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Press release Compart AG

Stefan Wagner named Sales Director for Northern Europe

April 16, 2012

[Böblingen, April 16, 2012] – Stefan Wagner named Sales Director for Northern Europe – Focus on Scandinavia and the Baltic States

Stefan Wagner, 45, joined Compart as Sales Director for Northern Europe on April 1, contributing his substantial expertise to the company's endeavors. In his role, he will expand sales in the German-speaking countries (Germany, Austria, Switzerland, and stimulate cooperation with the company's some 30 partners. He will also be focused on establishing and intensifying Compart's sales in Scandinavia, the Baltic States and Eastern Europe.

The industrial engineer brings to the company years of experience in the areas of sales, professional services and business development on both the national and international stages. He is most well-versed in the document and output management field, having held leading positions at well-known companies such as Xerox and Pitney Bowes. His most recent position was with Pitney Bowes, where he was Service Director for the European market.

Over the length of his career, Wagner gained comprehensive market expertise, especially for the countries of Denmark, Sweden, Norway, and Finland. It is this experience that he wants to bring to bear even more intensely in his new position with compart. He was already acquainted with Compart while still with Pitney Bowes Management Services (PBMS). "I experienced Compart as an extremely reliable and dynamic partner that responded to the constantly changing market conditions with flexibility." In Wagner's view, Compart is excellently positioned for the increasing digitalization in output management, a trend being accelerated by the change in generations.

“Print volumes are dropping worldwide, especially in the transactions area. Electronic channels such as e-mail, portals, etc. are being used more and more. Companies are therefore faced with the challenge of creating and preparing their documents so that they can be output in physical form as well as presented on all the current and future digital channels.” Compart’s solutions offer just the right support, according to Wagner. The sales expert sees further expanding this strong point as the exciting part of his new job.

Picture: Stefan Wagner



Caption: Stefan Wagner is an industry expert. He most recently headed up field service for sorting and enveloping systems in Europe for Pitney Bowes.

Background information on Compart

Compart is a leading manufacturer of scalable and platform-independent software solutions for the processing and optimization of documents and data streams from different sources and for all common output channels.

The DocBridge product family enables the flexible and efficient processing of data streams and documents in large quantities. These data streams and documents can be prepared for transfer to the required output channel, such as print, archive, e-mail, hybrid mail solution and Web portal. This includes solutions for optimizing and converting document formats and their modification, display of these documents, and the comparison of documents with the same content but in different formats.

Due to its high degree of vertical integration and independence from operating systems, Compart also meets extremely high requirements in terms of reproduction quality, performance and platform-independence. Therefore, Compart products support almost

all standard system platforms, from Windows to UNIX or z/OS in the mainframe market segment.

Compart solutions are used in both medium-sized and large-scale companies across all industries. The implementation and maintenance of these solutions is guaranteed through accompanying support and consultation services as well as project management by the company's subsidiaries, Compart Deutschland GmbH, Compart North America Inc., Compart Iberia S.L., Compart Nordic ApS., Compart France S.A.S. and a number of partners.

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