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Netaphor and Metatechno Form Distribution Partnership

Japan-Based Metatechno to Sell SiteAudit MPS Software into Key Asian Markets

Irvine, Calif. – 17 July 2017 – Netaphor (www.netaphor.com), a provider of managed print services (MPS) software, today announced a distribution partnership with Metatechno Inc. (www.meta.co.jp). Metatechno, based in Kawasaki, Japan has well established relationships with the imaging vendor market plus a growing presence in the IT services market through its Sri Lanka subsidiary. With SiteAudit their primary distribution focus will be through the vendor and reseller channels; and secondarily targeting midmarket and enterprise customers as an extension to their IT services business. To sell SiteAudit Metatechno will leverage its output solution expertise which will expand their commercial channels and broaden their IT services capabilities to include managed print services (MPS).

“Netaphor is excited by the opportunity to grow Metatechno’s MPS business in Japan and other select Asian markets,” said Brian Anderson, Netaphor vice president of sales and marketing. “Metatechno has unique industry knowledge and vital commercial relationships which will expand SiteAudit Asian sales.”

“Together we look forward to expanding our commercial opportunities with SiteAudit and the managed print services that are enabled with such solutions,” explained Kazuhiko Fukushige, President and CEO. “Important for Metatechno is SiteAudit’s solution flexibility as it meets the market requirements for both on premise or cloud customer applications.”

SiteAudit software is available now from Metatechno and inquiries can be made to SiteAudit@meta.co.jp

About Netaphor

Founded in 1997 and headquartered in Irvine, Calif., Netaphor Software, Inc. develops and sells software for managed print services. The company’s flagship product, SiteAudit, is the industry’s first software suite to identify, reduce and manage printer costs, saving organizations up to 30 percent during the printer asset lifecycle. SiteAudit customers include organizations in all industries including the Jacobs Engineering and Children’s Hospital of Philadelphia.

About Metatechno

Established in 1984 and headquartered in Kawasaki, Japan, Metatechno Inc. is a provider of software applications and embedded systems to the communications and imaging markets. With an impressive portfolio of customers including Canon, NEC, Olympus, Hitachi Group, Fuji Xerox System Service and others Metatechno has developed a leadership position in the Japanese market for software services. Through its Ski Lankan subsidiary it has expanded its IT service business outside of Japan offering professional IT services to mid-market and enterprise customers. With over 250 employees Metatechno is a focused solution provider for the imaging vendor and reseller markets.

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