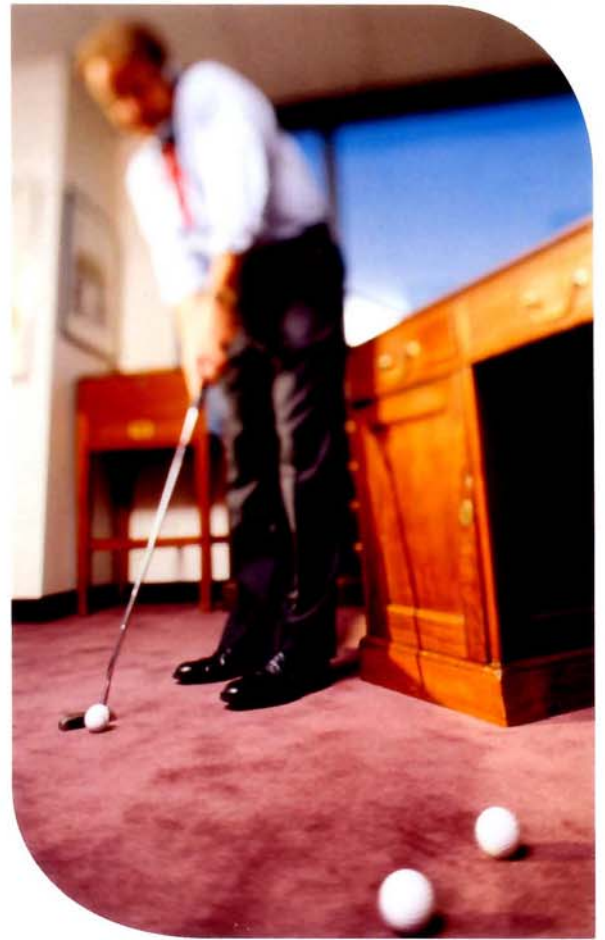


Less space, Less cost



■ ■ ■ ■ “There was too much paperwork, plus we have relatively small offices and didn't want to move”

~Robert Beegle, president of Marcon International.

Brokerage firm Marcon International (WA, U.S.A.) used to keep surveys, technical drawings and photos of about 8,000 commercial vessels, tugboats and barges in a roomful of filing cabinets and boxes. They also had about 8,000 international clients who would call and ask information about these ships. When a call came in, a broker used to have to type up a letter and print it out, find the file and photocopy its contents and mail the bundle to the prospective buyer. Major hassle and a nightmarish amount of paper.

Few years ago, they bought FileMagic, a document management system with fax feature and started archiving imaged files into the systems. With the new system, the broker writes a cover letter in Microsoft Word, goes into FileMagic, pulls up a vessel* file and views all the documents in it. After choosing the items to send the client by fax, the broker sends them off with a click of the mouse.

Since then, they have gotten rid of seven file cabinets and dramatically improve the response time to the prospective buyer. But the most important thing is, people now can live with a comfortable office and enjoy a fantastic view of Mount Baker behind the window. ■



What is Fortis?

Developed by Westbrook Technologies Inc., (Branford, U.S.A.), FORTIS is a client/server based ODBC-compliant document management software suite. It worked with powerful industrial database platform - Oracle, MS SQL server, Informix and Centura SQLBase. FORTIS allows user to capture information from any number of derivatives, including paper, facsimile, email, software applications and even handwritten notes. The captured documents are then stored digitally on a computer system, reducing storage costs and eliminating retrieval headaches. Users also can file, store, copy, retrieve and integrate documents into their business applications.

Whether for a single desktop or a multi-user environment, FORTIS improves control over business documents, helping users organize work and facilitating the sharing of information.



Fortis's family



**Freedom to choose,
power to share**



**When documents are
essential to the task**



**Recording a CD-ROM was
never be easier**



**The Electronic Report
Management**



**Access your document,
anytime, anywhere.**



**Put your Microsoft Office
documents to work!**

TOPPAN FORMS

Established in 1988, Toppan Forms Computer Systems Ltd. builds up its leadership in systems integration, e-commerce solution, business application, IT training and professional services.

Today, we bring you a state-of-the-art document solution, FORTIS, together with our total documentation service that open a new window for your business in document management.



Founded in 1989, Westbrook Technologies Inc. is one of the pioneering companies in the document management industry. Westbrook introduced its award-winning File Magic series in 1990, drawing on its experience and expertise in scanning and imaging technology. It was followed with the debut of Fortis, a client/server document management software suite in April 1997. Today, its software suites are in use at more than 13,000 customer sites in 36 countries.

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