



Partner Testimonials

“Content Management opportunities are always multi unit [hardware] deals...with the [CMS] software being the primary reason for the sale...and Business Process Improvement being the primary reason for the purchase.”

Paul Slavik
Director of Technology Services
Excel Business Systems

“They [Cima Software] have truly helped our dealers finally realize some serious pull through business adding six figures with MFP deals. ...We've been pushing this concept for years and it's finally arrived with this type of pull through product. They are a responsive vendor and deliver exactly what they say.”

Claude Jacobs
Executive Digital Manager
Ricoh Business Solutions



“Your product is impressive with its advanced tools. I haven't run into a process that couldn't work with Cima's software solutions. Your support resources are responsive as well.”

Chris Liguori
Digital Document Solutions Director
Electronic Business Products

“Cima's support has been vital to develop and provide innovative document management solutions. The CIMA Software team has supported our Commercial Department with all its pre-sales, sales and training activities. Without their help, we would not have this new line of business that continues to grow significantly and constitutes a key differentiation point with our competitors.”

Dora Buitrago Daza
Gerente de Ventas
Ricoh Latin America

“The Cima Software staff has been great to work with, as they are responsive, helpful, and supportive with any customer needs. No customer is too big or too small for this solution, and all questions and inquiries are answered immediately. Because it has a friendly interface and has a scalable and modular design, Cima Software's solutions are something that every company should consider to help increase office efficiency and meet regulatory compliances. In the “do more with less” society we live in, this solution will help you accomplish this while supporting a Go Green initiative.”

Tim Yormak
Document Management Consultant
Illinois Paper & Copier Co.

For Ricoh Mexico's 2011 fiscal year we took it upon ourselves begin working with document management solutions, for the Mexican market is taking a new direction regarding the management of documents. Proof of this can be seen in the fact that by January of 2011, the invoicing process will be mostly electronic, therefore we are creating a business partnership with Cima Software in order to be able to attack this new need that remains unknown by many other Mexican companies.

Cima Software has supported us throughout our change into a digital environment in the following ways:

1. Constant training to our sales force
2. Installations of solutions in our portal
3. Multiple quoting visits
4. Gathering information about our system for proposal
5. Comprehensive closing procedures

Over a period of 6 months their support has advanced our business greatly in the following aspects:

1. Our executives are more knowledgeable in the field of document management
2. Propositions of the value of document management
3. Business prospecting

Bernardo Caraveo
Jefe de Ventas
Ricoh Mexico

“Cima’s software solutions have proven to be very flexible and very stable. It is easy to use, easy to install and easy to support. Integration with our MFP’s has been excellent. Customer acceptance has been great!”

Jeff Dixon
VP Sales & Marketing
Topp Business Solutions

“The support, the personalization, and the constant attention on your part is what differentiates you from your competition. I came to this conclusion after having worked with three other similar products.”

Paul Faret
Sales Manager
Ecuacopia



“Cima Software’s products are comprehensive solutions that are robust and modular with the capabilities of being custom fit and priced to meet customers’ document and content management needs. Its suite of capabilities such as COLD, workflow, integrations, and customizable user experience rivals only the best-in breed, much more expensive Content Management systems such as Onbase. Working with Cima, I have found their pre-sales and engineering staff extremely helpful and knowledgeable.”

Joel McCreight
Solutions Engineer
Ricoh Business Solutions

“We are replacing other CM vendor products with DocuClass...because of integration, scalability and functionality issues.”

Gabriel Pulido
Document Capture and EDM Manager
Ricoh Latin America



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