

# conceptSearching

## Partnering with Concept Searching in the Public Sector



### A Two Way Partnership

By collaborating with Concept Searching, our partners generate more consulting and services revenues, as well as extend their brand as a premier Microsoft partner and as a go-to partner in classification and search solutions. Key benefits that our partners have achieved include:

- Develop new revenue streams. Based on historical information, client engagements range from \$250 thousand to \$4.1 million.
- Increase, expand, and lengthen consulting engagements while driving deployments of Microsoft software and partner services revenues.
- Partner with the only software vendor offering enterprise taxonomy and auto-classification applications with a current CoN and ATO already deployed on the NIPR and SIPR and DISA networks.
- Reduce the effort in developing customized Proof of Concepts, thereby reducing the Microsoft Licensed Software sales cycles.
- Increase competitive positioning with a unique industry solution, able to solve mission critical objectives.

### How do we Impact your Bottom Line?

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

**Integration of the Concept Searching intelligent search capability, Triune Group was able to provide us with a robust and scalable collaboration tool that delivers not only powerful advanced searching capabilities, but also a controlled and secure environment.”**

**Brian Follen, NASA Safety Center (NSC)  
KnowledgeNow Program Manager**

### The Smart Content Framework™ that Addresses All Capability Gaps

Concept Searching’s Smart Content Framework™ has improved information transparency, eliminated data security breaches, and improved governance and management of records in line with federal guidelines for those enterprises within the defense and intelligence services who have deployed the technology, resulting in quantifiable results.

Key benefits include:

- Automatic generation of semantic metadata as it is created or ingested.
- Provides the rich metadata to both the Microsoft and FAST search index, or any search engine index, to improve findability with real-time classification of content from internal and external repositories.
- Eliminate the need for manual tagging through automatic conceptual metadata generation and tagging of content.
- Automatic assignment of Records Retention codes and updating of content types based on file plan.
- Identifies location of sensitive information - PII, PHI, confidential information - within a document and migrates it to a secure location where Windows Rights Management Services is applied to the file in the new location.
- The only solution that natively integrates with the SharePoint Term Store.
- Provides taxonomy testing, validation, and management with industry unique features, to manage metadata in a scalable, enterprise environment.

## Some **Commercial Clients** for whom Our Partners have Solved Problems

- American Chemistry Council
- AT&T Government Solutions
- Banca Intesa
- Bird & Bird
- BP
- CGI (Logica)
- California Independent System Operator
- Development Alternatives Inc.
- Farrer & Co
- Fragomen
- First Wind
- GlaxoSmithKline
- KapStone Paper
- Labatt Breweries
- MarketResearch.com
- Midwest Independent Transmission Organization
- Moffitt Cancer Center
- Parsons Brinckerhoff
- Perkins+Will
- Reed Elsevier
- Southern Union Company
- Talisman Energy
- University of California Office of the President
- University of Kansas Medical Center
- University of Washington Medical Center
- Wintec
- Xerox

## Partners have Solved Problems

- Arun District Council
- Care Quality Commission
- Consumer Product Safety Commission
- Defense Centers of Excellence For Psychological Health & Traumatic Brain Injury
- Equality and Human Rights Commission
- London Borough of Bromley
- London Fire Brigade
- NASA
- National Transportation Safety Board
- Preston City Council
- Reading Borough Council
- Transport for London
- US Air Force Medical Service Knowledge Exchange
- USAF Surgeon General Decision Support System
- USAF Human Performance Clearinghouse
- 711th Human Performance Wing Brooks City Base
- 79th Medical Wing - Andrews AFB
- 88th Medical Group - Wright-Patterson AFB
- US Army Medical Command (MEDCOM)
- US Army Operational Test Center (USAOTC)
- 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
- Winchester City Council

## Some **Government Clients** for whom Our

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Silver Search  
Silver Portals and Collaboration



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