



IDT
 putting paper in its place

Integration Insider

Volume 4, Issue 3



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Happy 4th of July and welcome to the latest issue of IDT's Integration Insider. Now that the barbeques, parades and fireworks are over, we hope you'll spend a few minutes to enjoy reading this month's edition.

Read on for information about:

- Understanding Digital Records Management
- Evaluating the Return-On-Investment of your Content Management System
- Microsoft Dynamics GP 9.0 enhancements
- IDT's newest partner, Laserfiche
- Document Conversion Services from IDT
- *Turbo Charging* your Microsoft CRM Solution with add-on products, industry solutions and development tools from c360 and CardScan

IDT
 Conversion
 Services

Learn about IDT's
 newest partner,
 Laserfiche

Check out
 CardScan for
 Microsoft
 Dynamics CRM!

Happy Reading,
 The IDT Team



Put it to Work

Understanding Digital Records Management

A Laserfiche White Paper

Compliance concerns are prompting organizations to rethink the way they manage information in all forms. The DoD 5015.2 records management standard is a useful gauge for the public and private sectors in evaluating a records management application. This paper explains commonly used terms and how they apply to a DoD-certified records management solution.

Excerpt from the Executive Summary:

"Unlike other requirements, the DoD developed very specific criteria as well as a formal testing process to determine whether a records management application meets the standard. Because of the formal testing process and the strictness of the requirements, organizations outside of the DoD have used the 5015.2 as a starting point for evaluating records management applications for their own use. Knowing that a DoD certified application has been rigorously tested against a standard that is much more demanding than the regulations they must comply with provides a great deal of comfort to compliance officers and records managers.

The goal of this paper is to describe the principles and generally accepted practices of records management. The information in this report is of a theoretical nature and not specific to any particular product or technology."

[Read the full white paper here.](#)

Evaluating the Return-On-Investment of your Content Management System

A Stellent White Paper

"Providing critical business information on the Web no longer is an option for today's enterprise, it is a prerequisite to success.

While many benefits of a content management system are immediately noticeable—reduced administrative and operational costs (printing, shipping, phone, fax) and Web development costs (staff)—some benefits are less tangible. And calculating the value of these benefits can be mind-boggling, even as they create efficiencies that cause revenues to rise.

This white paper explains different types of traditional and non-traditional return-on-investment (ROI) associated with content management systems and presents an ROI worksheet, which will help businesses evaluate the costs savings and competitive advantage they stand to reap using these systems. It also provides tips on calculating ROI and avoiding content management 'money pits.'"

[Read the full white paper here.](#)

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Question: Last month you mentioned enhancements to the latest version of Microsoft Dynamics GP 9.0. So, what's new?

Answer: Microsoft Dynamics GP 9.0 introduces a range of features to make it easier for your workers and teams to accomplish more with their existing skills. Two years of extensive customer research and 1,500 customer interviews revealed four areas of innovation that would significantly improve Microsoft's systems to help your people manage and grow your business. Microsoft Dynamics GP 9.0 accelerates these solution benefits by delivering the first wave of breakthrough innovations and 170 new application enhancements.

Release 9.0 reflects Microsoft's goal of providing the business management system that you told them you wanted, one that is centered in the four design pillars of Empowered Users, Insightful, Connected, and Adaptive Processes. Just as important, Microsoft Dynamics GP 9.0 also offers the fundamentals of quality, security, and reliability you expect from Microsoft, all at a low total cost of ownership.

Hundreds of Microsoft team members have been working on this release for two years, and they are confident you will find the results deeply beneficial. After all, it's you — their customers — who designed it.

Check out the [Microsoft Dynamics GP release 9.0 Enhancements brochure](#), visit the Microsoft Dynamics GP 9.0 [web page](#), or contact your IDT representative at 630.875.1100 to find out more about the latest and greatest!

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IDT Becomes an Official Laserfiche Value-Added Reseller

ITASCA, IL, June 30, 2006 – Integrated Document Technologies (IDT), Inc. is pleased to announce it has become a Laserfiche Value Added Reseller (VAR) to help small and medium size organizations in a variety of industries run smarter, using innovation to build simple, elegant and practical enterprise content management solutions that achieve real-world results. Headquartered in Long Beach, CA, Laserfiche has been in the document imaging field for more than 17 years and has more than 22,000 government offices, brokerages, universities, schools and Fortune 1000 corporations using its products.

[Read the full announcement here.](#)

IDT Offers Document Conversion Services.

You may have heard it referred to as Document Conversion, Scanning Services, Business Process Outsourcing, or an Imaging Service Bureau. No matter what you may be familiar with calling it, if your organization is looking to take its documents and turn them into image files that can be indexed, stored and retrieved digitally, IDT Conversion Services can help. We can help you free yourself from tedious manual tasks and the associated excessive costs and space requirements of paper management.

[Find out more.](#)

IDT Consulting Offers New Products from c360 and CardScan

In an effort to ensure their customers have the best tools available to complement and enhance their existing Microsoft Dynamics products, IDT Consulting is pleased to offer add-on products, industry solutions and development tools from c360 and CardScan.

c360 is an Independent Software Vendor (ISV) specializing in the development of vertical solutions, application components and development tools for the Microsoft Dynamics CRM platform. c360 Productivity Packs combine multiple products to help you get more out of your CRM investment. The Core pack includes tools which any CRM user can benefit from using while our Sales and Service Packs provide functionality geared toward users focused in those areas.

Learn more about c360 [here](#).

CardScan for Microsoft CRM eliminates lost leads because it captures contact information at that critical first step. CardScan accurately reads and captures all the contact data in e-mail or web signatures or on paper business cards. Then CardScan's proprietary interpretive

technology automatically parses and assigns the data to its proper fields and automatically transfers that information into your Microsoft Dynamics CRM 3.0 system.

With CardScan for Microsoft CRM 3.1, new information entering your CRM database is accurate, clean, and complete. Find out more [here](#).

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