

# Sales Assets

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# Battle Cards

## [DocuWare Battle Card](#)

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## [Laserfiche Battle Card](#)

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## [M-Files Battle Card](#)

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## [Microsoft/ SharePoint](#)

“ Many of us like to refer to SharePoint as a competitor, but **SharePoint is really nothing more than an intranet builder**. Without OneDrive behind it, you can't even store documents in SharePoint. Furthermore, SharePoint has lousy sharing capabilities without Outlook, no automation capabilities without Power automate, no data extraction capabilities without Syntex, no user management without Active Directory, and no governance/retention without E5. There's more I could say, but you get the point: **SharePoint cannot be a DMS without an entire suite of Microsoft products integrated and working together**. So it isn't really a matter of choosing SharePoint, it's a matter of choosing the entire MS suite.

Which brings up the real issue with **using Microsoft as a DMS: It's really, really hard**. Technically it can be done, but you should expect that it will take a team of dedicated IT professionals and lots of time, resources, and probably additional headcount. That's exactly what Farm Bureau (and countless others) tried to do, and it failed. While the functionality could technically exist because Microsoft does have some powerful products, it's really, really hard to get them all working together. ”

# Pricing & Packaging

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