

## PRESS RELEASE

### Integrated Solutions Joins Bull Valley Channel Partner Program

**Woodstock, Illinois, August 10, 2007-** Bull Valley Software, a leading provider of Document Management (DM) and Enterprise Content Management (ECM) solutions is pleased to announce that the Austin-based forms distributor Integrated Solutions has joined the Bull Valley Channel Partner Program. The Channel Partner Program provides for both referral and reseller relationships, and allows network administration companies, business and I.T. consultants, imaging hardware resellers and software integrators to provide a more complete range of business and technology solutions to their clients.

Bull Valley Software's flagship products, DocumentLOK™ and ContentLOK™ give organizations the ability to more efficiently manage their document and electronic content assets, enhance their regulatory compliance efforts, improve customer service, streamline their business processes, and strengthen their disaster recovery plans.

Integrated Solutions is a leading distributor of document and forms management products to banks, credit unions, and other financial institutions throughout central Texas. Through its new partnership with Bull Valley Software, Integrated Solutions will be able to provide end-to-end imaging and document management solutions to its clients, in addition to the wide variety of process control documents, ATM supplies and custom forms that it has been providing since 1989. By transitioning from a paper-based to an electronic document management process, a financial institution can see almost instant results and in most cases, a complete return on investment can be achieved in less than 12 months.

"I am excited about the opportunities that this new partnership with Bull Valley Software will bring," says John Cash, President of Integrated Solutions. "Automated document management and imaging systems are a natural extension of our core forms distribution business. By adding DocumentLOK™ and ContentLOK™ to our product offerings, we can now help our clients through their inevitable conversion from paper-based to electronic internal processes. This partnership gives us the peace of mind that, as more and more of our clients make this transition, we can continue to service them – instead of worrying about losing them to another firm that can fill all of their needs – both paper and digital." Cash adds, "We had been looking for a document management partner for a while, but had not found the right fit yet. I was impressed by how powerful and easy-to-use their software is, but equally as important, I was very impressed with the people at Bull Valley Software – everyone is completely focused on ensuring my success in the program."

"Integrated Solutions is a perfect partner for us," states Paul Fotis, Vice President of Sales & Marketing for Bull Valley Software. "They have a large base of clients that are still heavily-reliant on paper-based processes. But John had the foresight to realize that they won't stay that way forever – sooner or later they are going to make the move to electronic processes. When they are ready to make that move, who better to help them through the process than the trusted advisor who has been providing their paper forms for years and years – and understands their internal processes as well as they do themselves?" Fotis concludes, "Document and content management has applicability throughout a bank or credit union's entire organization – not only in the cash management and control processes, but all the way through customer or member services, loan acquisition and servicing,

collections, even the accounting and human resource areas. Very few applications can be leveraged throughout an entire organization like document and content management can. Our partners can see an increase in their other product and service offerings because they now have an entree into departments that they may not have worked with before – not to mention the additional leads that we can provide.”

Bull Valley’s Channel Partner Program provides for both referral and reseller partnerships. Referral partners can earn a revenue share of the initial sale simply by referring one of their clients to Bull Valley; reseller partners can earn a higher revenue share of the initial sale, along with ongoing revenue from annual licensing fees. Multiple reseller levels provide progressively greater revenue opportunities in exchange for progressively larger resource and volume commitments from the partners. All partners – regardless of level – have access to in-depth product training, priority sales and technical support, tremendous amounts of marketing assistance and collateral, and a dedicated channel manager to help them through the entire sales cycle. All partners also have access to CARPORT™ - the Consolidated Alliance Resource PORTal – a web portal dedicated exclusively to partners’ needs. Incentive bonuses, rebates, and marketing development funds provide increased incentives for partners to excel.

#### **About Bull Valley Software**

Bull Valley Software, Inc., is a premier provider of document and content management solutions. Bull Valley Software’s products – DocumentLOK™ and ContentLOK™ can be fully integrated with most Windows™ or web-based applications, and combine content management and control with compliance management, workflow management, and retention management in one secure, enterprise-wide application. Bull Valley Software is based in Woodstock, Illinois. Please call 815-337-8700 or visit [www.bullvalleysoftware.com](http://www.bullvalleysoftware.com) for more information.

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