



ECM Scope

# Market Advisory Services

## **COMPANY OVERVIEW**

# Company Background



- Sole Proprietorship
- Founded July 2000 as e-Enterprise Advisors
- Focused on market research and analysis in the Enterprise Content Management marketplace.
- Providing high quality focused research and analysis to vendors, users and other organizations.

# Services Offered



- **Focused Market Research**
  - Scope out Potential Partners
  - Best Practices in RM, DM and E-mail Management
  - Competitive Intelligence / Market Trends
  - User / Vendor Trends in ECM
- **Client Examples**
  - Information Engineering Services (IES)
  - Anacomp / docHarbor
  - eBrary
  - Optical Image Technology
  - Sacramento Municipal Utility District

# Editorial / Publishing Services



- White Papers
- Magazine Articles with or without byline
- Research Studies
- Clients / Publications
  - CMP, DB2 Magazine
  - Information Management Consultants
  - EMC (Provenance / Documentum)
  - CMSWatch Records Management Report
  - ZyLAB

# Work With Outside Partners



- Joint Project with Common Knowledge
  - CM/RM/KM strategy for non-profit foundation
- InterQuest
  - Focused market research on Document Trends for Global 1000 company

# Training / Education



- Industry Events
  - AIIM
  - ARMA
  - Xplor
- Education Providers
  - Lorman
- Special Briefings

# Biography



- Over 30 years in IT industry
- Over 15 years focused on documents, records and e-mail management
- Real implementation experience with e-mail integration, RM, Workflow, Imaging, COLD and DM.
- Former Analyst with Gartner / New Science
- Former Senior Executive with AIIM
- AIIM Fellow

# Professional Affiliations



- **AIIM International**
  - Former vice chair of EmTAG
  - Florida Chapter Liaison, Central Region
  - AIIM 2004 Conference Chair
  - MIT and LIT Designations
  - ERM<sup>s</sup>
- **Xplor / EDSF**
  - Advisory Member EDSF
  - Former Chair Education Awards Committee
  - Mentor for Academic Research Projects
- **ARMA International**
  - Central Florida, Chapter Member

# Real World Advice



- Projects focused on specific requirements of client, not “canned” research
- Confidentiality is guaranteed
- Report Cards, Advice based on what can be realistically achieved by client.
- Fixed price - reasonably priced

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Longwood, FL 32779 USA

Tel: +1-407-774-2449

Fax: +1-407-699-0616

Mobile: +1-703-220-3955

E-Mail: [pemery@ecmscope.com](mailto:pemery@ecmscope.com)

[www.ecmscope.com](http://www.ecmscope.com)

