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Fairfax Imaging, Inc.
One Solution - One Workflow - One Provider

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Fairfax Imaging Celebrates 20 Years of Business Excellence in 2014!!!

Established in Fairfax County, Virginia, in August, 1994 by co-founders Tony Cristofano and Steve Chahal, Fairfax Imaging, Inc. celebrates its 20th anniversary in 2014. Fairfax Imaging is a leader in the document and image processing solution business and takes great pride in being responsible for literally millions of transactions over twenty years.

"This 20th anniversary is the culmination of a lot of hard work. We started the business 20 years ago, as any startup company would, with no employees, no customers, and no product. Armed with a vision to build the best integrated imaging system for business, we were able to climb the verticals that we set out for ourselves to become the uncontested leader in our space today," said Tony Cristofano, co-founder of Fairfax Imaging.

"We started out as just Tony and I. Yet, 20 years later, employees #1, #2, and #3 are still with us today. That is a remarkable achievement of talent retention and recognition in this day and age of fierce competition, especially in our industry," said Steve Chahal, co-founder of Fairfax Imaging.

Since this first installation, Fairfax Imaging has grown to become an integrated provider to over 32 state government agencies (revenue, labor, and motor vehicle departments) and many more pharmaceutical fulfillment organizations, insurance companies, and financial organizations. At most of these customer sites, Fairfax Imaging has been entrusted with the most mission-critical application of capturing every check and every financial transaction they receive, and placing it in their respective bank, then balancing the receivables down to the penny every single business day.

From California to New Hampshire, real efficiencies in forms processing are daily occurrences for these organizations which use *Quick* Modules, Fairfax's forms, fax, and remittance processing solution.

Revenue in 2013 was the highest in the firm's history, topping $16 million in sales. The headquarters of the firm was moved to Tampa, Florida in 2008. Business and development offices remain in Maryland, Kentucky, California, Texas, and New Jersey. Fairfax Imaging has also founded and maintains a software development office in Ho Chi Minh City, Vietnam.
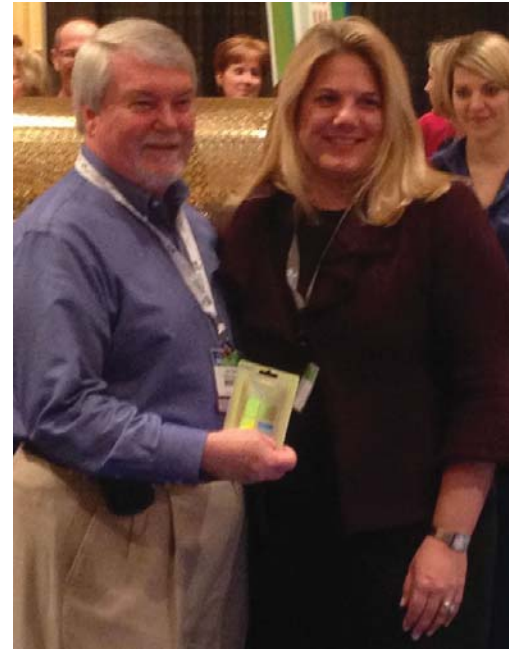
In 2014, various celebrations will take place to commemorate the founding of Fairfax Imaging, Inc.

Fairfax Exhibits at BAI Payments 2014 Conference in March

Earlier this month in Las Vegas, Fairfax Imaging exhibited at the BAI Payments 2014 Conference. Jon Grose and Drew Russell attended the conference and greeted visitors to the new Fairfax Imaging display booth. "We had a great conference and met many new people in the industry," said Jon. "We appreciate their time and look forward to discussing the advantages *Quick* Modules has for their banking organizations."

Some of those advantages include payment processing, of course, but also lockbox processing projects (both retail and wholesale), efforts to combine processing of all payment types, credit card applications, mortgage applications, and data mining!

Fairfax also participated in the Exhibitor Passport program and awarded the $100 American Express gift card to Laurie Anderson of JP Morgan Chase. Congratulations, Laurie!

Jon Grose, Fairfax Sales, and Laurie Anderson, JP Morgan Chase

Armada Specialty Pharmacy Summit - Wynn Las Vegas, NV, May 5-9, 2014

The Armada Specialty Summit is the largest and most important annual gathering for specialty pharmacy. It includes thousands of attendees from pharmacy providers, pharma/biotech manufacturers, payers and many other specialty pharmacy stakeholder organizations. The conference provides an opportunity for all attendees from across the nation to learn about specialty pharmacy while networking with leading industry executives, professionals and senior decision-makers within the specialty pharmacy channel.

Fairfax Imaging, provider of systems that are designed to tightly integrate with existing pharmacy management systems, will be exhibiting next to our business partner, OPEX, at this important conference in Booth 335. We hope to see you there!

PRISM International Annual Conference, Westin Mission Hills, Rancho Mirage, CA, May 5-9, 2014

PRISM International (Professional Records & Information Services Management) is the not-for-profit trade association for the commercial information management industry. This industry is made up of outsourcing partners that provide their clients with physical and digital information protection, access, retention, storage, and disposal.

Fairfax Imaging will be exhibiting at this important conference for the first time in May. Along with the other hundreds of attendees, we hope to learn more about the latest trends and resources in the commercial records industry. Please visit us in Booth 509!

IOFM Payments Summit, Baltimore Hyatt, Baltimore, MD, June 2-4, 2014

Fairfax Imaging will be exhibiting at the IOFM Payments Summit in Baltimore, Maryland in early June.

Along with the other attendees, Fairfax hopes to explore best practices for payments processing and clearing through interactive panel discussions, end-user case study presentations, and visionary keynote addresses.

Session topics include:
- Remittance and Lockbox Processing
- Integrated Receivables
- Check 21
- Remote Payments Capture
- Accounts Receivable Automation

Stay tuned for more details on this conference and others as Fairfax Imaging exhibits *Quick* Modules to the multiple industries to which it supplies solutions!

Fairfax and Lionbridge Launch Joint Crowd-Based Data Management Solution to Accelerate Tax Returns

Lionbridge Technologies, Inc. (Nasdaq: LIOX) and Fairfax Imaging, Inc. have introduced a joint software and services solution that allows state and municipal governments to significantly improve tax processing accuracy and reduce associated time and costs. The partnership integrates Fairfax Imaging's highly accurate *Quick* Modules "Power of One" imaging solution with Lionbridge's vcapture, task management platform and crowd-enabled data management services.

The joint solution is being utilized by the Mississippi Department of Revenue (DOR) to process 2013 tax returns, and has significantly reduced the amount of time and effort for Mississippi DOR to manage tax return data as it moves through the workflow. The process begins when Fairfax Imaging's *Quick* Modules imaging solution uses highly accurate recognition software to scan returns. Lionbridge's vcapture platform then randomizes all data into non-contextual snippets to ensure all personal data is secure. This allows more than 10,000 Business Process Crowdsourcing data specialists to process the returns via a secure platform.

"The Lionbridge-Fairfax Imaging solution will help state and municipal governments complete tax returns more quickly, more accurately and at a lower cost than traditional methods," said Martha Crow, Senior Vice President, Lionbridge Global Enterprise Solutions. "Lionbridge's Business Process Crowdsourcing practice has a proven record of delivering complex data projects accurately and securely, while delivering newfound efficiencies. Fairfax's document capture technology is best in class. We look forward to introducing this proven, scalable, data processing solution to additional state and local governments, as well as enterprises seeking new models for efficiency and flexibility."

The newest version of Fairfax Imaging's *Quick* Modules system is fast, reliable and simple to manage with one solution, one workflow and one provider. It represents the latest in innovation and design for the total information capture solution known worldwide for more than 20 years as *Quick* Modules. The new architecture implemented with QM 5.0 includes features designed to increase productivity and efficiency while at the same time, reducing the resources required to process both paper and electronic transactions.

"*Quick* Modules continues to lead the industry in providing superior technology solutions for state tax revenue processing," said Michael Minter, VP Sales and Marketing for Fairfax Imaging. "By partnering with Lionbridge, Fairfax Imaging continues to offer innovative methods to our clients that provide real-world Return on Investment opportunities."

Lionbridge delivers Business Process Crowdsourcing services to industry leading, global enterprises by leveraging an educated, pre-screened, cloud-based group of crowd professionals specializing in data processing, testing and translation services. Its managed approach combines the fast, flexible, overhead-free nature of crowdsourcing while utilizing the quality control and governance standards established in Business Process Outsourcing to deliver highly accurate results quicker and more affordably than traditional work models.

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