



IDT
putting paper in its place

Integration Insider

Volume 4, Issue 6



Put it to Work →

Ask the Expert →

News & Events →

Welcome to the October edition of IDT's *Integration Insider*

In addition to news from IDT's partners we're also happy to offer information about:

- Stellent UCM Being Deployed in Alberta, Canada
- Why Gartner says "Expect Microsoft CRM to be the fastest-growing CRM product in 2006 and 2007"
- EMC Corporation Receives Distribution Industry's Rising Star Award
- Laserfiche Receives Recognition From GovernmentVAR
- A host of webinar opportunities from AIIM

View an on-line
demo of Microsoft
Dynamics CRM

Check out great
offers from
Microsoft

Check out the Kofax
VRS 4.1 Professional
Demonstration

Happy Reading,

The IDT Team



Put it to Work

City of St. Albert Selects Stellent Universal Content Management for Records and Retention Management

Stellent to help Alberta's fifth largest city more efficiently manage records and comply with government regulations

EDEN PRAIRIE, MN, Sept. 26, 2006 — Stellent, Inc. (Nasdaq: STEL), a global provider of content management solutions, announced today the City of St. Albert in Alberta, Canada plans to deploy Stellent® Universal Content Management™ to more efficiently manage records and comply with government regulations.

[Read the news release.](#)

Document Management Overview: A guide to the benefits, technology and implementation essentials of digital document management solutions.

Courtesy of Laserfiche

Streamlining business processes and increasing productivity are fundamental concerns for any organization — private, public and non-profit alike. In an increasingly strict regulatory

environment, managing documents and records diverts significant time from an organization's mission-critical objectives.

Document and records management software has many benefits that can appreciably improve organizational efficiency. Since these applications are complex systems that represent a solid investment, organizations should carefully evaluate their current and future needs beforehand.

Laserfiche created this guide to give organizations perspective on document and records management systems and on the demands of implementation. Laserfiche provides this work as an educational resource. It results from our nearly twenty years of experience helping customers solve their business problems and represents our commitment to educating organizations and individual users about the technology of document management.

[Read the full document.](#)

^ [top of page](#)

Ask the Expert

Question: Is Microsoft Dynamics right for my business?

Answer: If you are tasked with finding out the answer to this question you know there is a lot to consider. Here are a couple articles that may help.

Why Microsoft Dynamics is a smart investment for your business

Find out what's behind these business-management solutions that can help people drive better results.

<http://www.microsoft.com/dynamics/product/whymicrosoft.aspx>

Make the comparison: Evaluate Microsoft Dynamics

This page includes case studies about businesses that were once faced with the same decision you are, as well as white papers, expert opinions, and analyst reports-all designed to help you decide what solution is right for your company.

<http://www.microsoft.com/dynamics/product/compare/default.aspx>

Of course, we also encourage you to contact IDT Consulting at 630.875.1100 or info@idt-inc.com with any questions you may have.

^ [top of page](#)

News & Events

Gartner Report on Dynamics CRM 3.0

Since its release in December 2005, Microsoft Dynamics CRM v.3.0 has caused a significant increase in interest, as compared to its predecessor, Microsoft CRM 1.2. We've seen a good deal of anecdotal information to confirm this:

- Growth in the number of client requests for information on the product
- High attendance rates at sessions on Microsoft Dynamics CRM v.3.0 at the CRM Summit
- Observations of customer and partner interest at Microsoft events, such as the Convergence and Worldwide Partner Conference

Microsoft sold more than 50,000 seats worldwide in 2nd Quarter, 2006, but its total market share is still small (1.4 percent of the total CRM license sales). However, Gartner believes that new license sales are likely to be accelerating beyond the 82 percent annual growth rate seen in 2005 to more than 140 percent in 2006.

[Click here to read the full report.](#)

EMC Corporation Receives Distribution Industry's Rising Star Award

Honor Recognizes EMC's Large Growth Gains of Software Sold Through IT Distributors

Hopkinton, Mass. — Thursday, September 21, 2006 — EMC Corporation, the world leader in information management and storage, today announced that it received the Global Technology Distribution Council's inaugural Rising Star Award for outstanding software sales growth through IT distributors. The GTDC presented the award to Gregg Ambulos, Vice President, America Channel Sales at its annual Summit event, held this year in San Francisco, Sept. 19-20, and attended by the world's leading IT vendors and distributors.

The GTDC, whose member distributors represent more than \$80 billion in annual sales, created the Rising Star Awards because of the impressive success companies such as EMC are having in partnership with IT distributors. Reflected in the theme of this year's conference, GTDC Summit 2006: The New Wave of Growth in Distribution, the value proposition of IT distributors has never been more pronounced, especially considering the renewed industry emphasis on reseller channel services, supply chain efficiency and cost management. EMC's performance attests to the excellent demand for its products as well as the pivotal role of distributors in reaching and supporting diverse end-user markets.

[Read the full news release.](#)

GovernmentVAR Recognizes Laserfiche with "5-Star" Award

LONG BEACH, Calif. — Laserfiche, a provider of premier document management software solutions, has been honored with a "5-Star VAR" award by the editors of GovernmentVAR magazine. The prestigious designation recognizes the 25 best government-focused technology partner programs in the nation. It is the first time the magazine has given awards specifically for government-related reseller programs.

Laserfiche's government VAR channel was chosen for the award as of result of its lead referral system, access to United States General Services Administration (GSA) schedules, and comprehensive proposal and sales support resources. Laserfiche has a network of 1,100 total resellers, many of which specialize exclusively in the local and federal government markets.

[Read the full news release.](#)

Attend an AIIM Wednesday Webinar

For over 60 years, AIIM has been the leading international organization focused on helping users to understand the challenges associated with managing documents, content, and business processes. AIIM is international in scope, independent, implementation-focused, and, as the representative of the entire ECM industry — including users, suppliers, and the channel — acts as the industry's intermediary.

AIIM hosts a series of Wednesday Webinars on a variety of topics including:

Wednesday, October 11 Total Document Solution

Wednesday, October 25 Best Practices for ECM in Finance

Wednesday, November 15 Content Enabling Business Processes and Applications

Wednesday, December 13 State of the ECM Industry

If you (or a colleague) are interested in attending any of the events listed above, simply send an email with your contact information to feedback@idt-inc.com.

^ [top of page](#)

[Sign-up](#)

[Feedback](#)

[Ask the Expert](#)

[Archives](#)

[Forward to a Friend](#)