



NEWS

For Immediate Release

Contact: Jimmy Pape
(281) 292.9000
jpape@pf-inc.com

PROFORMANCE Receives Hyland Software Platinum and Diamond Partner Awards *Reseller recognized for excellence in selling OnBase*

Cleveland, OH – April 3, 2005 – PROFORMANCE, a total solution provider for information access products, services and ongoing support, was named by Hyland Software, Inc., developer of the OnBase® enterprise content management (ECM) software suite, as a Platinum and Diamond Authorized OnBase Solution Provider. PROFORMANCE, which was recognized at the 2005 Team OnBase Conference in Cleveland, OH, March 7 through March 11, has been an Authorized OnBase Solution Provider for more than nine years.

The criterion for the Platinum award was based on 2004 software license revenue. Criteria to be awarded Diamond level partnership include retention of more than 90% of customers on maintenance, providing direct support to more than 20 installed solutions, maintaining a minimum of two certified OnBase® installers over the previous 12 months and significant participation in the OnBase® Developer Conference and the Team OnBase Conference.

According to Bill Priemer, Hyland's vice president of Sales and Marketing, "PROFORMANCE is one of our most valued resellers and has been for several years. They are the type of reseller who exemplifies the values and goals of our reseller program and takes the time to understand the real needs of a user's business before they propose a solution. The results are satisfied customers and repeat business. PROFORMANCE knows the value they can bring to users and have made the effort to dedicate resources and people."

The Authorized OnBase Solution Provider program is comprised of companies that are national or international in scope and have proven capabilities in analyzing, designing and implementing customer-centric, enterprise content management solutions.

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To support the proper selling, installation and training of OnBase solutions, Hyland Software instituted Team OnBase. Team OnBase is comprised of consulting firms, hardware and software vendors, systems integrators and value-added resellers collaborating to consistently deliver streamlined work processes, improved business decisions and increased customer satisfaction. The foundation of the success of Team OnBase is, according to Priemer, the Authorized OnBase Solution Provider Program.

Says Priemer, "This program is designed to fully leverage the resources and expertise of each Team OnBase member to maximize our collective ability to supply customers with outstanding services and support. Like all true partnerships, the program is based upon a mutual commitment to certain goals and responsibilities. PERFORMANCE, with its commitment to enterprise content management and superior customer service, exemplifies the program perfectly."

"In the mid 1990's, we evaluated nearly 40 products on the market before electing to become an OnBase dealer," comments Wayne Whaley, President and CEO of PERFORMANCE. "Since that time, the system has evolved into over 50 modules, enabling our team to capitalize on OnBase's ability to streamline every facet of information, document and content management. We appreciate the recognition from Hyland Software as a Platinum and Diamond Partner. PERFORMANCE will continue its commitment to implementing industry leading solutions utilizing OnBase as the foundation for document management and archival."

About PERFORMANCE

PERFORMANCE automates lending, deposit, and other paper-intensive operations by integrating specialized applications with the OnBase Document Management System, core banking, and other line of business software. Our extensive experience with bank-wide Document Management implementations allows our clients to streamline processes, drive down operational costs, and improve access to business information and documents throughout the enterprise. Visit www.pf-inc.com for more information.

About Hyland Software

Hyland Software, established in 1991, is a leading provider of rapidly deployable enterprise content management software. Hyland develops OnBase, enterprise-class software that

combines integrated document management, business process management and records management in a single application. OnBase allows organizations to manage digital content, including scanned paper documents, faxes, print streams, application files, electronic forms, web content, multi-media files, and emails. OnBase is used by businesses and government agencies to automate business processes, reduce the time and cost of performing important business functions, improve organizational efficiency and address the need for regulatory compliance through the management, control and sharing of digital content with employees, business partners, customers and other constituencies. Visit www.onbase.com for more information.

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PROFORMANCE
24900 Pitkin Road, Suite 250 · Spring, TX 77386
Phone: 281-292-9000 · Fax: 281-298-2941 · Web: www.pf-inc.com