

## RightFax Competitive Replacement Program

Replace a Competitive System and Get Up to 40 percent Savings on RightFax

### OVERVIEW

Captaris is pleased to continue offering the Competitive Replacement Program for RightFax. Under this plan, customers replacing a competitor's system will be eligible to purchase the replacement RightFax system at a 25 or 40 percent discount from the normal Manufacturer's Suggested List Price (MSLP). This discount applies to all RightFax Servers, modules and channel licenses. Pricing and ordering information is provided below.

### COMPETITIVE VENDOR SYSTEMS QUALIFYING FOR THIS PROGRAM

The following systems are eligible for replacement under this program. **Note:** Only currently supported releases (those that have not reached end-of-life status) qualify for the replacement program. The purpose of the "current product" restriction is to discourage a customer from using an obsolete version of an old product, such as Fax Senior, in an effort to get a replacement. If the product to be replaced is not on this list, sales director approval is required for the replacement.

BRAND	PRODUCT
<b>Biscom</b>	Faxcom Server (all versions)
<b>Linux</b>	Faxcom Server
<b>CAE</b>	Unified Messaging System/Caesar
<b>Castelle</b>	FaxPress (all versions)
<b>Cycos</b>	MRS (all versions)
<b>Equisys</b>	ZetaFax
<b>Esker</b>	Esker Fax, Esker Fax for Notes, VSI-Fax
<b>Ferrari</b>	OfficeMaster
<b>Fenestrae</b>	Faxination Server, Communications Server
<b>GFI</b>	GFI FAXmaker
<b>Gold-Fax</b>	Gold-Fax
<b>Imecom</b>	Document Messenger Fax Server
<b>IXware</b>	iXware Information Exchange
<b>Interstar</b>	LightningFAX, XMediusFAX
<b>Materna</b>	Anny Way
<b>MessageManager</b>	All Versions
<b>ND Charon</b>	All Versions
<b>Omtool</b>	GeniFax
<b>Optus</b>	All Versions
<b>Servonic</b>	All Versions
<b>STR</b>	All Versions
<b>Tobit</b>	All Versions
<b>Topcall</b>	All Versions
<b>Zetafax</b>	All Versions

**Note:** Fax boards from competitive systems may be reused in the RightFax system providing they are supported by RightFax. Captaris hardware support is not available on any boards migrated into a replacement system.

## PRICING

When ordering a competitive replacement system either a one- or three-year support contract must accompany the order to obtain the discount.

- To receive 40 percent discount the order must be accompanied by a three-year support contract.
- To receive 25 percent discount the order must be accompanied by a one-year support contract.

Support contract options. Standard multiyear and multi-server discounts apply.

- Captaris RightFax Maintenance-only support—applicable only if the system is being sold by a RightFax Support Certified partner
- Captaris RightFax Standard support—applicable only if the replacement system is a RightFax Small Business or Business Server with four or fewer channels
- Captaris RightFax Premium support
- Captaris RightFax 7x24 Premium support

## ORDERING INFORMATION

To order a competitive replacement system under this program:

- Submit an order for the replacement system at your **regular partner pricing**. Include on the order both a one- or three-year maintenance-only or support plan and a line item for 1091-99999-50, Competitive Replacement Discount. Support pricing is based on the normal (pre-discount) partner price for the system and multiyear, and multilevel discounts apply. The Competitive Replacement Discount is a zero dollar item.
- A statement on customer letterhead signed by a manager confirming the competitive product has been destroyed must be provided to Captaris within 60 days of the installation of the RightFax system.
- Program is available until December 31, 2006.
- Upon receipt of appropriate documentation proving destruction of the competitive product, Captaris will issue a credit for the appropriate discount (25 or 40 percent) based on support contract purchased. The discount will be applied to the value of the RightFax system purchased.

## QUESTIONS

For any presales questions regarding a Captaris product configuration, please contact your Captaris sales representative. Contact information can be found at [http://www.Captaris.com/contact\\_us/2193.html](http://www.Captaris.com/contact_us/2193.html).

For post-sale questions regarding installation and implementation, please contact Captaris Technical Support at +1 520 320 7070 for the United States and Asia/Pacific or +31 30 602 0 899 for EMEA.

For questions about this promotional program, please contact Dana Cole at 425-638-4131 or [danacole@captaris.com](mailto:danacole@captaris.com).

## ABOUT CAPTARIS, INC.

Captaris, Inc. is a leading provider of software products that automate business processes, manage documents electronically and provide efficient information delivery. Our product suite of Captaris RightFax, Captaris Workflow and Captaris Alchemy Document Management is distributed through a global network of leading technology partners. We have customers in financial services, healthcare, government and many other industries, and our products are installed in all of the Fortune 100 and many Global 2000 companies. Headquartered in Bellevue, Washington, Captaris was founded in 1982 and is publicly traded on the Nasdaq National Market under the symbol CAPA. For more information, please visit [www.Captaris.com](http://www.Captaris.com) or [www.unifiedsolutions.com](http://www.unifiedsolutions.com) or call Unified Solutions at 408.988.2574.

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