



## Quark Acquires the Assets of In.vision Research Corporation Uniting Key Dynamic Publishing Capabilities into One Integrated Offering

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Dear Customers,

We are delighted to announce that Quark has acquired the assets of In.vision Research Corporation, a software company that developed the industry-leading add-in to Microsoft® Word for XML authoring. This acquisition positions Quark as the leading company that brings together professional design and simple XML authoring into one integrated system.

Quark understands that your publishing requirements are changing. The need to create content that you can easily adapt to increasingly complex delivery environments is critical. Many of you rely on manual processes to place content into different delivery environments, and have expressed concerns over the resulting increases in cost and delays. Quark developed Quark® Dynamic Publishing Solution (Quark DPS) to help you solve these publishing challenges by:

- Automating your publishing processes
- Creating reusable content
- More efficiently publishing to multiple channels

XML authoring is an essential part of creating content that is suitable for dynamic publishing. With this acquisition, Quark gains Xpress Author for Microsoft Word, an XML authoring tool that makes it easier for you to adopt a dynamic publishing solution by:

- Moving the ability to author XML content from only the technical user to any Microsoft Word user
- Allowing anyone to easily create XML content that will feed into Quark DPS
- Enabling Quark to support Microsoft Word users within all types of workflows, both desktop and enterprise

This acquisition also significantly enhances Quark's XML technology and expertise to include support for industry standards such as DITA and SPL. In addition, Quark extends its ability to connect to enterprise content management systems such as Microsoft SharePoint.

The In.vision leadership team brings to Quark many years of experience in developing XML content solutions. Quark plans to take the In.vision products into new markets while continuing to support and develop them. Both current and new In.vision customers will benefit from this investment as we release new versions.

The entire Quark team looks forward to continuing to help you reduce costs and accelerate processes as we deliver solutions that revolutionize publishing again.

Regards,

Ray Schiavone  
President and CEO  
Quark Inc.

John Friske  
CEO  
In.vision Research Corporation