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## FileTrail 2010: Year in Review

Extending Product Leadership and Growing Global Customer Base Highlight a Successful Year for Physical Records Management Software and RFID-based Tracking Firm.

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FileTrail Inc. today announced summary highlights for the year 2010, a milestone year for the company in which numerous strategic initiatives were completed. Specifically, FileTrail announced strong client growth among Fortune 500 industry leaders, accelerated global penetration through partnerships in key overseas markets, the release of the most advanced physical records management (PRM) application available, and the launch of the most feature rich PRM integration into SharePoint 2010. "This has been a banner year for FileTrail. While we met many of our development objectives we recognize that most of our success is built upon the strong relationships we create with our customers and business partners" said Darrell Mervau president of FileTrail.

Sales to Fortune 500 companies increased over 15% and this coincided with increased sales to the Federal Government by 20%. Some of FileTrail's new Fortune 500 enterprises include Prudential, US Bank, ADP, Marsh, and Qualcomm among others. Further, based on current engagements and active sales cycles an increasing rate of acquisition of Fortune 500 companies is expected in the New Year. FileTrail also benefited from vertical focused growth in the BioPharma and Energy markets adding Allergan, Gilead and Duke Energy to their client list. FileTrail continued to be the leader in RFID for document management in 2010 and has high expectations for their performance in the new year.

Recognizing the leadership position of SharePoint 2010 as a true ECM platform, FileTrail also announced the release of its FileTrail for SharePoint product in 2010. FileTrail for SharePoint adds physical records management (PRM) to SharePoint 2010. This give corporations the ability to add PRM to their information management strategy. "No longer can the physical records information reside in separate systems or repositories. The separation of physical records management (PRM) from your ECM system can have a serious impact on corporate compliance, liability and efficiency. Looking forward to the first quarter of 2011, we expect sales of FileTrail for SharePoint to increase substantially. The demand from Fortune 500 companies for physical records management in SharePoint 2010 will increase and we are in a great position to take advantage of that demand " said Darrell Mervau, President of FileTrail.

FileTrail also saw an increase in sales in 2010 to international clients and overseas offices of domestic companies through expanded partnership agreements in Europe, South America, Southeast Asia and the Middle East. “Our global sales are increasing because the control over physical records for compliance and improving business processes is a growing concern for multinational corporations. In many foreign markets it is also the security of those physical documents and this is driving our business. Having local partners in these markets increases our presence and service capabilities” said Jim Petty Vice President of Business Development for FileTrail.

During the year FileTrail 4.0, the most advanced physical records management (PRM) platform in the market, was released globally. Highlights of the release include internationalization capabilities that allow the product to be translated into any language (language options currently include English, Spanish, French, German and Arabic – with more scheduled in first quarter, 2011) and a complete SDK to allow for clients and third party software companies to augment their applications with FileTrail physical records management and RFID functionality. “Our product leadership is something we focus on and consistently invest in. Our 4.0 version sets the gold standard for physical records management and our customers benefit in concrete ways, particularly our large global accounts that have a real need for international features and multiple deployment options” said Tom Pemberton, VP of Product Strategy at FileTrail.

### **About FileTrail**

FileTrail is the industry-leading provider of records management software and RFID tracking technology for the office environment. Founded in 2000, and based in Silicon Valley, FileTrail has worked with over 400 leading organizations across the public and commercial markets to deliver file management and tracking solutions that reduce cost, ensure compliance, and streamline business processes. Through FileTrail’s deep community of resellers and service partners, coupled with its flexible deployment and hosting model, FileTrail solutions are available to customers worldwide. Visit [www.filetrail.com](http://www.filetrail.com) to learn more.