



# Company Profile

Uniplex Ltd. was established in 1981 in Hemel Hempstead (UK). In July 1994 it became part of the software holding organisation CP Software Group (CPSG) headquartered in California, USA. This global enterprise operates subsidiaries in Asia, Australia, Germany, UK, and USA. The group employs 150 staff worldwide, besides Uniplex CPSG consists of the following divisions:

- Interest!ALERT (web-based information system)
- InTEXT Systems (text analysis software)
- Island Software (productivity software)
- MailCentro, Inc. (free portal mail provider)
- Media2Net (internet marketing)
- Tech Divas (online magazine)
- TODAY Systems (GUI software development)
- ZapZone (e-mail network).

For more than 20 years Uniplex has developed and distributed software for office automation, groupware and messaging. In 1994 the company extended the product range with an innovative document management solution, which today represents a fully fledged DRT-solution (Document Related Technologies) containing features such as knowledge management, workflow and archiving. Additional services like consulting, training and API-programming make Uniplex a full service provider.

Uniplex GmbH, founded in 1989 and headquartered in Munich, coordinates the operations for central Europe, specifically Germany, Austria, and Switzerland. In 2001 the onGO DMS research and development division was relocated from California to Munich in order to investigate the requirements and potential importance of the European market.



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## Market environment

Uniplex distributes directly and through a partner network. Different market circumstances and business environments are decisive whether the contract partner works as a Reseller, Competence Centre, VAR, or OEM-technology partner.

The Uniplex sets great value on optimal customer and partner support. At conception the attention is set on supplying sales partners with substantial Uniplex knowledge. This serves to ensure partners are in a position to give competent advice to the customer during the project preparation, project realisation, and a complete post sales support solution.

Aside from sales partnerships the technology partnerships represent an essential extension of the solution portfolio and therefore an enforcement of the market presence. With strategic partnerships in the areas of capturing, knowledgeware, archiving, digital signature and web content management the DRT portfolio is completed. Due to the integration possibilities of onGO as a "document repository" into various applications in the areas of CRM, QA, EDM, portal, or health insurance higher functionality and data integrity is achieved with the leading applications.

Technical support is supplied from Munich, Hanau, or the UK. Uniplex has at its disposal a team of well educated specialists for consulting, support, localisation as well as training.

## What does the Uniplex bring to market?

### Office communication/work group:

The term "Windows for Microsoft" is as "Unix for Uniplex". With an install base of approximately 2,2 million users worldwide (approx. 1 million in Europe) and a market share of approx. 55% Uniplex is the market leader of office communication and GroupWare solutions on open platforms.



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## Free mail services

At the beginning of the year Uniplex GmbH took on the European-wide, exclusive market rights of our sister company MailCentro, one of the worlds largest email solution providers. The aim is to provide our customers with successful and tailor-made messaging solutions, for individual worldwide communication. The solution is based on a profitable price/performance ratio, our stable network supports millions of users and messages on a daily bases and meets all requirements of global companies.

## IMS solutions (information management systems):

According to a study by the Gartner Group 80% of corporate relevant information is found in documents and only 20% in databases.

onGO focuses on the area of unstructured data. Uniplex obtains the largest revenues in Germany with onGO (licence sales and services). Focusing not only on cross-corporate portal solutions, but also increasingly vertical solutions, e.g. public authorities, associations, pharmaceutical areas, and quality management.

## Positioning onGO product portfolio

onGO is a modular designed IMS solution. It divides into server and client components. Solution modules in the areas of knowledge/content management, as well as vertical solutions in the areas QA, public authorities, associations and technical documentation complete the portfolio.

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