

VISUALVAULT

PUBLIC SECTOR PARTNERSHIPS

A CHANGING LANDSCAPE

WHY PARTNER WITH VISUALVAULT?

Disruptive technology is constantly changing the landscape and therefore it's changing the value your current technology portfolio offers. This is value migration. A company's value is either increasing or decreasing based on changing market factors.

A few examples are; the migration from on premise to cloud solutions, evolving client and purchasing requirements, breakthrough products, and the market preference for starter projects that scale versus large system implementations. Leading industry analysts are continually reporting on these changes and the impact on companies serving the Public Sector.

The VisualVault SaaS platform and pricing model is one of the new disruptive influences necessitating System Integrators to take a second look at their technology portfolio. VisualVault introduced an innovative approach to improving quality of service and service delivery by automating document and data intensive processes that no longer support an agency or department's business requirements. The key differentiators are our configurable platform and an innovative licensing model that upends the traditional software sales model -- and therefore, the solutions themselves.

VisualVault's Community Licensing approach enables Public Sector clients to extend VisualVault use to internal AND external users. They are able to do this because we license by the business process NOT by the number of users. The combination of our configurable platform, ability to transform service outcomes, and do so economically through our exclusive Community Licensing model enables VisualVault partners to present unique value to the market and win more opportunities while generating an exceptional recurring revenue stream.



THE OPPORTUNITY

State and local government IT budgets were decimated during the recession. They are now recovering and the backlog of projects is being moved forward but with an eye towards smaller, faster and less risky implementations versus the large and costly big system approach.

The opportunity is straightforward for our partners; work with **VisualVault** and ride the new wave of delivering innovative solutions that are priced for the needs of the market. It's an opportunity to be part of a new disruptive SaaS-based pricing model with a modern micro services-based platform capable of expanding existing relationships and helping you acquire new clients.

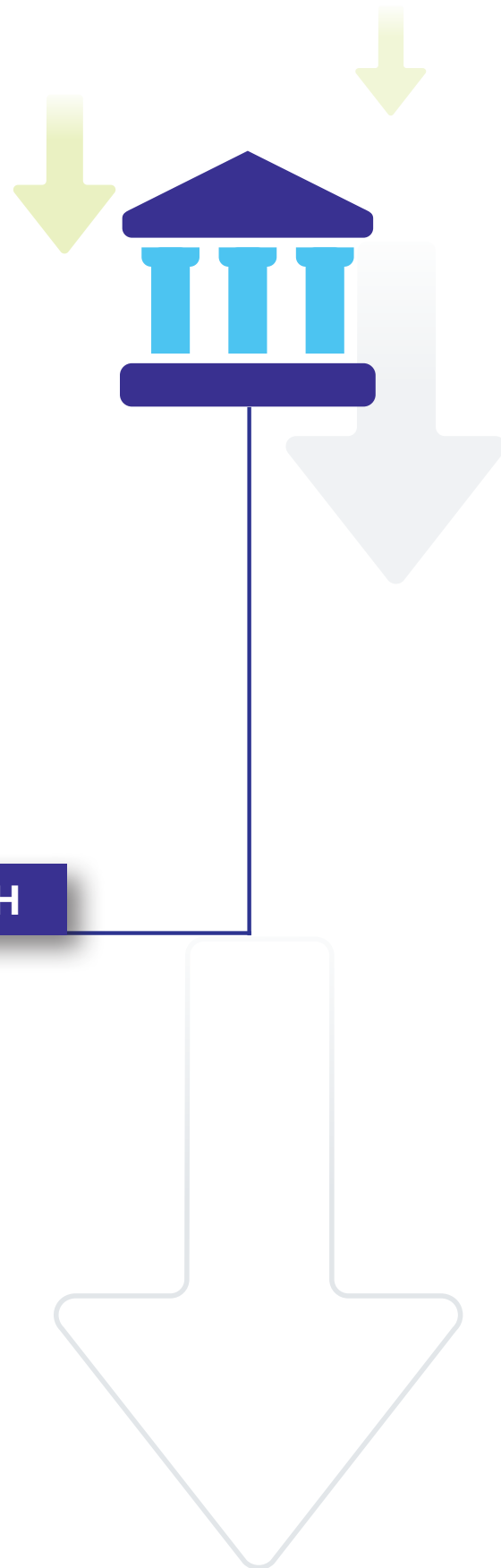
VisualVault helps position your team to move forward in a way that's consistent with the direction that key industry analysts forecast. Our partners leverage the robust and open platform to build vertical specific applications that include their own intellectual property. Or, they leverage VisualVault's configurable solution to deliver solutions quickly and cost effectively.

Our platform enables the streamlining of data and transactional-intensive processes in the context of a creative and attractive pricing model that delivers exceptional margin for our Partners.

A DIFFERENT (AND BETTER) APPROACH

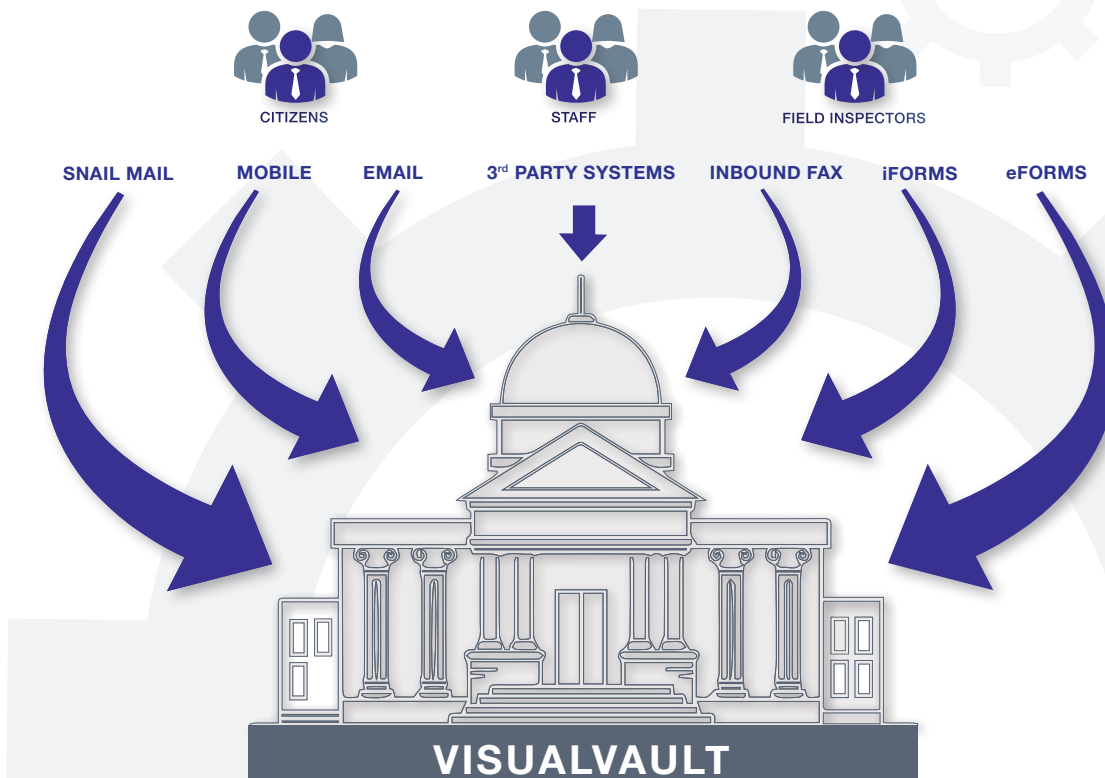
Companies that provide technology solutions to the Public Sector face an ongoing challenge that continually delays or stops government entities from moving IT modernization projects forward. Interestingly, the business challenge has not been technical in nature, but is directly related to software licensing. Quite simply, per user licensing does not work for the Public Sector and creates artificial barriers to equal access and service improvement.

The problem for public sector organizations is that users (staffs) need to interact with, help, communicate with, and process work from "external" users (the public and businesses). Concurrent and named user licensing is only cost-effective when licenses are restricted to internal users. When an agency or department needs to extend system use to external users, cost skyrockets and projects are delayed or dropped. The work around has been for



departments to post PDF and MS Word documents on their sites for downloading and use email as the non-secure way to submit documentation to launch the process.

Current software licensing has literally created a two tier user environment where internal users benefit from systems use while external users are forced to conduct business as if they were trapped in the 1980s. VisualVault eliminates the artificial barrier by offering a completely different licensing model that promotes equal access to all participants.



Our Community Licensing pricing model aligns with the way government and public stakeholders work. **Community Licensing** enables government entities to eliminate the licensing barrier that keeps them from innovating. VisualVault's Partner Program enables resellers/system integrators to design solutions that logically extend system use to all known users and do so at a monthly fee that allows agency and department leadership and their IT teams to move the backlog of stalled projects forward.

THE SOLUTION GAP

VisualVault's Business Process Automation (BPA) platform bridges the solution gap that exists within the Public Sector. Technology that streamlines high volume, transaction-based processes is typically addressed by expensive ERP or large licensing systems. At the other end of the spectrum are Enterprise Content Management (ECM) systems and custom access data based work arounds that process and manage large volumes of inbound documents but lack the business intelligence and flexibility to address multi-discipline environments.

VisualVault bridges the solution gap with a technology platform focused on automating business process that are initiated by large volumes of forms and documents from external and internal sources. Additionally, once implemented, VisualVault's platform can be continually and securely reconfigured to address multi-tenant use.



UNIQUE PARTNER VALUE

VisualVault's technology platform is far less complex to configure than traditional ERP and ECM systems. So, while this makes things more simple for your delivery staff, when you do need answers, the VisualVault support team understands that you need them now. We pride ourselves on the promptness and availability of our support team to respond to your questions.

And, once you understand the power that Community Licensing offers your customers and company, we believe you will wonder why your current partners are not offering you the same opportunities and value. VisualVault understands the need for Partners who invest time to respond to procurements to know that they will be supported with three critical factors -- superior technology, a great support team, and a highly competitive price.



UNIQUE PRICING MODEL FOR THE PUBLIC SECTOR

Community Licensing pricing is based upon the business process NOT by the number of users. Therefore, when a solution is designed, it solves everyone's challenges, not just the challenges of the staff.

Community Licensing is a strategic advantage for agencies/ departments as well as for VisualVault partners. Community Licensing is a true disruptive feature and positions VisualVault partners with a competitive advantage.



VISUAL VAULT PROGRAM VALUES

VisualVault believes in a servitude partner program. We succeed or fail based on your success and we strive to make each conversation, training session, joint sales calls exceptional. Everyone on our leadership team has carried a bag. There are no "suits" at VisualVault, just straight, honest individuals ready to make your sales team effective. We welcome the opportunity to discuss how we can be a part of helping your company grow and prosper.

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