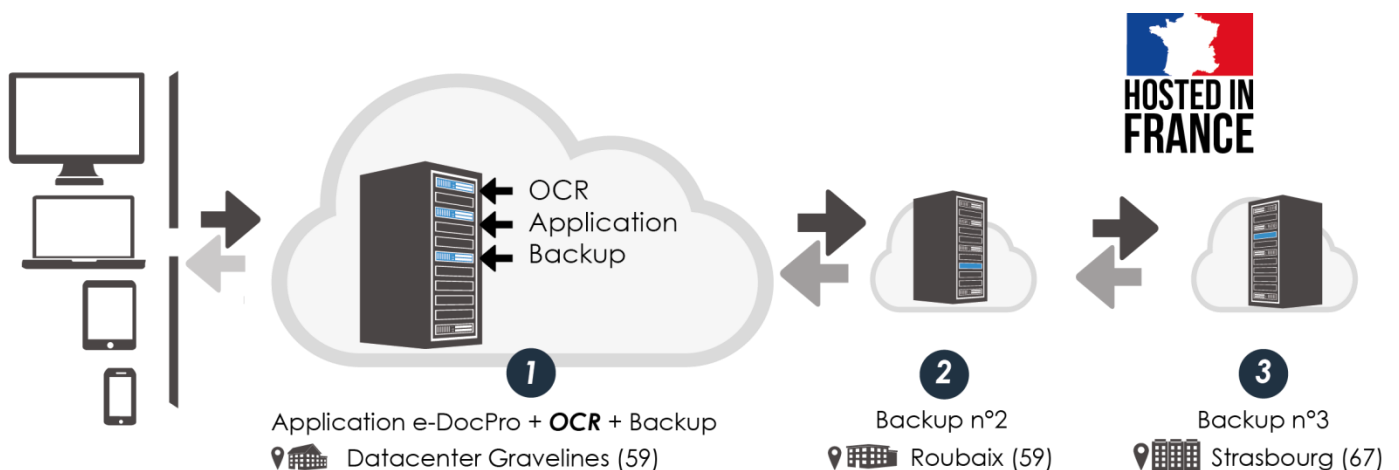


EUKLES Solutions, partners with Samsung for printing innovation to help expand sales network

How France based Eukles Solutions partnered with Samsung Printing Solutions to bring its powerful document management solution to the Smart UX Center to increase sales and grow its customer base.



TECHNICAL INFORMATION ABOUT OUR DATA-CENTERS

Protection ISO-IEC 27001 RAID1 server Mirroring Firewall Encrypted connexion (HTTPS + SSL)

After 10 years developing software to help all companies to digitize and manage corporate documents with its powerful ECM solution e-DocPro, *EUKLES Solutions* looked for a new source of innovation to increase sales and profitability. This sparked an alliance with Samsung Printing Solutions.

Using Samsung's Software Development Kit, *EUKLES Solutions* have developed a connector linking all Samsung MFPs to the e-DocPro software, called : « MFP-to-Cloud ». It is offering users time-saving functions on the printing industries. It 's based on first Android-based platform.

The connector gives users quick access to scanned documents from all devices : anywhere, at anytime, and lets them conveniently manage documents directly from the large and intuitive MFP's touchscreen, all with enhanced security features. This partnership help SAMSUNG to find new customers by becoming dealer of the Electronic Document Management Software e-DocPro and take *EUKLES solutions* to new and innovative heights, and helping expand sales, all while cutting costs and promoting eco-friendly paper usage.

Case Study Overview

Company : Eukles Solutions

Location : Lorgues, France

Size : 32 employees

Sector : Information Technology

Company needs :

- Remain profitable with higher sales and larger customer base
- Create a new alliance with a larger partner for greater innovation
- Maximize usability with timesaving and intuitive features for document management
- Develop new printer connector to boost functionalities of e-DocPro

SMART PRINTING.
BUSINESS INNOVATION.

SAMSUNG

Samsung's Offerings

- Support to develop Eukles e-DocPro solution on Samsung's Android Platform
- Full compatibility and enhanced features with Samsung MFPs
- Samsung SDK and Samsung's Smart UX Center
- User-friendly and large touchscreen

Benefits

- 24 / 7 access to digitized documents stored with e-DocPro via Android platform
- Easily digitize, archive, and manage all documents directly from Samsung MFP, workflow and contracts.
- Using the large intuitive touch screen
- Securely share all digitized confidential documents with e-DocPro's security modules such as the Electronic Signature Eukles SEE®, based on secure banking authorization processes
- Increased work productivity with customizable options for personalized document classification
- Compatibility with all printing and document collaboration and editing tools
- EUKLES Solutions gains turnover of €65,500 and new business opportunities

The Challenge

EUKLES Solutions's software "e-DocPro" was already used on MFPs from other manufacturers, but its functionalities were not maximized due to the physical restrictions of small MFP touchscreens and technical limitations due to outdated interfaces. That is why *EUKLES Solutions* needed a new partner to help enlarge its customer base for higher sales return and profitability. It sought a new alliance with an innovative partner capable of helping it fully integrate all the powerful features and functions of its "e-DocPro" software into a new offering.

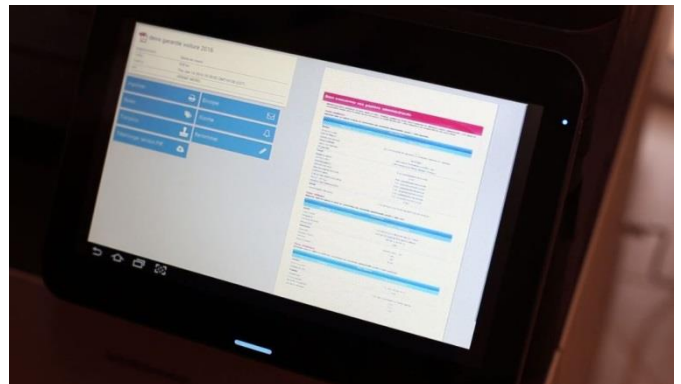
The Solution

Using Samsung's SDK, *EUKLES Solutions* have created a connector linking Samsung MFPs to its e-DocPro platform. Now, users can digitize, classify, manage, and share all documents directly from the MFP's large touchscreen and user-friendly Android interface. Users can now easily access all stored and archived documents on the 100% cloud based e-docpro solution, anytime, anywhere, from any computer, laptop, smartphone, digital tablet,...

The Win

EUKLES Solutions is now one step beyond simply digitizing and storing documents for a paperless future. It has upgraded its document management platform to meet the digital needs of its modern users today. Users can now perform tasks directly from the touch screen and save time. Without returning to their desks, users can rename scanned documents, add stamp to the document, create new folders and subfolders, and select and save in preferred destination folders, all directly from the printer. Users also now have instant access to all scanned documents via smartphones and mobile devices, and merging and separating multiple page documents is quick and simple with the integration of e-DocPro's cutting tool.

The partnership also enables access to e-DocPro's powerful collaboration and security functionality. Users can securely send and share documents directly by encrypted links and restricting access. Contract management and e-billing is reliable with the software's triple protection, identity verification, virtual signatures, and anti-hacking tests. Tight security protocols keep all confidential documents encrypted and saved in the Cloud. SPS helped *EUKLES Solutions* achieve higher market profitability for its document management solution, and attract new customers.



By partnering with Samsung, *EUKLES Solutions* saw a profit of €65,500 contracting with 4 Samsung resellers. *EUKLES Solutions* also showcased the results of this successful partnership various international events with Samsung MFP printers. Also, by marketing e-DocPro with Samsung printers, the benefits of the SPS partnership extended to new business opportunities beyond Samsung, with *EUKLES Solutions* signing new deals with 24 non-Samsung resellers.

SAMSUNG