



PRESS RELEASE

GESWAY TAKES OVER DIGITAL PEN SOLUTION DEVELOPMENT AND DISTRIBUTION FOR SOFTMINDERS-FMS

Having successfully launched the StyloPDF digital pen six months ago, ERP software house GesWay, decided to broaden its ambitions in the sector by acquiring the development and distribution of Softminders-FMS, an established player in the digital writing field

Villeneuve d'Ascq ,France, 18th October 2011

Launched in May last year, the StyloPDF digital pen employs technology which has received sudden media coverage under the Anoto digital pen brand, for none other than... a primary election. But it is thanks to its own benefits that this digital pen with in-built camera has established itself as the major innovation of the decade in terms of paperless technology. The StyloPDF digital pen comes equipped with mini camera and memory functionality which enables the contents of a handwritten form, such as order form, site intervention report, inventory check-in check-out, to be digitalized, saved and instantly sent via 3G link. The uses for this type of technology are countless within organizations which have never been able to find a truly mobile solution adapted to their line of business and above all, one which does not change the way in which technicians operate.

As the StyloPDF digital pen promoter in France, the northern based developer, GesWay, decided to enhance this line of business by taking over the development and distribution functions of Softminders-FMS, pioneer of Anoto digital pen technology.

Under terms of the agreement, GesWay will not only manage the development of the FMS platform, entirely rewritten in .NET, which will

enable uploaded pen data to be managed, for character recognition to be processed and PDF and XML document distribution portal but also Softminders-FMS indirect distribution side of the business which includes Digital Pen Corporation (France and Switzerland), boasting numerous projects such as Foncia (up to 13,000 inventory reports per week) and Apologic (subsidiary of "Chèque déjeuner" luncheon voucher scheme) which specialize in domestic services. As for Softminders-FMS, they will likewise become a distributor of GesWay's solutions.

In the wake of this agreement, GesWay signed the transfer to "Gold Partner" status with Anoto, and have their sights set on becoming "Platinum Partner" very soon..

For Etienne Pruvost, Managing Director of GesWay, the acquisition of this SFMS division is only the "first stage of a four point development plan" :

- *"the strengthening of the distribution network over the coming months"*, in particular within the mobile solutions specialists sector who realize that the StyloPDF digital pen is an excellent addition (it is no longer possible to write on tablet computers)
- *"A SaaS mode offering,"* with pens for rental on a pay-as-you-go basis which allows much smaller projects or prototypes for larger accounts to be managed
- *"The development of a collaborative field document distribution portal (intranet/extranet)"*
- *"Closer links with operators,"* to package a 3G info upload offer

This just goes to show that at Gesway, *"The StyloPDF digital pen – we believe in it..."*

About GesWay :

GesWay, which was created fifteen years ago, designs and implements ERP solutions adapted to its clients' line of business : project and contract management solutions for the construction sector and professional services , multilevel direct sales, professional cleaning companies etc. As a certified Microsoft « Gold Partner », GesWay also distributes numerous highly innovative solutions such as : schedule management, E-Billing solutions for suppliers, digital pen, mobile solutions..

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