



## Fortis SE or FortisBlue? Choose the Right Solution

Westbrook has added **FortisBlue™** Web-based document management software to its solution set allowing partners to tap into and compete for the entry-level market. How do you tell when **FortisBlue** is a better fit for a prospect than **Fortis™ SE**? Use the following guidelines to determine which product best suits each customer's needs.

### Fortis SE

For any implementation with the potential to exceed 25 licenses and/or grow into an enterprise-wide solution.

#### Recommend Fortis SE if the customer needs:

- High-volume scanning, batch indexing or batch import
- Integration with capture platforms such as Kofax Capture®
- To share data with line-of-business applications
- Workflow to kick off actions in other software applications
- Built-in Microsoft® Office integration
- To archive Microsoft Exchange emails
- Electronic forms
- Variable printing capability with PlanetPress
- Built-in reporting capabilities
- To burn files to a searchable CD/DVD
- To delete or retain documents on a predetermined schedule
- To sign documents with a signature pad
- Failover capabilities that allow a secondary server to stand in automatically for the primary server

### FortisBlue

For your most price-sensitive customers. Low minimum buy-in allows you to bundle the solution with an MFP lease with low monthly payments providing an effective sales wedge. Also consider leading with **FortisBlue** when competing against SaaS offerings.

#### Recommend FortisBlue if the customer needs:

- To perform basic scanning, indexing, retrieval and archiving
- A thin, Web-based solution which works over the Internet or an Intranet using only a Web browser
- To support a workforce that communicates heavily via the Web or mobile devices rather through a LAN or WAN
- Edit capabilities deployed via the Web
- Built-in workflow, such as approvals, that complete processes within the **FortisBlue** application
- Software that requires minimal internal IT support for rollout
- To add one seat at a time



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