

M-FILES AUTHORIZED SERVICE PARTNER

## Increase Your M-Files Service Revenue and Profitability

### EXPAND YOUR REACH IN THE MARKETPLACE

The influx of opportunities and pace of adoption of M-Files' technologies is hotter than ever. To enhance the lifetime value of your clients, partners want to move beyond product sales and own the implementation and support services as well. However, this growing demand can often strain a partner's pre-sales and implementation capacity. As a result, M-Files has hand selected General Networks as an Authorized Service Partner. In this role, General Networks serves as an extension of your professional services organization to expand your ability to drive net new sales and delivery engagements.

Offering complimentary pre-sales support and competitively priced implementation services, General Networks helps accelerate your sales cycle and adds valued services margin to your deals. With non-compete rules of engagement, General Networks is on your team for a winning engagement.

### The General Networks Value Proposition

- Extend your sales, technical and geographic coverage
- Complimentary pre-sales support including sales calls, discovery and software demos
- Post sales services including needs assessments, implementation services, support and migrations
- Fully branded and vetted SOWs – achieve a quicker time to market while avoiding scope creep and change orders
- Top-notch technical talent with extensive hands-on deployment experience
- Enhance your value-added services to your customer base
- Competitive pricing to maximize your profit models



**FOR MORE  
INFORMATION,  
PLEASE CONTACT:**

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*General Networks has greatly expanded our capabilities in assessing and quoting ECM software to our customers. Their professionalism and attention to detail have been fantastic and I am thrilled by what we have accomplished together in a short amount of time. I am very excited for our business relationship to grow and evolve in the years to come."*

Doug Lu | Principal & Vice President | Integrated Office Technology



“ *We are excited to welcome General Networks onboard as an Authorized Service Provider. In addition to their expertise in designing and deploying content management and workflow solutions, General Networks has also completed a series of stringent guidelines and M-Files-specific technical certifications. We believe having a network of trusted Authorized Service Providers will help meet the increasing customer demand, as well as, support our partner community to drive additional margin and customer loyalty.*”

Ed DeVillier | Director, North American Channel Sales | M-Files Inc.

## General Networks: Your Trusted Partner

### Over 26 years of expertise delivering Enterprise Content Management, Workflow, Capture, eSignature, and Process Automation Solutions

Our implementations — ranging in size from 20 users to over 60,000 — currently serve over a million users for more than 150 customers, including major entertainment, utility, manufacturing, technology, real estate, public sector, ports/transportation, and SMB organizations.

General Networks' team of M-Files Certified Solutions Consultants, Architects, and Project Managers have the industry, process, integration and product knowledge to partner with your organization to create an M-Files architecture purpose-built for your customer's needs and requirements.

#### Providing Geographic Coverage Across:

- **Western United States**  
*Including Southern & Northern California, Washington, Oregon, Hawaii, and Nevada*
- **Rocky Mountain Region**  
*Including Colorado, Arizona, New Mexico, Texas, and Utah*
- **Southeastern United States**  
*Including Florida, Georgia, North Carolina, South Carolina, and Tennessee*

Leveraging a blend of remote and on-site service delivery, our team is available for assignments throughout the United States.

