

conceptSearching

Why Partner with Concept Searching

“Taxonomy and auto-classification is clearly a critical component in SharePoint 2010. conceptClassifier for SharePoint, unlike other proprietary solutions, has truly embraced enterprise metadata management and the Term Store, fully leveraging this new functionality.”

Josh Noble
Co-author of *Pro SharePoint 2010 Search*

What We Solve for You

Concept Searching partners have the ability to generate more consulting and services revenues, as well as build brand as a premier Microsoft partner and as a go-to partner in classification and search solutions.

Key benefits available to Concept Searching partners include:

- Develop new revenue streams - Based on historical information, client engagements range from \$250k to \$4.1m
- Increase, expand, and lengthen consulting engagements
- Drive deployments of Microsoft software and partner services revenues
- Reduce the Microsoft Licensed Software sales cycles
- Reduce the effort in developing customized Proof of Concepts
- Increase competitive positioning with an industry unique solution
- Compelling advantages in competitive scenarios
- Ability to solve mission critical objectives for clients
- Quantifiable business case that delivers a rapid ROI
- Drive Microsoft revenues

What We Solve for Your Clients

Partnering with Concept Searching creates an opportunity to generate new services revenues by addressing a wide range of enterprise challenges, including:

- Improved Relevance in Search
- Records Management
- Compliance
- Data Privacy Exposures
- Migration
- Enterprise Metadata Management
- eDiscovery and Litigation Support

How Do We Impact Your Bottom Line?

- Major US Army Contract rolled out the Concept Searching suite, driving \$2m+ services revenue
- US based gas pipeline company awarded a \$500k service contract to implement conceptClassifier with FAST and SharePoint
- US Army contract committed to \$1.5m in services revenue over 3 years to implement and maintain the Concept Searching technology suite for records management deployment
- The USAF Knowledge Program expended \$4m over 4 years to implement and maintain the Concept Searching technology suite, delivering an enterprise knowledge portal

The Smart Content Framework™ That Addresses All Capability Gaps

Concept Searching's Smart Content Framework™ is a toolset that provides an enterprise framework to mitigate risk, automate processes, manage information, protect privacy, and address compliance issues.

The Smart Content Framework™ is a multi-disciplinary solution, delivered through the Concept Searching technologies, that encompasses the entire portfolio of information assets, resulting in increased organizational performance and agility. It has proven to be a flexible solution to address recurring problems in organizations of any size or in any industry.

The framework has improved information transparency, eliminated data security breaches, improved governance and management of records, in-line with federal guidelines for those enterprises within the DoD and intelligence services who have deployed the technology, resulting in quantifiable results.

It deals effectively with the issues of enforcing governance, security, and policy. In addition, the technologies deliver insight into unstructured content to improve organizational agility and decision making.

Clients are using the Smart Content Framework™ as a key component in their information governance plan. Since the technologies are flexible, they are able to solve search, records management, compliance, migration, and data privacy challenges through automatic enforcement of policies at the end user level.

conceptSearching

conceptClassifier for SharePoint and conceptClassifier for Office 365 are the Only Solutions That Can:

- Automatically generate conceptual metadata at source as it is created or ingested
- Auto-classify content from diverse internal and external repositories
- Classify using powerful rules
- Native integration with Microsoft products, not an application layer
- Provides the ability to manage the taxonomies by Subject Matter Experts
- Natively integrate with the SharePoint Enterprise Metadata Management Term Store bi-directionally with no need to import/export, and maximize the use of automatically generated metadata in the automation of the taxonomy deployment and management processes
- Provide taxonomy testing, validation, and management with industry unique features to manage metadata in an enterprise, scalable environment

Some Commercial Clients Our Partners Have Solved Problems For:

- AT&T Government Solutions
- Baker Hughes
- Booz & Company
- Deloitte
- Emerson
- Fragomen
- GlaxoSmithKline
- IDC
- Labatt Breweries
- LDiscovery
- Logica
- MarketResearch.com
- OppenheimerFunds

- Parsons Brinckerhoff
- Perkins+Will
- Reed Elsevier
- Xerox

Some Government Clients Our Partners Have Solved Problems For:

- Care Quality Commission
- Consumer Products Safety Commission
- Defense Centers for Excellence for Psychological Health & Traumatic Brain Injury
- Equality and Human Rights Commission
- NASA Safety Center
- National Transportation Safety Board
- US Air Force Surgeon General Decision Support System
- US Army Medical Command (MEDCOM)
- US Army Records Management and Declassification Agency (RMDA)
- US Department of Agriculture
- US Department of Health and Human Services
- US Department of Homeland Security
- US Forest Service

© 2012 Concept Searching

Americas

+1 703 531 8567

info-usa@conceptsearching.com

Europe

+44 (0)1438 213545

info-uk@conceptsearching.com

Canada

+1 703 531 8567

info-canada@conceptsearching.com

Australia

+61 (0)2 8006 2611

info-australia@conceptsearching.com

New Zealand

+64 (0)4 889 2867

info-nz@conceptsearching.com

Africa

+27 (0)21 712 5179

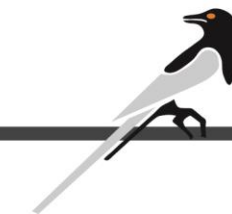
info-sa@conceptsearching.com

Marketing and PR

International: +1 703 531 8564

Europe: +44 (0)1438 213545

marketing@conceptsearching.com



Follow us on Twitter
[@conceptsearch](https://twitter.com/conceptsearch)

www.conceptsearching.com