

Your Customers are utilizing Microsoft Dynamics to help run their business, yet they're still shuffling paper, printing emails, filing documents and searching for them in giant metal cabinets...handling documents is slowing down their business; KwikTag is the solution. Here are some questions to help you develop the opportunity:

Discovery Questions

- How are you filing and retrieving AP invoices? Is it problematic?
- Have you considered or do you currently have a paperless project within your Accounting/Finance department?
- If not, when would a project such as this reach the Accounting Manager, Controller, CFO's radar?
- Identify if it's a paper problem disguised as a business process problem.
 - ✓ Can't support increased business velocity
 - ✓ Routing/approval bottlenecks
 - ✓ Compliance/auditability challenges
 - ✓ Document storage – running out of floor space (look for the number of file cabinets in departments)
 - ✓ Document retrieval – is it taking them a long time to find documents that have been filed.
- What is your customer's current understanding and what are their expectations about the maturity of solutions out there that promise the "Paperless Office." Are they interested in exploring our progress in this area if we can prove that we are both affordable and easy to implement while offering a true Enterprise solution for Transactional Content Management?
- Listen for other ISV Opportunities – for example:



- Your clients have already invested in Microsoft Dynamics to streamline business processes.
- KwikTag further enhances the existing Microsoft Dynamics investment by providing transactional content management, which you can look at as “next generation document management,” and workflow to increase productivity and improve business processes.
- KwikTag also easily connects to other ISV and Microsoft solutions, providing a true enterprise wide solution.

Consider the Cost of Managing Paper Documents

The Cost of Paper vs. Digital Storage of Documents	Paper	Digital
Average time to retrieve one document	7 min.	4 sec.
Average time to re-file	3 min.	0 min.
Average total cost of retrieval and re-filing	\$2.00	\$0.20
Average cost of an unavailable file	\$120.00	\$0.00
Average annual cost of maintaining a file	\$3.44	\$1.81

(Information from the Dartnell Institute and ODDSAR Publication. Dollar amounts based on a US \$12.00 per hour wage, includes salary, fringe benefits, overhead and taxes. Includes materials, space and labor.)