

FileTrail Inc. signs exclusive Australian Partner to their Channel Partner Program

Partnership will deliver the FileTrail for SharePoint product to customers across Australia

San Jose, CA - October 27, 2011 – FileTrail Inc. – <http://www.filetrail.com> – the leading provider of physical records management solutions, today announced that its solution is now available in Australia through an exclusive partnership with OBS, Australia’s premier SharePoint specialist. FileTrail for SharePoint extends SharePoint capabilities to deliver complete physical records management and tracking. These benefits include the automation of locating files, increased compliance, chain of custody, data security and streamlining business processes.

“OBS specializes in helping transform our customer’s business with SharePoint. In order to provide a complete solution, a robust physical records management system is a must,” said Andy Neumann, Managing Director, OBS. “FileTrail provides a superior solution for customers that complements our current suite of offerings.”

The Australian market for physical records management solution in SharePoint is likely to see an explosive uptake over the next few years and the new partnership allows FileTrail to extend its reach in this region. Much of the growth in Australia will be fueled by Government, SMBs and larger enterprises seeking to shift to SharePoint as their ECM platform. OBS is well positioned to capitalize on these new opportunities. FileTrail for SharePoint which will be branded as OBS’s i5 Software Physical Record Edition, will complement OBS’s existing i5 Software product by delivering physical records management solution on SharePoint. This will provide Australian companies and Government agencies with a complete physical and electronic records solution.

“The expertise OBS possesses fully complements FileTrail’s capabilities and solutions – we’re excited about the numerous opportunities which are now possible as a result of our partnership,” said Darrell Mervau, President of FileTrail, Inc. “OBS has very strong SharePoint expertise including deep records management and compliance knowledge. These strengths, coupled with their i5 Software records management product, make them an ideal partner for FileTrail,” concluded Mervau.

About FileTrail

Founded in 2000, Silicon Valley-based FileTrail is the leading provider of records management software and RFID tracking technology. The company has worked with more than 400 organizations across the public and commercial markets to deliver physical records management and tracking solutions which reduce cost, ensure compliance, and streamline business processes. FileTrail’s solutions feature a flexible deployment and hosting model and are available to customers worldwide through the company’s deep community of resellers and integration partners. Visit <http://www.filetrail.com> to learn more.

About OBS

OBS is a leading Australian IT Services Company focused on helping organisations transform their business with Microsoft technology. Recognized as Australia’s premier SharePoint specialist, OBS provides development, implementation and consulting services around Microsoft SharePoint, Dynamics CRM and Cloud technologies.

OBS is recognized for its passionate people, world class solutions, and proven success in over 300 organisations across Australia including a quarter of the ASX 200. OBS has over 150 staff in offices across Australia including Sydney, Melbourne, Brisbane, Perth, Adelaide and Canberra.

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