

## **Colligo and FileTrail Announce Partnership for Physical and Electronic Records Management in SharePoint 2010**

Two leading Microsoft solution providers offer physical records and enterprise email management capabilities for SharePoint 2010 platform

Vancouver, BC and San Jose, CA - March 10, 2011 – Colligo Networks and FileTrail Inc. today announced that they have entered into a partnership agreement to promote each company's respective offerings as part of a SharePoint 2010-based records information management (RIM) solution handling both electronic and physical records. The partnership will enable both companies, as well as integration partners, to offer an integrated solution for physical and electronic records management that handles emails, files, documents, and physical assets to organizations using SharePoint 2010.

"SharePoint 2010's already significant improvements as an enterprise content management (ECM) or RIM platform are further increased as it's used to manage more and varying types of information," says Rich Medina, Principal Consultant and Founder of Doculabs, a leading research and consulting firm specializing in enterprise social collaboration and content consulting and industry analysis. "Extending email management and physical records management to SharePoint enables enterprises to streamline their RIM system by using a single system to manage both their digital and physical assets."

"FileTrail solves a large problem for many companies: how to manage physical items like folders, boxes, and notebooks in an automated manner and in a way that is completely aligned with the company's overall information and records management program," says Jim Petty, Vice President of Business Development at FileTrail. "With FileTrail for SharePoint, we allow physical items to be represented and managed like any other content item that resides in SharePoint. When the FileTrail solution is combined with Colligo, users have even more relevant information at their disposal and administrators have the confidence that it's being controlled properly."

"Organizations are quickly recognizing the importance that email and attachments play in records management scenarios," says Bill England, Director of Strategic Alliances at Colligo. "The Colligo email management solution provides seamless integration between Outlook and SharePoint and enables users to easily move emails and attachments to SharePoint while automatically capturing email metadata for improved classification and findability. We are really pleased to partner with FileTrail in order to help organizations create an integrated SharePoint-based RIM solution that encompasses email, electronic, and physical records management."

Colligo and FileTrail will be demonstrating their respective solutions for SharePoint at the upcoming AIIM/Info360 conference in Washington, DC, from March 22nd to 24th. To learn more about the partnership between FileTrail and Colligo, please visit us at booth #17 (FileTrail) and booth #7 (Colligo) in the Microsoft Pavilion. To learn more about the conference, please visit: <http://www.aiimexpo.com>

## **About Colligo Networks**

Colligo Networks is the leading provider of email and document management solutions for Microsoft SharePoint. Colligo helps organizations drive SharePoint adoption by providing an intuitive experience that better integrates SharePoint into the way users work on their desktops, whether online or offline. Colligo is a Microsoft Gold Certified Partner with a customer base that includes Fortune 500 companies in more than 55 countries. Customers include Siemens, PricewaterhouseCoopers, Microsoft, General Motors, KPMG, Cadbury, and Watson Wyatt. For more information, please visit [www.colligo.com](http://www.colligo.com). Colligo is a trademark of Colligo Networks, Inc. All other corporate names and / or product names are trademarks or registered trademarks of their respective companies.

## **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.

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