

## FOR IMMEDIATE RELEASE

### FirsTech Inc. and EcoMail Announce Strategic Partnership to Streamline Business Operations Through Advanced Data Capture and Digital Mail Delivery



Decatur, Illinois – January 14, 2025 – FirsTech Inc., a leader in payment solutions and data capture automation, and EcoMail, the leading digital hub and electronic mail delivery platform, today announced a strategic partnership poised to revolutionize how businesses of all sizes handle critical information and communication. This collaboration will combine FirsTech's data capture and workflow automation expertise with EcoMail's innovative digital delivery platform, offering a comprehensive solution that frees staffing demands, eliminates human error, and enables simplified information sharing.

"We are thrilled to partner with EcoMail, a company that shares our commitment to technological advancement and streamlining operations for our clients," said Matt Dowds, Chief Product Officer at FirsTech Inc. "By combining our strengths in data capture with EcoMail's robust digital delivery capabilities, we can offer businesses a truly integrated solution that improves efficiency, reduces costs, and enhances overall productivity."

EcoMail brings to the partnership a proven track record of transforming traditional mail processes into secure and efficient digital workflows. Their platform allows businesses to send, receive, manage, and store documents digitally, reducing paper consumption and minimizing the risk of lost or damaged information.

"We are excited about our partnership with FirsTech, a recognized leader with over 40 years of experience as a payment solutions and automated data capture provider," said Vaske Proгри, Vice President at EcoMail. "Together, our partnership delivers a robust solution enabling efficient and sustainable business operations for our customers. As we move into 2025, we are enthusiastic about the enhanced customer experience for existing clients and countless new opportunities made possible through this partnership."

#### **Key Customer Benefits Realized Through Partnership:**

**Enhanced Data Capture:** FirsTech's high-speed data capture capabilities seamlessly integrate with EcoMail's world class data extraction, automatically extracting key information from all types of documents and streamlining workflow processes.



**Reduced Demands on Associates and Elimination of Human Error:** Automating manual data entry and mail handling will save valuable staff time, allowing associates to focus on more strategic tasks while also minimizing the risk of errors common in manual data entry, ensuring data accuracy and integrity.

**Mitigated Risk and Enhanced Security:** From the moment your corporate mail is received by FirsTech's data capture team, compliant with SOC I, SOC II, and HIPAA, to the moment it is distributed to the intended recipient(s) through EcoMail's patented encryption technology partners can rest assured they are protected from fraud and PII exposure.

**Simplified Information Sharing and Improved Efficiency:** With universal access and instant accessibility for individuals or groups, and simple no-code delivery workflows ensure every department in your company is in the know in real time.

**Sustainable Business Practices:** This partnership promotes both, environmentally and strategically sustainable business practices by reducing paper usage and adopting digital workflows which can be used to automate data into the client's system of record.

This partnership represents a significant step forward in helping businesses of all sizes achieve operational excellence. By combining their expertise and innovative technologies, FirsTech and EcoMail are poised to redefine how companies manage information and communication, ushering in a new era of efficiency and productivity.

### **About FirsTech Inc.**

FirsTech, a leading payment solutions partner for over 40 years, continues to subscribe to its original service philosophy, providing more than a platform. FirsTech is dedicated to building partnerships that empower its clients to achieve their unique business objectives. Leveraging three payment pillars, Integrated Receivables, Merchant Services, and electronic payments on FirsTech's innovative PayFusion solution, the organization is proud to hold an NPS score of 73. FirsTech partners enjoy reduced days sales outstanding (DSO), lower payment processing costs, and expanded data capture capabilities while reducing processing errors.

FirsTech provides high-speed capture services to heavily regulated Enterprise organizations and Financial Institutions at facilities across the Midwest and Eastern United States. As a wholly-owned subsidiary of Busey Bank, a nearly \$12 billion financial institution headquartered in Champaign, Illinois, FirsTech is proudly SOC I, SOC II, PCI and HIPAA compliant.

FirsTech Contact:

Elissa McGlaughlin  
Senior Product Marketing and Communication Manager  
Elissa.mcgloughlin@busey.com  
217.365.4727

