Dear customers, partners and friends

Welcome to the latest edition of our SOFTPRO Newsletter. We are very happy to share good news and latest updates about our products, services, company and partners with you.

2010 was the most successful year in the history of our company. SOFTPRO continued to grow and achieved new records in turnover and profit. Many thanks to our customers, our dedicated partners and last, but not least to our highly committed and experienced staff.

We strive every day to provide highly efficient solutions which are easy to test, acquire, deploy and use. You can expect best quality Software from SOFTPRO „made in Germany“.

2011 has started with SOFTPRO being confirmed as World Market Leader in signature administration solutions. This very important title was awarded by an independent research institute.

In 2011 you can expect much from SOFTPRO: We are working on new releases of our software and we are involved in very exciting projects all over the world. We have opened a new office in India and broadened our partner base once again. Our team will also exhibit in more shows than ever. Please check page 4 for details.

I am personally looking forward to speaking with you soon or exchange some information via email.

Heinz Reschke, CEO – founded SOFTPRO in 1983

Prof. Dr. Venohr initiated a research project to identify companies which can be classified as world market leaders according to solid scientific criteria - beyond the inflationary use of this term as a marketing buzz word. He carefully selected companies which deliver best products and services – from very well-known household brands to highly specialized niche market players.

The head of the Department of Strategic Management at the University of Economics and Law in Berlin identified SOFTPRO as the world’s leading company for signature capturing and verification.

SOFTPRO is now listed in the encyclopedia about Germany’s world market leaders which was launched in January 2011. Detailed story ➤ http://ow.ly/3TVA4

India: New SOFTPRO-Office

In February 2011 the fifth subsidiary of SOFTPRO was founded as “Softpro Signature Management India” in Chennai. Our new Signature Professional Nagesh Ganti is very familiar with the financial industry in India and worked together with SOFTPRO in his former career. Nagesh develops existing partnerships and spark new ones.

Lebanon: New Representative

Lebanon has one of the most prospering economies in the Middle East region and is known as a financial center. Pierre Mansourati is SOFTPRO’s new local ambassador. The interest in E-Signing increased tremendously in recent months thanks to Pierre’s activities and banks and telcos in Lebanon are now considering projects to sign paperless, too.
SOFTPRO’s products are marketed worldwide under the umbrella trademark SignPlus®. To address the extremely high demand for a holistic approach to fraud detection in the United States SOFTPRO also established the brand FraudOne® for the US market.

**Products & Services**

**Dedicated to Innovation**

**SignDoc – Introducing some Highlights of the latest Release**

SOFTPRO’s popular client for displaying, filling-in, and signing PDF and TIFF documents - the SignDoc Rich Client - is now available in version 3.2. We introduce you to two major features.

### Sign with a Photo

Sign a document with an image taken from an integrated camera - like a web cam. It is possible to combine signatures captured on SignPad signature tablets or other supported capturing devices with the photo of the person signing.

Both, signatures and photo-signatures are handled in the same way: Changes to the document after signing with a signature or a photo are indicated by a small yellow triangle next to the signature check mark and since the complete data and signing history is recorded in the document it is always possible to have a look on the actual contents of the document at the time of signing.

### Add Third Party Digital Certificates

During the installation of SignDoc users now can choose to use their own third-party certificate they have for example acquired from a trust center. The certificate can reside in the file-system or in the Windows Certificate Store and comes into use when signing.

This process can be used to add an additional layer of trust to the overall process relying on the security of biometric signatures amalgamated with the signed document using standard cryptographic methods.

### Familiarize with SignDoc

Click through Facebook galleries showing

- **a)** major features of SignDoc
  - http://ow.ly/3U0aS
- **b)** latest features of SignDoc 3.2
  - http://ow.ly/3U2no
- **c)** key features of SignDoc Web
  - http://ow.ly/3U2sC

**SignDoc inside: ID applications**

Germans applying for their new electronic identity card ("neuer Personalausweis") sign in an increasing number of registration offices with SOFTPRO’s signing software for secure electronic documents - SignDoc.

The signatures are captured for example on DESKO’s SP 500 Tablet Kiosk. This device allows to read the data from the old identity card automatically thanks to the integrated passport & ID reader. DESKO’s SP 500 Tablet Kiosk uses Wacom’s Penabled technology and SOFTPRO’s SignDoc software for trustworthy signature capturing and processing in the paperless document workflow. As of February 2011 a four digit number of DESKO’s SP 500 systems were sold already to registration offices with numbers rising almost daily.

**TRY**

Test the SignDoc Rich Client for free – download the full functional trial version

- softpro.de/SignDoc_RC

**BUY**

Order SignDoc Rich Client in combination with SignPads online. Choose the pad required and enter the short link.

- **SignPad Color** (Wacom STU-520)
  - http://ow.ly/3XlNm
- **SignPad eSignio** (Wacom STU-500)
  - http://ow.ly/3XlMo
- **SignPad Compact** (Wacom STU-300)
  - http://ow.ly/3XlOU

SignDoc & DESKO SP-500 Tablet Kiosk

"The new release of SignDoc provides an enhanced customer experience. Stay tuned for our next updates in 2011."

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SOFTPROs Product Management Team: Ulrich Pantow, Dr. Christiane Kaplan & Ralph Maute

Hint: Make sure that you always run the latest version to benefit from latest feature additions and enhancements in usability and security. As a licensed user of SignDoc and/or SignArchive your upgrade is free of charge. Upgrading is an easy process: You not need to de-install your old version. Just download and install the new software and you’re done.

**Peter Reschke**

MD & Head of Sales of SOFTPRO Group

**March 2011**
ACROSS ALL INDUSTRIES

Italy: Big Push for Paperless Signing

Karthta welcomes new E-Signing law

Recent changes in the Italian Digital Code for Public Administration fuel the interest in digitizing handwritten signatures in Italy. The new version about the Italian law on E-Signatures was published on Dec 30, 2010 now also reflecting advanced electronic signatures. Stefano Zanoli, Kartha’s CEO: "Documents signed with SignDoc and plus additional features for integrity and security provided by Kartha are now considered as valid substitute to traditional wet ink signatures on paper – reflected in article 2702 of the civil code." The combined technologies of Kartha and SOFTPRO allow to create advanced electronic signatures providing a high level of proof. Kartha is regarded as the Italian company with the strongest know-how regarding advanced electronic signatures. Therefore they teamed up with leading legal consultants like Giuseppa Finocchiaro.

Additional information
http://ow.ly/3Yfgu

ACROSS ALL INDUSTRIES

Education on E-Signing Benefits

HS Data: E-Signing Report in Greek

SOFTPROs partners are making more and more information available online and in print media to address specific applications in selected verticals in their market geographies and languages.

Paris Savva und Maria Loupi - Expert Consultants about Electronic Signature Processes at HS Data Group of Cyprus took a closer look on today's state-of-the-art in Electronic Signing in various verticals like banks, insurance and retail and cover a lot of best practice examples in the report in their magazine “In Technology” – now also available for download as PDF file.
http://ow.ly/1BLbn

Gizmotech

Lagos, Nigeria
& Toronto, Canada

SOFTPRO is partnering with Gizmotech since 2007 primarily targeting mainly the West African Market.

The focus of Gizmotech has been in the area of payments systems automation, and quality control system for MICR and Cheque-Image output for cheque processing efficiency. This has included systems for Truncation and Electronic Cheque Presentment (TECP). Gizmotech made the deployments for the MICR Centre of Excellence of the Central Bank of Nigeria and have systems/services running in 8 other Central Banks in West Africa. 12 commercial banks have Gizmotech's deployments – in about 140 different locations.

The SOFTPRO team did a great job in implementing this innovative solution, we benefitted from a very constructive and committed support team. We look forward to our continued collaboration.

Read what customers and partners say about SOFTPRO
signplus.com/customer-feedback

PUBLICATIONS & SUCCESS STORIES

Projects & Success Stories

ACROSS ALL INDUSTRIES

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HEALTH

Sign to document Patient Consent

Thieme Compliance: E-Consent Pro

SOFTPRO partner Thieme Compliance offers digital solutions for legally founded patient information and education. One of the features is the digital capturing of handwritten signatures to document consent and the trustworthy embedding of those signatures in electronic documents.

The product video shows signature capturing on a SignPad eSignio. The solution includes SignDoc Web - SOFTPRO's technology for trustworthy capturing of handwritten signatures
http://ow.ly/3XJuW

PUBLIC SECTOR

Sign to apply for Driver Licenses

AKDB: OK Verfahren

Dietmar Bartsch, from the Vehicle Registration Authority of the administrative district of Rosenheim about SignDoc: "We in Rosenheim were the first German vehicle registration authority to introduce a computer-based system to read data from identity cards and debit cards and additionally introduce the use of electronic signatures. A handwritten signature is captured on DESKO's Tablet Kiosk SP-500 with the SOFTPRO's SignDoc software. The process to sign electronically is embedded in a complete solution package provided by the "Anstalt für kommunale Datenverarbeitung (AKDB)" in Regensburg.

The SOFTPRO team did a great job in implementing this innovative solution, we benefitted from a very constructive and committed support team. We look forward to our continued collaboration."
Sign of the Times

Contacts & Information

Collaborate with the Signature Professionals

MEET with SOFTPRO – at trade shows and conferences

- March 1 – 5 at CeBIT Hall 3, C22 Hanover
- March 7 – 9 at BAI Payments Connect Phoenix (USA)
- March 18 – 20 at BAIPHIL – @* ODC Tagaytay City (Philippines)
- March 29 / 30 at BankTechAsia – @* HITTS Kuala Lumpur (Malaysia)
- May 10 / 11 at EHI Card Congress Cologne
- May 30 / 31 at MEFTEC Abu Dhabi

PARTNER with SOFTPRO

SOFTPRO recently welcomed new partners in Brazil (Nexxera) and Columbia (Compuline).

SOFTPRO has a reputation for building partnerships based on mid-term and long-term strategies. Many of our partners show extra-ordinary commitment to focus on our business segments of E-Signing and/or Fraud Prevention and became real “signature experts”. If you are interested in becoming a SOFTPRO partner click http://ow.ly/3Xs4i

Signature capturing, administration and verification is a complex topic for both consulting and integration. Therefore SOFTPRO practices a very pro-active way of sharing knowledge using various forms of educations like face-to-face trainings, meetings, webinars, instant messaging etc.

Partner Academy

SOFTPRO hosts its next “Partner Academy” in Dubai from May 2-6, 2011. Once again we expect participants from all over the world. As a partner of SOFTPRO you will automatically receive your invitation for this event.


Exclusive for partners: SOFTPRO Partner Group at LinkedIn

READ about SOFTPRO

Specialized online and offline media contain reports about SOFTPRO. For an overview about recent reports check: softpro.de/en/press/inthepress

Lately findbiometrics published a very detailed interview with SOFTPRO and others. www.findbiometrics.com/articles/1/8540/