

# 6<sup>th</sup> Annual USER CONFERENCE

SEPTEMBER 23, 2011 / MARRIOTT WATERFRONT

*Downtown Annapolis, Maryland*



QUALITY  
ASSOCIATES  
INCORPORATED

**DocPoint**  
SOLUTIONS   
Your SharePoint ECM  
Solutions Provider



QUALITY ASSOCIATES INCORPORATED



Your SharePoint ECM Solutions Provider

*Dear Colleagues,*

*Welcome to Annapolis!*



On behalf of everyone at Quality Associates and DocPoint Solutions, welcome to the Sixth Annual QAI and DPS User Conference! I think you'll agree that Maryland's beautiful and historic state capital provides a wonderful backdrop for the day's events.

Our agenda reflects a perfect mix of speakers, panel presentations, case studies, vendor breakouts and networking opportunities. There's literally something for everyone, and I encourage you to take full advantage of the many opportunities our programs offer.

Today's Keynote Speaker is **Markus Most**, Director of Business Development, National Archives and Records Administration. Later, **Maxine Given**, Senior Director of Finance and Administration, The Fund for Johns Hopkins Medicine, and **Greg Marcinkowski**, Senior Windows System Engineer, Orbital Sciences Corporation/NASA Wallops, will each share their experiences solving organizational challenges with our customized technological solutions. We are fortunate indeed that these knowledgeable individuals have graciously agreed to share their insights with us today.

Our Technology Panel this afternoon promises to provide some lively and insightful discussions. Moderator **Ralph Gammon**, Publisher of Document Imaging Report, will moderate, with panelists **Salvador Barragan**, Section Chief: Records Management, International Development Bank (IDB); **David VanderEems**, Director of Imaging Operations, Iron Mountain; and **Rick Churchville**, Government Business Development Manager, Kodak.

I'd like to call your attention to the vendor breakouts and networking opportunities scheduled throughout the day, too. Take time to visit to our sponsors' booths and talk with their representatives about their exciting new products and services. After all, it is their generous support that is making today possible. Our 2011 sponsors include Platinum Sponsor and long-time partner Kodak; Gold Sponsors Fujitsu and Kofax; Silver Sponsors Canon, ibml, and AvePoint; and Bronze Sponsor HiSoftware and Nintex.

Today's conference offers a glimpse into the future of information management as well as current products and services that can transform your organization's workflow and information - sharing capabilities. We hope our program inspires you to imagine a better, more efficient version of your organization by leveraging the knowledge gained here today. Our dedicated staff has the capability to transform your vision into reality, no matter how complex or unique the challenge.

Thank you for joining us!

*Paul Swidersky*

Paul Swidersky  
President, Quality Associates Inc.

## QAI/DPS SALES AND MARKETING TEAM

Quality Associates, Inc. (QAI) provides comprehensive customized software, conversion services, and solutions that support all aspects of knowledge and content management. QAI's full range of integrated offerings include software applications, hardware, and systems for scanning and imaging; services for document conversion and materials conversion, storage, and electronic archiving; systems integration, support, and training; and strategic consulting for quality assurance. No matter what your needs are or the scope of your project, QAI has the staff and experience to help you.

### Executive Management Team :



Scott Swidersky



Bob Dickerson



Michael Pitts

### Business Development Executives :



Mike Ratigan



Dave Westcott

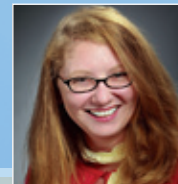


Don Greger

### Inside Sales Team :



Tiffani Killian



Alle Cyhan



Lora Martin

### Marketing Manager :

## DOCPOINT SOLUTIONS

DocPoint Solutions (DPS) is a Microsoft Gold Certified technology solution provider specializing in implementation, training, products and support of Microsoft SharePoint Solutions and its integrated suite of products. By combining state-of-the-art solutions with document management expertise and innovative approaches to systems design and integration, DocPoint Solutions utilizes the inherent value of Microsoft SharePoint to provide a full range of consultative services and support with a focus on Document and Records Management within ECM and a specialization in document capture.



# Agenda

September 23, 2011

During the conference you will join Quality Associates, Inc. (QAI) and DocPoint Solutions (DPS) for a day of education, fun, and networking in downtown historic Annapolis. Meet our vendor partners to learn about the latest trends in content management and how this technology and process will streamline your work and improve your business.

*9:00 am - 9:45 am*

Registration / Breakfast / Vendor Breakout

*9:45 am - 10:00 am*

Welcome

**Scott Swidersky**, Executive Director QAI; President DPS

*10:00 am - 10:45 am*

Keynote speaker: **Markus Most**, NARA - Director of Business Development  
*"The Rhythm of Records Management"*

Everyone wants to know where the market is heading and the records management field is no exception. Understanding the evolution and growth of records management can give insight into where it is going. With a humorous and informative review of the past 10 years, Markus will help QAI customers look towards the future of records management and its opportunities.

*10:45 am - 11:30 am*

DocPoint Solutions: **Bob Dickerson**, VP DocPoint Solutions  
*"Using SharePoint as an ECM Solution"*

*11:30 am - 12:00 pm*

Vendor Breakout

*12:00 pm - 1:00 pm*

Lunch Served on Patio

*1:00 pm - 1:15 pm*

Vendor Breakout

*1:15 pm - 1:40 pm*

Case Study 1 - **Maxine Given**, Senior Director of Finance and Administration, The Fund for the Johns Hopkins Medicine: *"Johns Hopkins Medicine "Cures" inefficient Donor Gift Processing"*

Johns Hopkins Medicine is a leader when it comes to treatment, research and education. Now, with the help of QAI and Kodak, the Fund for Johns Hopkins Medicine has created back-office systems to support the processing of checks that reflect the same excellence and efficiency that are the hallmarks of this institution. Hear how the T6000 solution converted a 14-step manual process that spoke inefficiency to an important stakeholder group—donors—to an effective 5-step automated process that deposits all checks within 3 days.

*1:40 pm - 2:00 pm*

Case Study 2 - **Greg Marcinkowski** - Orbital Sciences / NASA Wallops - Senior Microsoft System Engineer / **Michelle Walker** - Manager of Information Technology  
*"The Evolution of a Well Organized Central Repository"*

Orbital Sciences Corporation (Orbital) has supported the NASA Goddard Space Flight Center (GSFC), Wallops Flight Facility (Wallops), since 1998. Orbital is currently the prime contractor for the NASA Sounding Rocket Operations Contract II (NSROC II). NASA required that the NSROC II prime contractor have an approach to provide a repository for information dissemination and collection. Orbital's approach was to provide a single, easy to navigate portal for all NSROC II information. Orbital, working with DocPoint Solutions, is currently providing a WOCR approach using a SharePoint site. The WOCR is NSROC II's gateway to access all necessary documentation and reporting information, allowing users to access many different systems from one central interface. Orbital - DocPoint Solution - Innovation you can count on.

*2:00 pm - 2:45 pm*

Technology Panel - **Ralph Gammon**, Host: **Salvador Barragan**, IDB / **David VanderEems**, Iron Mountain / **Rick Churchville**, Kodak

*2:45 pm - 3:00 pm*

Chesapeake Bay Foundation - **Adam Wickline**, Community Building Manager

*3:00 pm - 5:00 pm*

Sailing

*4:00 pm - 6:00 pm*

Cocktail Hour on the Deck

# Sponsors



## SILVER

**Canon** At Canon U.S.A., Inc., we take great pride in developing innovative digital solutions, technologies, and products that make it easy to create, manage, and share images and information better, faster, and more efficiently. Technological breakthroughs that enhance everyday life is what we do best. And, we do it with a keen eye on the environment. Our products are designed, developed, manufactured, and delivered with the goal of minimizing their environmental impact. For more information, visit [www.usa.canon.com](http://www.usa.canon.com).

**ibml** ibml is a global provider of intelligent scanning technology that transforms paper documents into usable electronic content with increased efficiency, quality and reduced cost. Our latest innovation is the ImageTrac 5-Lite delivers increased throughput and exceptional paper handling in high-volume scanning environments, increasing efficiency, and reducing customer costs. For more information, visit [www.ibml.com](http://www.ibml.com)

**AvePoint**® AvePoint has been a leader in enterprise-strength infrastructure management solutions for the world's most popular collaboration platforms. AvePoint's award-winning DocAve and Atlas Software Platforms deliver comprehensive and flexible infrastructure support for SharePoint backup and recovery, replication, migration, administration, archiving, storage optimization, deployment management, compliance, and SharePoint-Salesforce integration. For more information, visit [www.avepoint.com](http://www.avepoint.com)

## BRONZE

**HiSoftware** HiSoftware provides content-aware compliance software for the monitoring and enforcement of data security and risk management policies across digital environments. The company's solutions audit content across websites, intranets and SharePoint sites for compliance requirements including privacy, accessibility, brand integrity and site quality - keeping content safe, appropriate and within regulatory guidelines. For more information, visit [www.hissoftware.com](http://www.hissoftware.com)

**NINTEX** Nintex is a leading global innovator of software that extends Microsoft SharePoint, bridging the gap between existing SharePoint features and customer needs. All Nintex products are designed with a passionate commitment to innovation and user experience. As a Microsoft Gold Partner, Nintex aligns with Microsoft's strategic and architectural direction to ensure that Nintex and Microsoft products work in harmony, both today and into the future. For more information, visit [www.nintex.com](http://www.nintex.com)

## PLATINUM

**Kodak** Eastman Kodak Company's Document Imaging business is an industry leader and digital innovator committed to helping companies capture, manage, archive, and deliver business information. Kodak is committed to providing a full complement of scanner products, software, solutions and services to meet the needs of its customers. Kodak scanners are known for their paper handling, image quality and ease of use. For more information, visit [www.kodak.com](http://www.kodak.com).

## GOLD

**FUJITSU** Featuring state-of-the-art scanning solutions and services in the work-group, departmental, and production-level scanner categories, Fujitsu Computer Products of America, Inc.'s Imaging Products Group is an established leader in the document imaging market. Fujitsu scanners deliver speed, image quality, paper handling, along with easy integration and compatibility with other imaging applications. For more information, visit [www.fcpa.fujitsu.com](http://www.fcpa.fujitsu.com).



**KOFAX** Kofax plc (LSE: KFX) is the leading provider of capture driven business process solutions. Kofax solutions automate information intensive processes throughout an organization by managing the capture of information in a more accurate, timely and cost effective manner. These solutions reduce costs and speed processing to provide a rapid return on investment to thousands of customers in financial services, insurance, government, health and other markets. Kofax delivers these solutions through its own sales and service organizations, and a network of more than 700 authorized partners around the world. For more information, visit [www.kofax.com](http://www.kofax.com).

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USER CONFERENCE



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