



PRESS RELEASE

IMMEDIATE RELEASE

DocuWare Group Boosts Revenue in 2005 by 13 Percent

America - A Driving Force

Germering, March 8, 2006 - For the first time since its founding, US subsidiary DocuWare Corporation has pulled up even with the German market in revenue: each operation generated 37 percent of the company's overall revenues in 2005. The remaining 26 percent came from the EMEA region. In total, the DocuWare Group grew its revenue by 13 percent.

For years now, DMS specialist DocuWare has been enjoying upward mobility in its growth. 2005 was no exception. The software house grew its worldwide revenue by 13 percent from 8.5 to 9.6 million Euro. Project revenue created together with the company's sales partners reached an estimated 41 million Euro.

As in the previous year, revenue developed quite differently in each region in 2005. USA and Latin America grew by close to 19 percent. EMEA (without Germany) grew by 29 percent, while the German/domestic market for the company grew by 1.4 percent. This worldwide presence gives the DocuWare Group a high level of stability.

732 New Customers Worldwide

The number of new installations was again impressive, coming to a total of 732. Some of the more recognizable names among new customers in 2005 include: Continental Airlines (USA), hauck (Germany), Hitachi Data Systems Europe (Netherlands), Invensys (USA), Matterhorn Gotthard Bahn (Switzerland), Nissan (Mexico), Telmex (Mexico) and T-Systems Enterprise Services (Germany). Continuing the trend from the previous year, individual sales on average were for larger volumes. Service providers and manufacturers were the two customer categories responsible for the most revenue.



Beyond the Competition

The previous year was dedicated to finalizing the new product generation, DocuWare 5, which was shipped to customers in the first months of 2006. All DocuWare 5 solutions remain dedicated to the needs of mid-sized organizations. Yet they contain a new level of functions, technologies and security features that were previously only seen in extremely complex products – requiring both a high level of IT know-how and a budget size that were both out of reach for the average mid-sized company. Fortunately, despite the boost in technology, DocuWare 5 retains the simple operation, installation and administration enjoyed from previous versions as well as its extremely low Total Cost of Ownership. These are a few of the reasons why DocuWare stays ahead of its competition.



DocuWare - The Company

Founded in 1988, DocuWare has over 5,500 installations with tens of thousands of users in over 50 countries. DocuWare offers a scalable solution that can expand enterprise-wide. Over 400 Authorized DocuWare Partners make up a worldwide independent reseller network, employing over 1000 DocuWare experts who bring DocuWare close to its customers.

DocuWare AG is based in Germering near Munich, Germany. The company's US subsidiary, DocuWare Corporation, is located in Newburgh, New York and is responsible for all activities in North, Central and South America. DocuWare Ltd., its subsidiary in London, handles all activities for Great Britain and Ireland.

DocuWare – Software for Integrated Document Management

DocuWare is an integrated document management solution that can automate business processes by managing any type of document, regardless of format or source, in a central document pool – for example paper records, letters, faxes, drawings, PC and other electronic files including e-mail. DocuWare supports all forms of electronic signatures. Integrated records management ensures that all access is secure, controlled, and logged.

Using the Internet, the central document pool is available around the clock to any authorized user, no matter where they are located in the world. A wide range of customizable DocuWare add-on modules equip DocuWare for, among other things, automatic indexing, COLD applications and enhanced workflow features. Other software applications are easily integrated with a set of standard tools. Numerous interfaces exist for ERP systems (including a certified SAP interface) and Groupware (like Exchange or Lotus Notes/Domino). DocuWare incorporates all components needed for powerful Enterprise Content Management. Processes in every company can be automated and improved with DocuWare. DocuWare solutions are known for their easy installation, administration and operation, as well as an exceptionally low Total Cost of Ownership (TCO). DocuWare software is available in 13 languages.

Enhanced with workflow functionalities, Web Content Management, and universal integration functions, DocuWare provides powerful Enterprise Content Management (ECM) functionality for enabling expansion throughout an organization.

For more information on DocuWare, visit our website at www.docuware.com.

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