



Robert Zoch
Forsythe
Public Relations Specialist
Brainware, Inc.
703-948-5831
Robert.Zoch@brainware.com

Lane Brent
Director, Alliances
Optimos
703-488-6924
lbrent@optimos.com

Brainware and Optimos Partner to Deliver Intelligent Data Capture to the Public Sector

Partnership Will Connect Federal Agencies with Efficiency-Boosting Capabilities of Intelligent Data Capture

December 21, 2010, Ashburn, VA and Reston, VA—[Brainware, Inc.](#), the leading provider of [intelligent data capture](#) and [enterprise search solutions](#), and [Optimos](#), a leading government IT solutions integrator, announced today that they have entered into a partnership that will allow [Optimos](#) to integrate [Brainware Distiller](#) technology with its government solutions portfolio. The relationship will expand [Brainware's](#) market reach within the public sector and enable [Optimos](#) to better meet the needs of its government customers. This development offers further opportunities to streamline paper-based processes within federal agencies that are seeking new solutions to cut costs, increase efficiency, provide transparency and improve service delivery.

“It became apparent to us that [Brainware's](#) capabilities for data extraction and classification were the most advanced and well-suited to the needs of our customers,” said Lane Brent Forsythe, [Optimos](#) Director of Alliances. “We develop comprehensive service and case management solutions for our government customers. Agencies are under increasing pressure to identify innovative and cost-effective solutions, and [Brainware's](#) track record of integrating easily with any number of operating systems to create process efficiency and visibility within multiple industry verticals provided a conclusive business case for addition to our repertoire.”

“Distiller's value comes from its proficiency in transforming stacks of paper into useful business intelligence from the point of receipt, enabling the touchless processing of a broad range of transactional documents and the swift, fault-tolerant retrieval of vital information from across the enterprise,” said Colin Kaye, Senior Vice President of Strategic Alliances at [Brainware](#). “[Optimos](#) is a trusted, expert provider of business solutions to public-sector organizations that emphasize efficiency and accountability, and this partnership represents a considerable step forward in serving those needs.”

About Optimos

[Optimos](#) is a strategy and enterprise IT solutions firm dedicated to helping government leverage technology to meet the most demanding challenges. For over 17 years, [Optimos](#) has been providing innovative mission focused solutions that manage complex information and dramatically improve operational performance. [Optimos](#) Government Service Management solutions drive collaboration, transparency and accountability. Headquartered in Reston, Virginia, [Optimos](#) has provided strategic solutions for a wide range of government agencies, including National Archives and Records Administration, U.S. Treasury, Library of Congress, National Science Foundation, Department of Homeland Security and U.S. Department of Housing and Urban Development. To learn more, visit www.optimos.com.

About Brainware, Inc.

[Brainware, Inc.](#) is an innovative provider of intelligent data capture and enterprise search solutions that help Global 2000 companies eliminate costly manual data entry, rapidly process large volumes of documents and retrieve data from across the enterprise. Its solutions were built from the ground up to manage unstructured data without templates, exact definitions, taxonomies or indexing. Headquartered in Ashburn, Virginia, [Brainware](#) maintains global sales and support operations through its North American, U.K. and European offices. [Brainware](#) customers include Airbus, Alcon, Alltel (now Verizon Wireless), Amgen, Anadarko, BB&T, British American Tobacco, Continental Airlines, CORT, Gardner Denver, Halliburton, Her Majesty's Prison Service, Johns Manville, Kimberly-Clark, KPMG, NHS/Steria, Newell Rubbermaid, Phillip Morris International Service Center Europe, Reynolds & Reynolds, Rockwell Automation, Shell, Southern Company, Sun Chemical, The Bank of New York Mellon/SourceNet, TriZetto, and many others. For more information, please visit www.brainware.com.