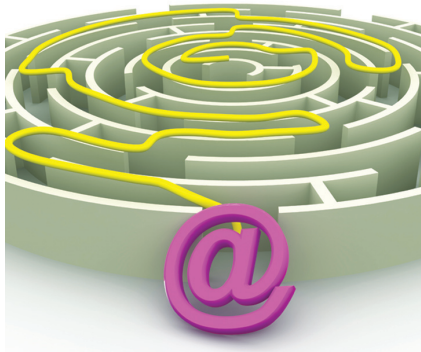


Waterbury Companies reduces costs, speeds delivery of e-mails and faxes with solution from IBM and Quadrant Software



Overview

Quadrant Software, Inc.
Tampa, Florida
www.quadrantsoftware.com

Products

- IBM Lotus Domino
- IBM DB2 Universal Database
- IBM System i
- Quadrant Software FastFax E-Mail Gateways
- Quadrant Software FastFax/Enterprise



"Throughout the years, we have gotten great technical resources at our disposal, as well as marketing support. We're glad to be part of the IBM ecosystem and look forward to many years of profitable growth."

Gary Langton,
Co-founder and CEO,
Quadrant Software

Quadrant Software is a leading provider of Paperless Process Management solutions featuring IBM Lotus® Domino®, IBM DB2® Universal Database® and IBM System i™. An IBM Business Partner, Quadrant Software participates in IBM PartnerWorld® Industry Networks and is optimized in the manufacturing industry.

Challenge

Waterbury Companies is a manufacturer of commercial and industrial air fragrance, air sanitizing and touch free products. Waterbury sells through distributors and resellers. Waterbury faced a difficult challenge in dealing with the myriad of faxes and e-mails required for invoices, purchase orders and other forms. The process was complex, time-consuming, often lacking in quality and costly. And routing faxes to the proper person inside and outside the company was a constant problem.

Solution

Waterbury Companies, based in Waterbury, Connecticut, now uses FastFax/Enterprise and FastFax E-Mail Gateways from Quadrant Software to fax and e-mail documents directly and automatically from enterprise resource planning applications and other business applications. The program runs on an IBM System i with IBM Lotus Domino and IBM DB2 Universal Database.

Benefits

Using Quadrant Software products with IBM software and servers, customers will achieve:

- Major reduction in operating costs: elimination of fax machines dedicated fax lines and impact printers and re-assignment of fax personnel to more productive work
- Elimination of unproductive time: no more running to the fax room, waiting for a dial tone, or confirmations. Faxes and e-mails now can be sent and received at the desktop
- More responsive, more productive handling of faxes and e-mails. Quadrant FastFax/Enterprise can be set up to distinguish who gets a fax and who gets an e-mail. Forms can be quickly adapted to new customer requirements on the spot. And every fax sent out is a high-quality original.



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Somers, NY 10589
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