

## **Metaphorix and Equisys deliver cost savings and efficiency gains to Microsoft Dynamics NAV customers**

**Agreement sees Metaphorix include Zetadocs for NAV as standard for all new customers**

**London, UK – 13<sup>th</sup> July 2010:** Equisys plc today announced an agreement with Metaphorix Ltd that will see Zetadocs offered to all new Metaphorix customers, as part of a complete solution with Microsoft Dynamics NAV.

Integrating with Microsoft Dynamics NAV and GP, Zetadocs allows ERP reports such as purchase orders and invoices to be emailed and faxed individually or in batches, whilst still personalizing content, address details and attachments. Additionally, incoming documents can be captured for on-screen processing, archive and sharing via SharePoint. Zetadocs allows customers to significantly lower their document delivery costs, achieve faster invoice payment, improve credit control and provide better customer service.

“The delivery element of Zetadocs satisfies a basic need that is not included in Microsoft Dynamics NAV,” said Neil St John, Sales Manager at Metaphorix Ltd, one of the UK’s top ten Microsoft Dynamics NAV partners. “Automating the delivery of documents by email and fax helps customers save money and increase productivity, so including Zetadocs as standard in all our new system sales increases the value proposition of NAV. What’s more, the integration with SharePoint and the ability to scan documents, and perform Optical Character Recognition (OCR) to help process information, increases efficiency and is valuable for a number of processes.”

Metaphorix helps small and medium-sized companies change the way they do business with their customers and suppliers. With high quality professional services that are constantly evolving, Metaphorix delivers project management designed to remove factors that can put the project at risk, all for a fixed price. A Microsoft Gold Certified Partner, Metaphorix focuses on companies working in the construction, manufacturing, distribution and service sectors predominantly in the UK.

Chris Oswald, CEO at Equisys commented: “Metaphorix quickly understood how Zetadocs would benefit its customers, and the agreement means that Zetadocs will be included as standard for all new customers of Microsoft Dynamics NAV. The cost savings and efficiency gains delivered by using Zetadocs with NAV will provide a compelling return on investment for customers, allowing Metaphorix to stand out from the competition.”

“We have thoroughly enjoyed working with Equisys on creating this opportunity for our customers,” concluded Neil St John at Metaphorix. “The Equisys team is extremely enthusiastic about Zetadocs and the benefits that it brings to users of Microsoft Dynamics NAV. We’ve found them to be incredibly helpful, very flexible and always looking to serve the needs of the customer as best they can. I believe that this agreement will be of great benefit not just to Metaphorix and Equisys, but more importantly to our mutual customers.”

Metaphorix has already delivered installations of Zetadocs for NAV to customers including Rimstock, Pearce Construction, Guthrie Douglas, 2Ergo and MPG Group. The reseller is now introducing Zetadocs to its other existing customers, and to all new customers looking to implement Microsoft Dynamics NAV.

## About Equisys

Equisys produces software packages for document production and delivery, including the award winning Zetafax® network fax server and a family of Zetadocs® products that includes Zetadocs for NAV, Zetadocs for GP and Zetadocs PDF.

Our software products are designed for small and mid-market businesses, and for departmental use at multinational companies. They stand out from the competition by being simple to install and manage, reliable and great value – backed by outstanding service and support.

We have over 60,000 customers, in more than 100 countries which are served through an international partner network of distributors, VARs, resellers and ISVs.

Our market leading fax server, Zetafax, speeds the flow of critical business documents by enabling users to send and receive faxes on their PCs. It integrates with ERP, CRM, accounting and other applications for automated faxing from those systems, providing auditable records of fax communications.

Zetadocs helps users work smarter by creating and delivering electronic documents, streamlining business processes to remove tedious manual procedures and help companies improve the service levels they offer. Zetadocs integrates seamlessly with Microsoft Dynamics.

Equisys was founded in 1987 and has offices in London, UK and Atlanta GA, USA.

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## About Metaphorix

Metaphorix is a Microsoft Gold Partner that helps small and medium-sized companies change the way they do business with their customers and with their suppliers.

Using the Dynamics NAV suite of ERP and CRM software from Microsoft, together with their high quality professional services, Metaphorix evolve the clients' business processes to deliver a faster, more accurate, more productive and more efficiency business model.

As the partner of choice for over 100 companies, from construction and manufacturing to retail and distribution, Metaphorix know exactly what it takes to implement Dynamics NAV successfully, and offer a fixed price for the entire project.

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