



## EMPLOYEE INTERVIEW WITH HENNING KRAUSE

VICE PRESIDENT AND SALES DIRECTOR INTEGRATED SOLUTIONS

### HENNING, COULD YOU BRIEFLY INTRODUCE YOURSELF?

I am 46 years old, happily married, and have two children (ages 16 and 19).

### HOW LONG HAVE YOU BEEN WORKING AT IRIS?

Since December 2007 – nearly a dog's age.

### WHAT IS YOUR AREA OF RESPONSIBILITY?

I started out working in Sales at IRIS, and that's still the case. Now I am in charge of sales for Canon EMEA, value added resellers and OEM partners.



### WHICH THREE WORDS BEST DESCRIBE YOU?

Reliable, friendly, industrious.

### WHAT DO YOU LIKE MOST ABOUT YOUR JOB AT IRIS?

We are working in a very interesting environment. Being able to actively shape the growth of IRIS gives me great pleasure and constantly motivates me, day after day.

### WHAT IS THE BEST LESSON YOU HAVE LEARNED IN YOUR CAREER UP TO NOW?

Honesty is the best policy.

### WHAT IS THE MOST IMPORTANT PROJECT YOU WILL WORK ON THIS YEAR WITH YOUR TEAM?

Finding new, exciting partners for our cloud, OEM and on-premise solutions.



### WHAT MOTIVATES YOU TO GET UP AND GO TO WORK EVERY DAY?

The pleasant work environment with many colleagues who are more like friends, the great solutions for our partners and customers, and the many creative opportunities.

### IF YOU COULD LEARN A NEW SKILL IN 10 MINUTES, WHAT WOULD IT BE?

French, so I could converse with my French-speaking colleagues even better. If that's not possible, then perhaps patience.

### WHAT ARE YOUR EXPECTATIONS FOR THE NEXT 12 MONTHS?

It will be a very strenuous year with the challenges of transforming our business in new fields, but that's what makes the job so satisfying and interesting.



## CONTACTS

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## ABOUT US

Image Recognition Integrated Systems (I.R.I.S.) is a leading provider of 'Content to Process' technologies'. I.R.I.S. offers solutions for automatic invoice and order processing, HR and supplier records as well as case management in legal, healthcare, and finance sectors.

I.R.I.S. provides technologies and solutions that capture data and information contained in documents, which are relevant to business processes. The goal is to make the data easily available while reducing operating costs.

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