

# eFileCabinet aims for the clouds

*While the world has gone digital, paper is still widely used in the office. Boxes and boxes of unusable data exposed to the elements and creating health hazards is a recurrent situation for many types of businesses. Addressing this issue, US-based eFileCabinet helps businesses (from small to large) to digitise their paper archive and say good bye to physical data repositories. Matt Peterson, President and CEO of eFileCabinet, highlights their new systems upgrade and talks about their plans to expand their global footprint.*

The company was founded in 2001, and born out of an accountant's frustration with seeing his staff move paper from one cabinet to another day in and day out. After teaming up with programmers, they came up with a system to scan documents and store them electronically on a computer. Many technological advancements later, eFileCabinet has become the go-to document management software for Small and Mid-sized Businesses (SMBs) thanks to its advanced repository of data which can integrate physical

documents, digital files and email in a single platform.

The company follows a SaaS structure (Software as a Service) in both their Cloud and On Premise version. The systems are sold for a monthly fee. Following current market trends, their cloud-based solution is by far the most popular.

In order for users to grasp all the capabilities of the system properly, the company offers demos and assistance as needed. "Our goal is to create a turn-key solution. We don't want them to

buy eFileCabinet and then not use it ever again. We provide all the training needed for that to happen," Mr. Peterson explains.

Internationally, the company has a reseller operation in Belgium, which serves as a platform for Europe. Additionally, South America, South Africa, Australia and Canada are some of the regions where it is also looking to expand its footprint over the next 12 to 18 months. In 2014, the business saw triple-digit revenue growth that contributed to a client base which now includes over 150,000 users globally. Growth projections reveal a sustained level of growth in 2015.

"The types of organizations that are coming to us are surprising: we have accounting, insurance, medical offices but also restaurants, car dealerships and small doctor's offices. Even though some of these haven't been sought out by us, they have learned of the benefits of having their files digitally stored no matter what the business is," Mr. Peterson says.

The barrier to overcome, as Mr. Peterson puts it, is the tendency of companies to procrastinate the transfer to a paperless solution. "It's not a question of 'if' businesses should do it, but 'when'."



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