
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Our P2P partner – Basware – market leader

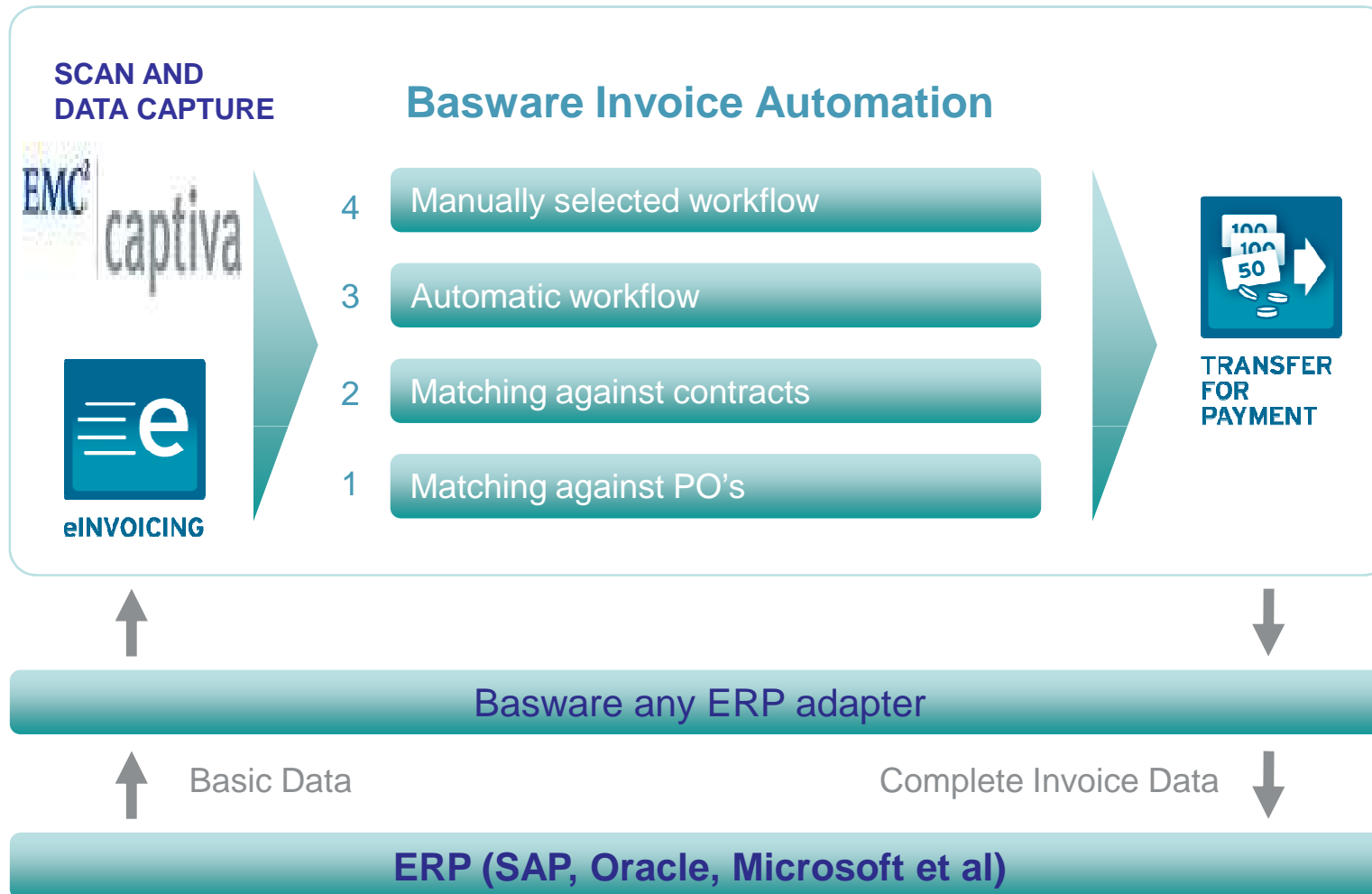
The Forrester Wave: AP-EIPP, Q2 2008 report on the 18th of June 2008.
A survey made in the US of Electronic Invoice Presentment & Payment vendors



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"Basware has the best-rated strategy, continuing to enhance its EIPP product innovation while expanding into new areas. It has developed a strong eProcurement product for those companies wanting to go beyond I2P to full procure-to-pay. One key differentiator is its commitment to interoperability with other supplier networks to deliver a wider supplier base to its buyer clientele."

ARM P2P Solution Architecture



How we help our clients

Business Case and Solution Design

- ARM helps organisations to prepare the business case that supports the enterprise content management initiative.
- We can also provide a solution design following a short scoping phase.

Solution Delivery

- ARM has certified programmers, DBAs, project managers and technology specialists that can deliver and implement the solution within an agreed timeframe and budget.
- We can also design the data architecture and help to integrate the solution using middleware/workflow capabilities

Solution Support

- We can provide 24/7 solution support and potential outsourcing solutions

ARM has helped clients in most sectors

Retail



Manufacturing



Services



Banks, Insurance and Financial Organizations



Health and Government

