



## Fairfax Focus

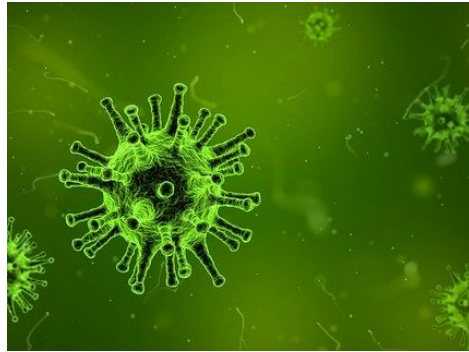
Dear Valued Customer,

The 2nd Quarter 2020 issue of the Fairfax Focus comes to you during a time where we as a society are practicing social distancing and evolving business practices to better serve our valued customers. Read on to learn more about how we are providing our customers with high quality service while staying safe at home, and more updates from Fairfax!

Visit our  
Website

### COVID-19 Update

With the recent outbreak of the Coronavirus (COVID 19), the health and well-being of our clients' staff and our employees has become our primary concern. To this effect, we have instituted a Protection & Prevention Program ("PPP") to ensure the welfare of our employees while we continue providing service to our clients.



Click to read the full  
update

### Indicium Solutions Partnership

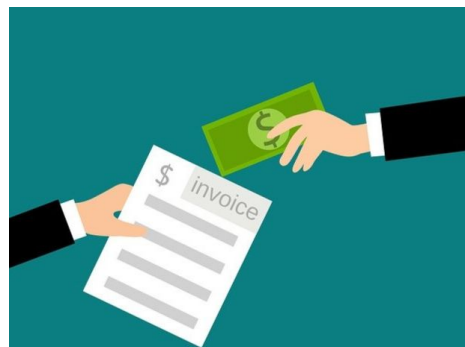
"We are elated to cooperate with Indicium to serve its more than 7,000 customers throughout Mexico and allow them to expedite payments, accelerate receipt of their A/R, and reduce their float time," said Steve Chahal, President and CEO of Fairfax Software.



Click here to read the press  
release

### Fairfax Talks Mexico's Invoice Payments Market

Fairfax CEO and President, Steve Chahal, spoke with PYMNTS.com about our recent partnership with Indicium Solutions and the impact of Fairfax's Quick Payments software on the invoice payments industry in Mexico.

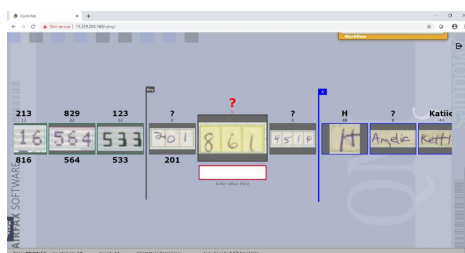


Click to read the article

### Quick Key Secure for Remote Keying and Business Continuity

Fairfax Software announces *Quick Key Secure*, designed for remote data entry and support of business continuity for our clients.

Since Fairfax Software's introduction of *Quick Modules 5.0*, remote data entry has been available to our clients through the system's ability to allow operators to log into the system through secure web-based connectivity and perform the functions of keying and balancing from a remote location.



With *Quick Key Secure*, out-of-context, field snippet

based keying is provided for home based workers to perform entry without the need to know any contextual relationship of the data being entered, protecting the confidentiality of PII (Personally identifiable information) data. The data is presented in a randomized manner so sensitive data can not be reconstructed or pieced together by the operator to promote a more secure keying environment. The Quick Key Secure user simply keys the characters within the field of view as the data elements are displayed. This method provides effective, high speed data entry.

[Click to request more information](#)

### Department of Revenue Success

Fairfax Software's Quick Modules 5.0 system has been selected by the Department of Revenue of a southeastern state. Quick Modules 5.0 is an award-winning suite of information capture software that is fast, reliable and simple to manage.



[Click here to read more about the product](#)

### Fairfax hires Marketing Coordinator

Lauren Gourley joins Fairfax Software as the Marketing Coordinator and will be responsible for directing marketing efforts in promoting Fairfax's products and services within each of our targeting industries. She has five years of experience and holds a Bachelor's Degree in Communications from the University of South Florida with a concentration in Journalism and Media Studies. Welcome, Lauren!



### Trade Show Update

Please note, Fairfax Software will post Trade Show information as it becomes available since many events have been canceled due to COVID-19.

### Sales

[sales@fairfaxsoftware.com](mailto:sales@fairfaxsoftware.com)

**Michael D. Minter**  
VP Sales & Marketing  
(877) 627-8325 Ext. 103

**Steve Waters**  
Sr Account Executive  
(916) 792-2999

**Patrick Cortez**  
Sr. Account Manager  
Federal Sales  
(877) 627-8325 Ext. 156

**Nathaly Cespedes**  
Account Representative  
Latin American Sales  
(877) 627-8325 Ext. 381

**Drew Russell**  
Sr Business Solutions  
Consultant  
(817) 875-5711

**Jamal Mardini**  
Sr Business Analyst  
(877) 627-8325 Ext. 190

**Lauren Gourley**  
Marketing Coordinator  
(877) 627-8325 Ext. 402

### Support Services

[helpdesk@fairfaxsoftware.com](mailto:helpdesk@fairfaxsoftware.com)

**Robert Castello**  
Director of Support Services  
(877) 627-8325 Ext. 366

