

President Announces Major Initiative at PIREL

Internet technologies and information hyperflow are pressing business to reorganize the way it manages enterprise content. Enterprise Content Management (ECM) software offers obvious benefits such as improved business response time, lowered document production cost, wider and easier access to information, and greater data integrity to name just a few. Companies are ready to invest in document management software, but are concerned about return on investment (ROI) and finding the right ECM strategy.

To address these concerns and to ensure that our ECM offering exceeds our customers' needs, we have done extensive research about the ECM market and have recently completed a comprehensive development initiative. The result of this work is found in our just released Version 4 of the PIREL EFS™ software and our revamped product line that will make it easier to implement our software module by module - an economical strategy that will allow our customers to add new options and functionality as content management needs change and grow. To better serve our customers, we have also reorganized our corporate structure with the addition of new members to our marketing and sales management team.

We are confident that these changes will make PIREL the partner of choice in this fast changing ECM market.

We would also like to take this opportunity to tell you about our upcoming newsletter. You will find in the newsletter information about ECM technologies and strategies as well as useful tips and ideas about how to get the best value from your document management software.

With our new vision, our fine-tuned product suite, and our continued commitment to exceptional service, PIREL, along with our customers, is ready for the future.



Denis Pigeon
Founder & President



Revised Corporate Mission

Founded in 1994, PIREL is a software company dedicated to improving the way that business manages documents by providing robust, secure, high-calibre integrated document and content management solutions at competitive prices. PIREL recognizes the need for rapidly deployed web-based solutions that conform to open standards and maintain document integrity in a scalable and customizable framework. PIREL is committed to helping customers achieve their objectives by providing innovative software solutions and by building long-term, honest, and respectful relationships.

Revamped Product Line

The PIREL EFS™ product suite combines a document repository with a comprehensive and robust set of document management tools designed to provide a cost-effective modular solution for integrating and managing business content.

To offer the most economical solutions, we have reorganized our product line to allow our customers to choose only the modules that they need now, with the option of adding functionality when it is required.

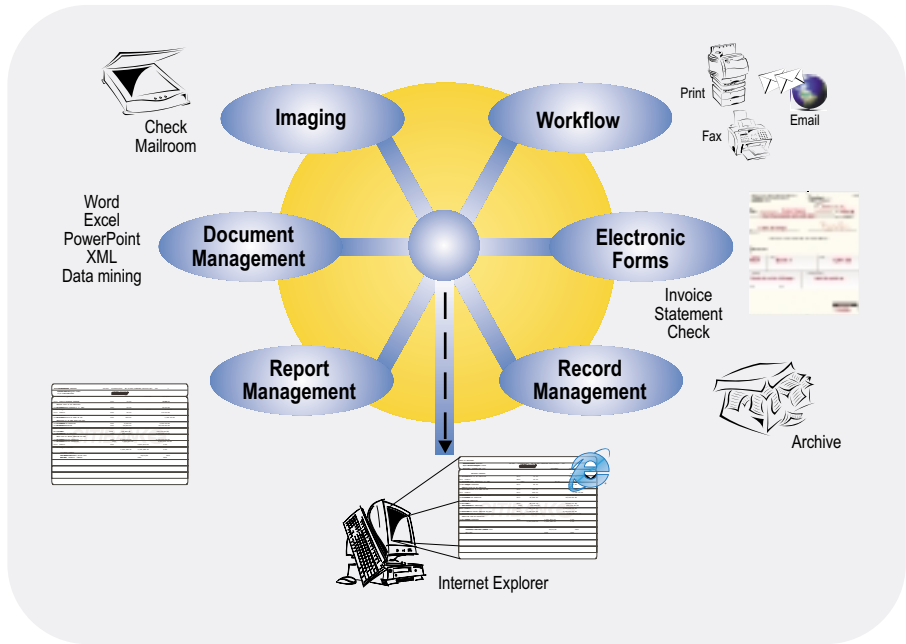
Upcoming Newsletter

Competitive pressures, demands from employees and business partners, and the need to control costs are forcing many enterprises to reconsider how they handle and provide access to enterprise content. The goal of this newsletter is to keep you abreast of new technologies and directions in this fast changing ECM market, and to provide information about recent product offerings and the measurable benefits that these document management tools can bring to your enterprise.

Each newsletter will inform you about recent developments and technologies in the ECM market and will present a case study. Our customer's success story will illustrate how the PIREL solution is used in a range of environments to enhance document management strategies, and how these solutions can make your enterprise more successful as well.

Enterprise Content Management

An ECM architecture supports the creation, management, distribution, publishing, and retrieval of corporate information and offers additional capabilities that can consist of document management, records management, digital asset management, collaboration capabilities, imaging, workflow, and integrated document archival and retrieval systems. Typically the focus is on online access through a corporate network, an intranet, or the Internet. The illustration below presents the different components of an ECM architecture, and shows a few potential applications for each.



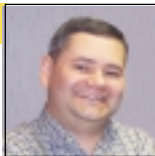
An electronic version of this newsletter is available on our website.

If you would prefer to receive the newsletter by email, fill in the "Subscribe" form found at www.pirel.com/en/newsletter.html.

PIREL welcomes and values your comments, suggestions, and questions. These may be submitted on our website at www.pirel.com/en/contactus.html. We look forward to hearing from you!

Research and Development

Serge Blais - Senior Member of R&D - sblais@pirel.com



Welcome to the new PIREL! In upcoming issues of the PIREL Express, I will discuss technologies related to ECM, such as software architecture, document security, and safe deployment practices. You are invited to provide feedback on written articles or submit topics that you would like to see addressed in this column. I am looking forward to making your job easier by providing you with information that will help you to make sound choices about content management technologies.

Professional Services

François Fiset - Director of Professional Services - ffiset@pirel.com



The goal of the Professional Services department is to make our customers as successful as possible. We customize and implement PIREL's ECM solutions by working closely with our customers to identify their needs, and by providing them with the best possible solutions to fit those needs.

In this column, I will introduce issues to assist you in getting exceptional performance from our solutions. An upcoming report on the results of benchmark testing, for instance, will help you make informed decisions when selecting peripherals such as printers to host your ECM software. I will try to identify new trends in the ECM market that have arisen in response to market pressures and client needs, and will discuss how PIREL is planning to respond to these demands.

New Sales and Marketing Team

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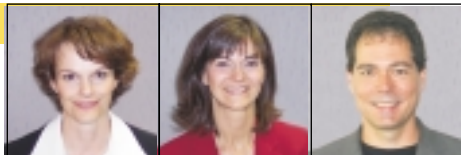
Director of Business Development

Lyne Dépatie - ldepatie@pirel.com

Director of Marketing Communication

Marc Le Guerrier - mleguerrier@pirel.com

Director of Product Marketing



For ten years, PIREL has been developing and building a strong foundation for its ECM product suite. Now we are investing effort in commercializing and promoting our products. We believe we can offer our customers the most cost-effective, secure, scalable, and easily integrated web-based solutions on the market today for electronically managing documents.

For further information about our management team, please visit our website at www.pirel.com/en/management_team.html

**WELLS
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Spotlight on a Customer's Success

Trans Canada Retail Credit Services (TCRS), a division of Wells Fargo Financial, specializes in consumer lending and private label retail credit. Wells Fargo is the world's fourth largest financial institution in market value of its stock, and the twenty-seventh largest financial institution in the world. As a division of Wells Fargo, TCRS strives to be one of the greatest companies in North America: They believe in people, the success of their customers, and are committed to offering sound financial advice. With 135 offices in 10 provinces, TCRS is the leading provider of retail credit in Canada.

Trans Canada Retail Credit first implemented the PIREL solution in 2002. At that time they were producing and dispatching by courier as many as 30,000,000 pages of reports per year to branches across the country. They decided to implement a content management system that would make reports available at every branch from a single centrally located repository. This way, TCRS would avoid costly printing and mailing procedures and would increase the efficiency of business processes, and ultimately service to customers. They needed a secure web-based interface for viewing reports, since company policy required that additional applications could not be installed at workstations.

The PIREL EFS Server™ was installed, and today, archived reports can be searched for, viewed, and printed by any authorized TCRS employee across the country - or anywhere in the world - who has access to a simple web browser and the Internet.

Recently, TCRS moved to the latest version of the PIREL EFS Server™ in order to benefit from the newest features such as an improved web-based user interface, enhanced security features, and superior methods for tightly controlling document access. After a smooth transition to EFS V4, they began to see other areas in the company where the server would improve business processes. Now, the marketing department at TCRS is using the server, and the result is faster-to-market company literature. With PIREL EFS™, TCRS can continue to progress as their needs evolve.



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