

Partner Spotlight Winners

March 2012

Avelon (Europe, Middle East, and Africa)

Located in the Netherlands, Avelon has been working diligently alongside OpenText, and has experienced many successes that deserve recognition via the Partner Spotlight. Avelon is the largest SAP Invoice Management by Open Text partner in the Netherlands with the most 'live' references. Avelon has also developed their own 'fast track' SIM READY TO RUN, pre-customized SIM solution for extremely fast implementations with 'best of class' processes; proven by satisfied customers. Additionally, Avelon will present a customer success story for the third time in a row at [Content Day Benelux](#) on May 15th.

Avelon is a Benelux company founded in 2000 with a clear focus: enabling SAP customers to achieve cost efficient and effective business processes using SAP's workflow tools. With over 300 successful process optimization projects including more than 80 in the area of vendor invoice automation, Avelon boasts a solid track record in delivering process efficiency. Their consultants have years of experience with SAP workflow based solutions and thorough knowledge of the technical architecture. In addition they also have the necessary process knowledge and experience with change projects. This combination is the key to the success and recognition that Avelon has received in the Benelux market.



For more information on Avelon, visit www.avelon.nl or www.avelon.be.

Axient (Asia, Pacific and Japan)

Axient is a Platinum Partner for OpenText's Fax and Document Distribution Group (FDDG) and OpenText's Customer Communication Management solutions (aka StreamServe). Axient is also a certified SAP Ecosystem Services Partner, specializing in providing services that facilitate the delivery of SAP Document Presentation by OpenText. Axient has taken the APJ market by storm; they have been awarded for being the Top Reseller of 2011, and also achieving the Largest Percentage Growth in 2011 for the Australia and New Zealand region. Axient is also a sponsor of [Content Day Sydney](#), which is scheduled for March 6-7, 2012. Additionally, Axient's upcoming events include: [Mastering SAP Technologies](#), [Mastering SAP Financials](#), and [Mastering SAP Supply Chain Management](#).

Axient is the multi-channel delivery of business documents by Fax, Web, Email, SMS, Mobile, Print or Post. Axient provides organisations with this capability to reduce costs and increase revenue. Since 1998 Axient has been the number one value added reseller of RightFax in the Asia Pacific region and a certified StreamServe partner since 2005. From sales through to technical support, Axient provides a wealth of institutional knowledge, subject matter expertise and organisational capability.

Learn more about Axient: www.axient.com.au

Watch this [video](#) from Axient too! (Click "Open" on right-hand menu)



KOM Networks (Americas)

KOM Networks has been selected for the Partner Spotlight because of its continued support of Open Text, Open Text Partners and customers in addressing compliance regulations and business continuity with state-of-the-art storage solutions that offer the most flexible configurations. KOM's [KOMpliance](#) patented secure storage solutions create tamper-proof compliant volumes using Hard Disk Drives and Solid State Disks with ironclad WORM data protection enforcing all variations of compliance requirements and retention policies and published with a familiar NAS interface. KOMpliance is certified with Open Text Archive Services and complements out-of-the-box functionality with eDOCS. Together with KOM, Open Text Partners are able to help customers meet their compliance requirements while freeing funding for projects, expansion and services that will foster innovation and optimize productivity. KOM's [Junk-A-Juke Upgrade program](#) lowers implementation barriers for customers by providing them an Enterprise Class secure storage solution with trade in of their old technology for the mere cost of maintenance and provides recycling of the obsolete hardware. KOM Networks is also an outstanding contributor to the community; KOM donates all the proceeds generated from recycling to benefit Feed The Children US and Speroway (formerly FTC Canada).

KOM Networks is a world leading provider of flexible, secure, tamper-proof data archiving and storage management software and solutions. KOM is enabling enterprises large and small a cost effective way to improve productivity and meet compliance requirements without altering their network infrastructure or daily business routines. KOM Networks is an Open Text Technology Partner, and is working closely with Open Text to address data security and protection requirements legislated across the globe without impeding performance or productivity.



Learn more about KOM Networks: www.komnetworks.com





You could be featured in the Partner Spotlight!

Let us know if you think you're eligible for the OpenText Global Partner Program Partner Spotlight. We've posted an [overview](#) about the Partner Spotlight on the Knowledge Center that you can review for more information. Contact us at partners@opentext.com for your chance to be in the Spotlight!