

conceptClassifier for SharePoint

The **Only** Certified SharePoint 2010 Solution to Improve Search, Records Management, & Compliance

January 2011

As we begin the new year, Concept Searching would like to welcome all of our new customers and sincerely thank all of our partners for their great support and their contribution to our success in 2010. Last year was a great year for us and we are proud of our accomplishments including:

- We continued our consistent growth rate. Since 2006 we have grown our revenue year on year by an average of 40%, while continuing to remain profitable quarter on quarter since our very first fiscal year. In 2010, we maintained that consistency achieving 42% revenue growth with an operating margin of 63%. [Read more...](#)
- We continue to be the vendor of choice in several industries including Government and Regulated Industries, Defense and Intelligence, Professional Services, Legal, Manufacturing and Chemical, Digital Media, and Financial Services.
- We continue to be a Microsoft Managed Partner and were the first vendor in our space to deliver our technologies running natively in SharePoint 2010. [Watch the new webcast...](#)
- We continued to lead the field in the implementation of advanced metadata tagging solutions beyond mere search enhancements. We are the first and only SharePoint solution to be able to automatically tag content with records retention codes, identify and tag content that contains PII, PHI, or any confidential/sensitive information, automatically apply content types, workflow the content to improve records management and/or lock down of sensitive information. [See the webcast...](#)

We are excited about 2011 and the opportunity to continue to solve challenges in search, records management, compliance, and data privacy protection.

As always, we hope you find this newsletter informative.

Martin Garland, President
www.conceptsearching.com

New Webcast Available!



A Comprehensive and Complete Approach to Enterprise Metadata Management in SharePoint 2010

Concept Searching has just released a new [webcast](#) that provides a step-by-step overview of [conceptClassifier](#) for SharePoint's native integration with the SharePoint 2010 term store.

Why is this important?

- SharePoint 2010 has no ability to automatically create and store classification metadata

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contentTypeUpdater Now Available for SharePoint 2010

contentTypeUpdater works in conjunction with [conceptClassifier](#) for SharePoint and uses records retention codes, semantic, and security metadata associated to data assets to drive the automatic application of content types. Once documents have the appropriate content type, based on natural language and

- SharePoint 2010 has no taxonomy management tools to manage, test, and validate taxonomies based on the term store
- SharePoint 2010 has no auto-classification capabilities
- SharePoint 2010 has no ability to generate semantic metadata and surface it to the FAST or SharePoint Search engine (or any search engine) to improve search results
- SharePoint 2010 has no ability to automatically tag content with vocabulary or retention codes for records management
- SharePoint 2010 has no ability to automatically update the content type for records management or privacy protection and route to the appropriate repository

What does that mean to you? You can improve enterprise search, facilitate records management, eliminate manual tagging, identify unknown privacy exposures, simplify SharePoint migrations, and provide needed structure to Enterprise 2.0.

Concept Searching Achieves Microsoft Gold Competency Independent Software Vendor (ISV)



Concept Searching is pleased to announce the achievement of the Microsoft Gold ISV Competency under the new rigorous Microsoft Partner Program guidelines. This accreditation requires the highest level of competence and expertise with Microsoft technologies and partners who achieve this level are recognized by Microsoft as their elite business partners. The Gold ISV Competency is in addition to the Silver Search Competency already achieved by Concept Searching. [Read the press release...](#)

Perkins + Will Architectural Engineering

PERKINS + WILL

[Perkins + Will](#), a global architectural engineering firm, has selected conceptClassifier for SharePoint as a best of breed product to build out and manage their corporate taxonomy and classify content to the firm's intranet portal. In addition, conceptClassifier for SharePoint will automatically tag content and provide the conceptual metadata to the firm's search engine to significantly improve both findability and collaboration.

National Transportation Safety Board Federal Government



The [National Transportation Safety Board](#) (NTSB) has chosen conceptClassifier for SharePoint to automatically tag and classify content within its SharePoint 2010 portal. The NTSB is an independent U.S. federal agency charged with determining the probable cause of transportation accidents and promoting transportation safety. The NTSB will use conceptClassifier for

SharePoint to tag content at source to improve information transparency as well as automatically identify sensitive information and documents of record. SharePoint Content Types will be automatically applied driving workflows and rights management resulting in effective records management and reducing the risk associated with sensitive information breaches.

Department of Health and Human Services Federal Government

U.S. Department of Health & Human Services
HHS.gov

The [U.S. Department of Health & Human Services](#) (DHSS) has selected Concept Searching's Taxonomy Manager and

automatically applied metadata, workflows can be started. contentTypeUpdater:

- Automatically applies appropriate metadata from the SharePoint 2010 Term Store to documents with correct content types;
- Identifies documents residing in wrong locations;
- Automates document migration workflow for storage, preservation, access and application of digital rights management; and,
- Identifies organizationally defined confidential and/or privacy data exposed on public facing websites or data that requires restricted access for internal end-users.

[Read more...](#)

Upcoming Events



February 7th - 9th San Francisco, CA

Concept Searching is a Gold Sponsor for the 2011 SharePoint Tech Conference being held in San Francisco. With over 90 sessions, SPTECHCON is the SharePoint conference with classes for IT professionals, business managers and analysts, and developers. The conference will be held at the Hyatt Regency San Francisco Airport.



Government Summit February 17th Columbia, SC

Concept Searching is a Platinum Sponsor for the annual Government Summit sponsored by KeyMark a Concept

conceptClassifier to build out taxonomies, tag, and classify content underpinning a portal for Comparative Effectiveness Research (CER). The purpose of this portal is to improve health outcomes by developing and disseminating evidence-based information to patients, clinicians, and other decision-makers. The solution will be able to respond to their expressed needs about which interventions are most effective for which patients under specific circumstances.

Fragomen Legal

FRAGOMEN [Fragomen](#), recognized as the world's leading immigration law firm has selected conceptClassifier for SharePoint together with Concept Searching partner [UC Logic's](#) Sysero applications to tag and classify content and provide a knowledge management platform integrated within their Global Knowledge Library.

KapStone Kraft Paper Mill Manufacturing



KapStone Kraft Paper Mill, located in Charleston SC and part of the [KapStone Paper and Packaging Corporation](#) has selected conceptClassifier for SharePoint to significantly improve issues surrounding findability and search. KapStone reviewed a number of SharePoint solutions and chose conceptClassifier for SharePoint for a number of reasons including; proven deployments in both MOSS 2007 and SharePoint 2010, clients using FAST search and SharePoint search, a strong client base in the U.S., a comprehensive integration partner structure; and finally Concept Searching's reputation as an industry technology leader and a profitable vendor in business since 2003.

Emerson Climate Technologies Manufacturing



[Emerson Climate Technologies](#) (ECT) has selected Concept Searching's conceptSearch and conceptClassifier for SharePoint for deployment enterprise wide. ECT's management were instrumental in defining the Emerson Corporate ILM Standard which includes the Concept Searching's suite of products along with Microsoft and OnBase. The deployment will include the full concept searching technology suite to deliver an enterprise wide common search platform, content tagging aligned to corporate taxonomies, and auto-classification of all content resulting in significantly improved search results at retrieval time. Additionally ECT is deploying conceptClassifier for SharePoint's unique capability to tag content with Records Retention codes, apply automatic content type updating, declare documents of record and workflow them to the OnBase Records Management system to enable effective Records Management.

Global Content Aggregator Publishing

One of the largest content aggregators in the world purchased the product based on the taxonomy manager and the functionality available in the distributed taxonomy management feature, lock down of nodes, roll-back, and audit features to support many concurrent taxonomists. Their taxonomy consists of many thousands of preferred terms and each of these having many non-preferred terms and they manage over 50 million documents. After evaluating several products, they selected conceptTaxonomyManager due to the flexibility, scalability, and powerful features to facilitate taxonomy management.

Southern Union Company Energy



The [Southern Union Company](#), one of the leading diversified natural gas companies in the United States with one of the nation's largest natural gas pipeline

Searching partner. The Government Summit is offered to government agencies and offices interested in learning more about the benefits of document management technology. Attendees of this interactive forum will learn how to significantly improve productivity and efficiency by implementing customized and scalable document management and capture technology.

SharePoint User Group - UK February 24th

University of Southampton

Join Concept Searching at the SharePoint User Group - UK Special Vendor Night which will be held at 6:30pm at Southampton University. Paul Billingham, Sales Director Europe will be presenting the management of free text documents in SharePoint and other document repositories accessible from SharePoint, involving Taxonomy Management, Records Management and improving basic search results.



SharePoint Saturday February 26th San Diego, CA

SharePoint Saturday will be an educational, informative & lively day filled with sessions from respected SharePoint professionals & MVPs, covering a wide variety of SharePoint-orientated topics. Concept Searching, a silver sponsor of the event, will be hosting a session entitled "The Swiss Army Knife for SharePoint 2010 Tagging, Term Store, and Taxonomies".

Microsoft SharePoint Business Solutions Expo March 10th Tempe, AZ

This unique event provides an opportunity for Microsoft enterprise and corporate customer to discover ready to deploy SharePoint and Office solutions that solve critical

systems has selected conceptClassifier for SharePoint and Concept Searching's contentTypeUpdater technology to power their intranet. conceptClassifier for SharePoint will be deployed to automatically apply conceptual metadata to content housed in file shares and SharePoint as well as provide taxonomy management capability surfacing rich conceptual metadata to the company's FAST Enterprise search platform significantly improving findability.

Welcome New Partners



Inspiring your next success!

[Hitachi Consulting](#) is a global business and IT consulting company of Hitachi Ltd., and a recognized leader with deep industry, business, and technology experience. From business strategy development through application deployment, they are committed to helping clients quickly realize measurable business value and achieve sustainable ROI.

As a global business and IT consulting company and a recognized leader in practical business strategies and technologies we recognized Concept Searching's leading edge products have the ability to address multiple challenges facing our clients. Our partnership has enabled us to deliver positive business results to our clients using Concept Searching unique and flexible technologies.

*Thanh Nguyen
Senior Manager, Specialized Services*



[West Monroe Partners](#) is a full-service provider of business and technology solutions with offices in Chicago, Columbus, Dallas, Montreal, New York, Seattle, and Toronto. Our more than 250 consulting professionals partner with clients across a range of industries, harnessing our collective experience to produce better business results. Named one of Consulting Magazine's "Small Jewels" and one of its 2007 "Best Firms to Work For," West Monroe Partners offers a refreshing, flexible approach tailored to clients' priorities, budgets, capabilities, and environment.

"We are very excited about our partnership with Concept Searching. conceptClassifier's automated tagging capabilities will increase the value of our clients' SharePoint 2010 implementations and strengthen our ECM offerings, particularly related to records management and regulatory compliance."

*Jamie Story, Director Customer Solutions Practice
West Monroe Partners*



[IMERGE Consulting](#) consists of unbiased consultants find the best solutions to match an organization's unique requirements. IMERGE has no bias toward a particular technology or vendor, maintaining neutrality in all respects. IMERGE Consulting focuses first on the business processes: where you are, where you want to be, and how to get there. Because we know how work works, we analyze the business needs efficiently and effectively, define unique requirements, make recommendations, develop solutions, and find appropriate suppliers. We bridge the gap between governance, process and technology to help you work better, faster, smarter.



[Knowledge Focus](#) has been delivering enterprise search solutions to large private enterprises and government, in South Africa and abroad, for over 10 years. Through the experience gathered and technical expertise gained over this period, Knowledge Focus is in a unique position as being one of only a few companies which fully understand the challenges involved with the implementation of large search solutions and have the skills required to

business problems. Concept Searching will be providing a session on how conceptClassifier for SharePoint addresses search, records management, compliance, and eDiscovery.



Web Cast Links

Technology Webcasts

[conceptClassifier for SharePoint 2010 - A Comprehensive Approach to Enterprise Metadata Management](#)

[Taxonomy Manager Overcoming the Challenges in Taxonomy Development and Maintenance](#)

[Auto-classification in Microsoft Office - Eliminating End User Tagging](#)

[What is Compound Term Processing?](#)

[Enhancing Enterprise Content Management](#)

Client Webcasts

[U.S. Air Force Medical Service Case Study](#)
[conceptClassifier For SharePoint Driving Business Outcomes](#)

Locations

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perform the work.

"We are our extending our offering to customers by partnering with Concept Searching. This will give us the opportunity to include automatic document classification and taxonomy management to our stable of solutions. In certain critical search applications, these capabilities will prove to be invaluable."

*Piet Dempsey, Managing Director
Knowledge Focus*

