



ACCUIMAGE, LLC

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**AccuImage Growth Continues with New Knoxville Office and Director of Sales**

*New Office, Team Members Support Company's Evolution  
into a Business Process Consultancy*

**NASHVILLE, Tenn. – Oct. 3, 2006** – AccuImage, LLC, a business process consultancy and integrator of complete information management systems, today announced that it has established a presence in Knoxville, Tenn., and expanded its sales force. IT industry sales veteran John E. Fox has been brought on board as AccuImage's director of sales; in this role, he will oversee sales operations in the company's Nashville headquarters and its new office in Knoxville, Tenn.

AccuImage is celebrating its tenth year in business in 2006, although their roots date back to 1974 with the founding of American Micrographics. In 1996, AccuImage was founded on the premise that PC-accessible images were the wave of the future for document retention and accessibility. Over the past decade, AccuImage has grown to be a provider of comprehensive information management and business productivity improvement solutions. They work closely with customers in diverse industries to design, develop, integrate and support solutions that solve complex business problems, using next-generation document and content management and business process management applications. Successfully competing in an evolving industry, AccuImage has captured a special niche by combining powerful new technology with the real-world experience needed to implement the ideas and vision of their customers.

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This realignment as a business process consultancy has, in part, fueled the need to expand the company's operations and bring new sales talent on board. "We have recognized a need for high-level strategic consulting as it relates to identifying business processes, devising a strategy and incorporating technology," said C. Roy Payne, president and CEO. "We are expanding our team to support the entire client relationship from high-level consulting all the way to system integration and support – while providing the very best customer care along the way."

John E. Fox brings over 30 years of professional experience to the AccuImage team. Fox's prior experience includes 24 years at 3M and Imation Corporation. He also has vast experience in records and lifecycle management as well as content management sales. Fox has achieved continued recognition for his ability to help customers in diverse industries solve complex business problems through the use of document management, content management and workflow technologies. Fox is a customer-centric individual and a key member of the AccuImage management team. He holds a bachelor's degree in business administration from the University of Memphis.

Also new to the sales force are John Bybee, who was recently promoted to an account executive role in AccuImage's Nashville headquarters, and new account executive Wayne Ingram, also based in Nashville. Bybee has been a valued member of AccuImage's customer service team since 2004, where he was tasked with customer care, product delivery, inventory management and hardware installation. He holds a bachelor's degree in business. Ingram brings over 30 years of sales experience to the AccuImage team; he consistently received "top producer" and "salesperson of the year" awards from his previous employers. He is an expert at implementing policies and procedures to best serve the needs of the customer.

"Our new sales personnel bring diversity into the team through their varied experiences and areas of technological expertise. We are pleased to welcome John Fox to the team, and have charged him with the responsibility of overseeing our growing sales force, while ensuring the AccuImage name continues to embody customer satisfaction," said Payne. "Over the past two years, John Bybee has proven himself time and again that he is committed to being responsive to customer needs, a trait that serves him well in his new role. And Wayne Ingram's talent for building

lasting relationships with customers while looking out for their best interests fits within our mission of providing only the best, in product and service.”

The benefits clients achieve from AccuImage solutions are a true testament to the team’s ability to bring expert knowledge and essential tools to the table. One client has cut headcount by approximately 200 employees, which has saved the company millions of dollars in overhead alone. Another client has significantly reduced the time it takes to locate information; searching through three million documents, which used to take 24 hours or more, now takes only two minutes in most cases. A city government has ensured disaster recovery for documents that date back more than a century; they have also reduced physical storage space and now provide secure, near-instant access to thousands of records.

As they look ahead to the next decade in business, AccuImage is committed to remaining a cutting-edge consultancy and systems integrator by offering turnkey, proven solutions that maximize business productivity. The growing team remains steadfast in AccuImage’s founding mission of delivering first-class strategies and technologies, and the very best customer care.

### **About AccuImage, LLC**

AccuImage, LLC is a business process consulting firm that empowers their customers with solutions designed to gain the maximum value from their information throughout its lifecycle. Founded in 1996 and headquartered in Nashville, Tenn., AccuImage specializes in the design, installation and support of business process improvement and information management systems, including solutions for document and content management, forms processing, and BPM and automated workflow. They offer software and hardware from leading companies – AnyDoc Software, Autonomy (Cardiff Software), Böwe Bell+Howell, Canon, Captaris, Captovation, EMC, Fujitsu, Kodak, Kofax, Panasonic and Plasmon – as well as business consulting, document conversion and professional services. For more information, visit [www.accuimagellc.com](http://www.accuimagellc.com).

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