



TOTAL CONTENT INTEGRATOR (TCI) FOR OEM'S, RESELLERS, AND SYSTEM INTEGRATORS

The Challenge

To convert CIO's and CFO's objectives into purchasing decisions, you must deliver added functionality that also reduces their operating costs. Unfortunately, solution providers find that the ever-increasing variety of content stores and applications makes information integration time consuming, unpredictable and costly. With end users demanding more functionality, integrating high-value business processes with information sources should be a competitive differentiator, not a technical barrier.

Access to All Information Anywhere

Total Content Integrator (TCI) provides fast, easy, and secure access to all information stored anywhere in the enterprise. Using packaged Web services, *TCI* gives authorized users a single, consistent interface to multiple, disparate information sources and delivers content to business-critical applications. The *TCI* platform allows solution providers to rapidly and cost-effectively deploy critical applications at reduced costs.

Reduced Cost and Risk

Designed for integration and resale by Mobius channel partners, *TCI* accelerates the development and implementation of information-rich applications. An out-of-the-box solution, *TCI* eliminates custom coding and reduces development, testing, and support costs by 60-80%. Unlimited scalability and the ability to access all current and legacy information sources contribute to higher application performance and reduced time to market. The need to purchase additional client access licenses (CAL's) associated with specific repositories is often eliminated. With more predictable and stable links to information sources, average customer support calls are reduced 10-40%.

Vendor and Repository Independent

TCI is a vendor-, file system-, and location-independent solution, eliminating the need for proprietary integration software and vendor lock-in. Solution providers can access content stored anywhere in their end user's enterprise without concern for repository, authentication, or scalability requirements. The value of all information assets increases since they can be seamlessly linked with business processes without the need for custom programming.

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Risk Management

It is not unusual to read about information integration projects that mushroom out of control, costing the solution provider hundreds of thousands or even millions of dollars in lost revenue and margin. While the traditional integration method of writing custom API-based code is relatively straightforward, the resulting application testing and integration requirements drive up costs and time exponentially based on the number and types of information repositories. *TCI* is an out-of-the-box solution without the scalability, security, or repository constraints imposed by custom coding or competitive tools. Unanticipated delays and uncontrolled projects are a thing of the past.

More than Just an Integration Tool

TCI's index mapping provides the ability to build incremental applications and pursue new revenue sources. Using the built-in search and metadata capabilities of *TCI*, relationships can be defined between information sources and mapped to business process, workflow, and operational solutions. Deployment is fast and cost effective and ongoing maintenance is minimal, without the need for extensive programming and support.

Rapid Return on Investment (ROI)

In addition to reduced development and support costs, *TCI's* benefits translate into competitive wins, increased installed base revenues, and improved customer retention. Customer service calls are completed in less time, business processes are linked to data in real time, and ad hoc requests can be answered without custom

programming. Solution providers that wish to implement self-service, research analysis, or compliance applications can do so without reengineering existing databases, file systems, or e-mail applications. Average return on investment (ROI) of 12 months or less is common.

Easy to Test and Implement

Whether looking for reduced cost of development and support or incremental business opportunities, Mobius *TCI* partners enjoy rapid ROI, risk reduction, and competitive innovation. A "lite" product that is easy to integrate and implement, *TCI* can be rapidly downloaded, tested, and evaluated. Coupled with Mobius's complete program for channel partners — dedicated account management, "quick start" training, and joint business development campaigns — *TCI* meets the need of OEM's, resellers and systems integrators looking to add capability and capacity to their solutions while reducing overall costs and risk.

About Total Content Integrator (TCI)

Total Content Integrator is the premier solution for connecting any information source with any information user or application. It provides fast, easy, and secure access to all content sources through a single, consistent interface. Packaged adaptors give authorized users seamless access to locate and retrieve information stored anywhere in the enterprise. An open source interface can be used to develop applications that retrieve content from all repositories connected to *TCI*.



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About Mobius

Founded in 1981, Mobius Management Systems, Inc. (www.mobius.com) pioneered software for high-volume information archiving and has been a leader in that market ever since. Today, Mobius is the leading provider of integrated solutions for enterprise archiving and records management. A comprehensive software suite integrates information across disparate repositories, supports legal and regulatory compliance, and delivers content-enabled applications that streamline business processes.



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