



INTERVIEW WITH HERBERT SCHLACHER

CEO FROM TRISOFT INFORMATIONSMANAGEMENT GMBH



MR. SCHLACHER COULD YOU BRIEFLY DESCRIBE TRISOFT?



trisoft is an owner-managed software company in Styria, Austria. Our company currently employs 15 people who are primarily involved in product lifecycle management (PLM), product data management (PDM) and technical document management (DMStec), i.e. the management of all documents in a technically oriented company.

WHAT CRITERIA MADE YOU CHOOSE IRIS AS YOUR SOFTWARE SUPPLIER AT THE TIME?

At that time, we were looking for a solution that could support our DMS system PRO.FILE in the area of incoming document capture and evaluation. We analyzed and compared several providers, but IRIS was ultimately able to convince us with the best technical solutions. What

particularly impressed us were the solution-oriented people we dealt with at IRIS. This aspect is always particularly important to us.

WHEN DID THE PARTNERSHIP WITH IRIS BEGIN AND WHAT IS THE POTENTIAL FOR DEVELOPMENT?

We have been partners with IRIS for 15 years now. We won our first customer with the Scheuch company in 2009. Other exciting projects and renowned customers mainly from Austria followed. We were able to record the satisfaction of these customers in reference case studies with IRIS. We see a lot of potential with IRIS now and in the future. The continuous development of the IRIS software has opened new doors for us as new capabilities are added to the solution. Be it to add new value to existing customers with other applications or to help new customers with special tailor-made solutions. In particular, we see further potential with IRISxtract™ in the cloud.

WHO IS TRISOFT'S TARGET GROUP FOR ITS PRODUCTS?

Our main business is in the area of PLM, PDM, DMStec, here we have primarily technically oriented companies such as mechanical engineers, plant manufacturers or also from the aerospace or medical technology sector.

WHAT IS THE ADDED VALUE OF IRISxTRACT™ FOR YOUR CUSTOMERS?

Although we have been selling IRIS for 15 years now, the adoption of the solution has accelerated within the past few years. Now even companies in the SME environment see that you have clear optimization potential in these areas. You shorten throughput times not only in processes that have to do with incoming invoices or delivery bills. IRIS generally supports digitization processes and helps to overcome media discontinuities. For example, we scan material or inspection certificates and evaluate them



automatically with IRISxtract™. We see a lot of potential here in the future.

WHAT SYNERGIES DOES TRISOFT ACHIEVE THROUGH ITS PARTNERSHIP WITH IRIS?

The IRIS products can also be sold stand-alone, but in combination with our PRO.FILE we have a very well integrated and well-rounded overall

solution. We now also work intensively with ERP partners who offer both PRO.FILE and IRIS to their customers. Through this combination we see a real added value for our customers.

HOW WOULD YOU DESCRIBE YOUR COOPERATION WITH IRIS IN A FEW WORDS?

Forward-looking, solution-oriented, cooperative, uncomplicated!

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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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