



# ITESOFT Drives International Growth Through UK Operations



## ITESOFT UK Delivers Impressive Q3 Business Turn Around Through New Name Customer Acquisitions

ITESOFT, the leading provider of document automation solutions, is driving strong international growth in 2009 through its UK operations.

Business activities in ITESOFT UK are showing signs of a turn around. Following two successive quarters of negative growth, turnover during Q3 showed a growth of 6% in sterling terms as well as the signature of four new contracts, including British Waterways and NAAFI.

All these customers have invested in ITESOFT.FreeMind for Invoices, a purchase to pay automation solution that typically reduces the time and cost of processing invoices by over 50%.

*“Our sales position remains founded on an offer that is carefully positioned in terms of both technology and competitiveness, meeting all the needs of the most demanding of bluechips. We are seeing the benefits of a genuine resurgence of business activity in the UK. We are confident that these trends will continue over the coming few quarterly periods,”* commented ITESOFT CEO Philippe Lijour.

Bill Webb, UK Managing Director, added, ‘Despite the prevailing difficult economic conditions we are seeing strong demand for our solutions in the UK market. This revolves around the significant internal cost and time savings that our customers experience when deploying FreeMind, hence supporting the business efficiency initiatives that are currently dominating the focus of IT projects in the UK.’

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Farnham,  
27 October, 2009



## About ITESOFT

[www.itesoft.com](http://www.itesoft.com)

Founded in 1984, ITESOFT is a European software company specialising in developing automatic information flow processing solutions. The company has offices in Germany (ITESOFT Deutschland GmbH, Hamburg), in the UK (ITESOFT UK Ltd, Farnham) and in France (Headquarters: Aimargues (30); Paris: ITESOFT).

With unique know-how in character and shape recognition technologies, ITESOFT solutions are used by over 600 customers throughout Europe in a wide range of business sectors, including: Direct Sales, Finance, Government, Industry, Insurance, Mail Order Sales, Retirement, Services, Social Security/Healthcare, and more. These solutions handle more than a billion documents per year, optimising internal business processes and reducing costs, while increasing document handling speed and improving data reliability.

Today, ITESOFT is the French market leader for capturing and processing documents electronically, and is a major pan-European player.

Group turnover, 2008: 19,4 M€ ■ Group staff, 2008: 160 people

ITESOFT offers a complete, integrated, and flexible line of software solutions for electronically capturing, automatically processing and handling all documents entering an organisation: correspondence, forms (orders, slips), invoices, and payments (checks, bank drafts, etc.). The company's software product line is based on three core products:

- ITESOFT.FreeMind dedicated to capturing and automatically processing documents. Specific modules include:
  - ITESOFT.FreeMind Enterprise to capture, categorise and indexing all incoming documents
  - ITESOFT.FreeMind for Business to handle all kinds of business forms and documents
  - ITESOFT.FreeMind for Invoices to handle supplier invoices
  - ITESOFT.FreeMind for Orders to handle BtoB order forms
- ITESOFT.Share to handle document management and workflow, fully Web-based
- ITESOFT.iSpid to handle payment documents

These solutions offer advanced, seamless integration with the market's leading ERP systems including Arcole, Coda, Infor (Anael, Baan, Smartstream, Sun Systems, ...), JDEdwards, Microsoft Dynamics, Oracle E-Business Suite, PeopleSoft, Sage, SAP®, etc..

ITESOFT's mission is to "capture 100% of all documents and automate 100% of all processes within the company".

ITESOFT has been listed on Euronext Paris since February 2001  
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