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Press release

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Spigraph and Dicom merger creates the new EMEA market leader for document capture

On January 13, 2014, Spigraph International group finalised the acquisition of 100% of the shares in Dicom International group, based in Kriens, Switzerland.



Spigraph

DICOM

Already leaders of technologies linked to document capture and processing in their respective markets, Dicom and Spigraph are uniting their know-how over more than 20 countries through more than 6,000 resellers. This merger gives rise to the biggest Value Added Distributor (VAD) on the document capture market in the EMEA zone (Europe, Middle East, Africa).

For Daniel Chautard, Chairman of Spigraph International, *"The uniting of our two forces is the perfect team-up to meet the challenges facing us today and in the future.*

Companies have to deal with constantly evolving technologies. More than ever, they need a partner who is able to accompany them through the capture and management of document flows: whether paper based or web based, involving mobility or cloud services, our mission is to offer products of which we have full technical understanding, at the right time, and to accompany our customers and partners through to implementation with a focus on return on investment through comprehensive use of the functionalities available."

With this new group, the biggest scanner manufacturers and software publishers on the capture market are sure of securing a particularly efficient shop window to durably develop the market. As the core of its ecosystem, the new VAD will ensure optimisation of their product ranges and the marketing and sales dynamics that only a leader can provide.

Also, Dicom/Spigraph Group customers and partners will now have access to a wider range of professional products and services, and the expertise that goes with it, which is unique on the document capture market. The promotion of this portfolio relies on a stable organisation of over 400 people, and a turnover of €130 million.

- Efficient sales and logistics operations based on tried and tested processes;
- The highest level of advice and expertise on document capture issues;
- The integration of software solutions in complex environments, and training in their use;
- Particularly reactive maintenance and support services;
- A tech-watch unit and R&D to guarantee the adoption of leading edge technologies.

(...)



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For Joe Froning, CEO of Dicom International, *“Even though our two companies have been working on the same markets until now, the geographical and functional areas that have overlapped are minimal. This merger therefore represents a uniting of our respective forces. For our customers, it is synonymous with a more comprehensive, more professional product range, a guarantee of durability. The new Group, driven by innovation and detection of new business opportunities, will support the growth of our customers and partners on the document capture market. I am very happy to be part of this new adventure, in which two superb teams will be combining their talents to offer the finest customer experience on the market.”*

Further to this merger, Wayne Davey, previously CEO of Spigraph, becomes CEO of the group. Joachim Froning, previously CEO at Dicom, becomes Senior Vice President of Dicom/Spigraph Distribution.

The group's head office will remain in Spigraph's headquarters in Saint-Quentin-Fallavier (38) in France.

[About Dicom International AG](#)

Dicom is the main supplier of document capture solutions to the EMEA zone. In addition to its wide range of scanners, hand-picked from the products of the leading global manufacturers, Dicom offers its resellers an increasing number of bespoke solutions and services, adapted to evolving market trends, so as to respond efficiently to customer needs.

Dicom, whose head office is in Kriens (Switzerland), today has a large portfolio of clients spread over more than 20 countries in Europe, the Middle East, and Africa. Relying on a network of some 4,000 official partners, Dicom enjoys the services of best-in-class commercial and support teams also present throughout the EMEA zone.

www.dicom.com

[About Spigraph International](#)

As a specialist in document capture, Spigraph International offers a range of solutions covering scanners, software and image capture and processing, and the associated services. As a high added value distributor, Spigraph International operates on the capture market through a network of resellers and partner integrators, contributing its expertise and know-how before, during and after the sale (advice, installation, integration training, maintenance and support). Founded in France in 1997, Spigraph International is today present locally in 11 countries (Germany, Algeria, Belgium, Finland, France, Morocco, the Netherlands, United Kingdom, Sweden, Switzerland and Tunisia). With close to 300 employees, Spigraph International reported €63M turnover in 2013.

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