



Meet Your Customers' Needs
With OEM Solutions for
Advanced Document Processing





Perfecting Document Automation

Businesses worldwide have come to rely on enterprise software to support the automation of nearly all business functions, large and small. Without it the assembly and tracking of vital information would be fragmented and the data itself less valuable. The truth is, these applications keep businesses in motion. Yet when it's time to document, associate, customize and deliver this information, the businesses that rely upon them are often left wanting.

Bottomline's growing suite of Document Process Automation (DPA) solutions provides an elegant answer to this common problem. While maintaining the visual and operational integrity of your software, Bottomline's proven technologies support the complete document lifecycle, including inbound document imaging and data capture, outbound custom composition and formatting, multi-channel delivery and distribution, workflow routing and process modeling, digital storage and indexing and retrieval.

Building upon Bottomline's native architecture and automation functions, custom embedding and integration within your own product suite is easily realized. There is no need for software manufacturers to risk and invest the incredible time and resources necessary to develop the functionality in-house.

Inbound Document Processing

When it comes to enterprise and OEM software, customers expect the ability to extract meaningful data from the mountains of documents they receive, to route that information to the logical recipient, and to easily employ the information in a useful, visually-pleasing document. Embedding document automation technology from Bottomline can help you exceed those expectations.

Outbound Document Processing

Customers also expect the ability to automatically deliver customized business documents (one-off or in batch mode) to all of their recipients and deliver each in the desired method, without having to rewrite your software code. Bottomline's software sits quietly behind yours and allows your customers to richly brand, customize, and distribute an almost-endless series of documents and form types – invoices, purchase orders, account statements, bills of lading, customs forms, even checks and electronic payments – with ease. The user experience is seamless, with no third-party intrusion – only collaboration.

Storage, Indexing and Retrieval

And finally, customers expect visibility into the documents that are associated with any business transaction, and to offer that same visibility, if needed, to their own customers and suppliers. They want to view this quickly, from the screens of your application. Bottomline's Web-based self-service solution allows rules-based visibility, while addressing security and compliance issues.



Going Green...

The cost savings and green business appeal of Web-based document process automation is nearly universal. Bottomline's solution reduces the need for expensive pre-printed forms, checks and postage, ink and toner. The big picture effect of eliminating paper forms and the associated delay of delivery when compared with automation is clear and beneficial—for your business and the environment.

Buy Versus Build

The temptation to utilize in-house resources to build your own DPA solution is understandable – the talent sits just down the hall. However, a basic examination of the risks shows that going it alone can be an impediment to your goal of integrated DPA.

Going It Alone

Not Your Core Business:

Attempting to build from the ground up takes longer and distracts from your mission.

Unforeseen Problems:

Starting from scratch leads to bugs and market delays.

Skyrocketing Costs:

When your developers shift focus to an internal solution for DPA, the costs quickly mount.

Partnering with Bottomline

Core Business:

Bottomline has been perfecting document automation for 20 years.

Quick to Market:

Seamless integration supports your brand and your time frames.

Cost-effective:

The pre-built elements of a Bottomline solution provide the building blocks of a variety of customization plans — and save money.

Partnering with Bottomline

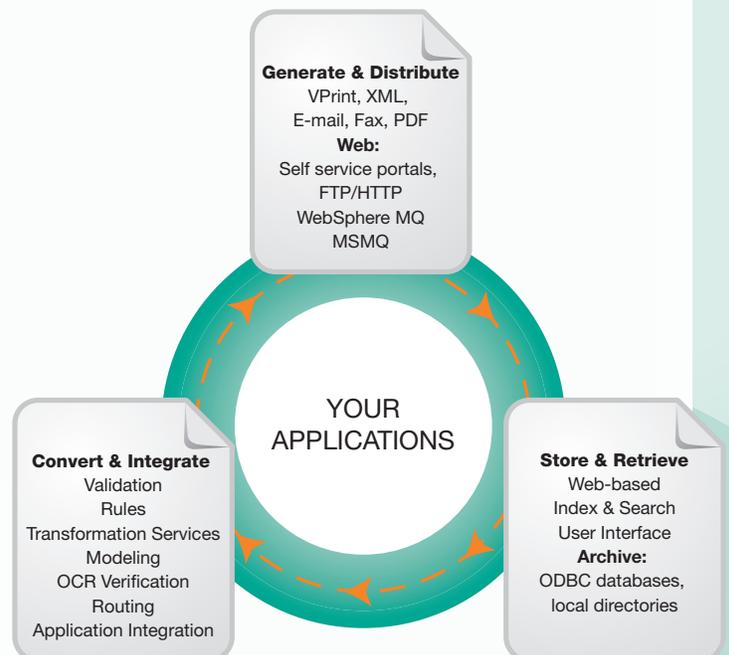
Grow Revenue and Expand Your Market

With custom development services, Bottomline can ensure the fastest possible embedment – often less than 60 days – meaning you can almost immediately begin winning more business with the added value now available to customers. And by increasing the offerings of your application, the doors of new markets swing open. OEM manufacturers with embedded Bottomline document processing technology provide unique benefits not frequently replicated. You can also deliver new functionality to your valuable maintenance customers, solidifying their product path and helping to justify their continued investments.

Choose the Right Partner

More than 4,000 organizations around the world use Bottomline DPA solutions and we've delivered OEM solutions to leading global software manufacturers on three continents. Using your company's valuable talent, time and capital on an in-house version of a document processing solution could take many months to bring to market. Taking advantage of Bottomline's unparalleled domain expertise means a straighter path to integration, increased revenue and customer benefits.

Get the Technology Your Customers Need



CASE STUDY

Company

Enterprise Resource Planning giant

ERP Solution

Fully integrated, modular, global client base

Annual Revenues

\$55M subsidiary, parent revenue exceeds \$44 billion

Problem

Like many of the major global ERP providers, this company needed to fill the document processing gap in its product. Customers were requesting the capabilities, but management could not spend the exorbitant amount of time and resources necessary to develop the features in-house.

Requirement

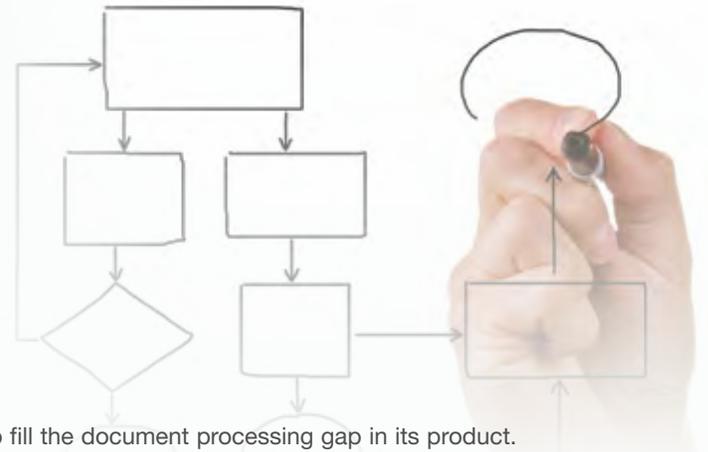
The company needed the new software integrated quickly and it had to function in harmony with its highly-regarded product

Solution

Bottomline's answer to the company's requirements not only met those needs, but also:

- Provided needed technology: Outbound communications, online storage and self-service retrieval, document approval routing and inbound imaging.
- Helped the company gain an additional revenue stream through up-selling service and support to existing customers.
- Enhanced the customers' efficiency by enabling features like Web query and document retrieval for employees, customers, partners and suppliers.

And because these attributes were integrated into the company's branding, the company was able to differentiate itself in the market like never before.



“Bottomline's OEM solution provides us a valuable and compelling solution that effectively becomes our own branded product. We did extensive research to find the right combination of technical prowess, license flexibility, product vision and user friendliness.”

- Director of Product Management

FOR MORE INFORMATION:

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