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AccessAbility, Aerie extend partnership

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Hal Westmoreland has been named vice president of business development for AccessAbility Services.

Westmoreland was previously operations manager for Aerie Engineering. In his new role with AccessAbility, he will identify clients and projects that will benefit not only from the company's small format document management focus, but also from the combined knowledge and expertise of both AccessAbility and Aerie Engineering.

AccessAbility helps clients manage large volumes of small format paper documents by converting them into searchable electronic files. While Aerie Engineering has done the same, it also specializes in technical documents and large format drawings. Their combined efforts will now provide clients with a total document management solution.

"Electronic document management for a variety of document types – both large and small format – continues to be a focus for companies who are looking for an efficient way to store and access their valuable hard copy documents," said Mark Efird, president of AccessAbility Services. "I'm excited to bring Hal on to serve clients and provide them a breadth of options to meet their unique needs."

The demand for services in the electronic document management systems industry has increased significantly over the past 10 years, said Lori Morton, president of Aerie Engineering.

"Electronic document management is especially important today, because companies are constantly challenged to operate more efficiently, while also cutting costs," she said. "Using electronic documents to improve information sharing is the key to maintaining our competitive edge while at the same time putting emphasis on going green."

