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Kim Appoints Samantha Jefferies as VP of Business Development

Kim (kimdocument.com), the no-code, SaaS, patent protected, document generation, assembly and workflow automation platform, which is proven with Fortune 500 organizations in a range of sectors including legal, financial services, professional services and pharmaceuticals and telecoms, has appointed Samantha Jefferies as VP of Business Development.

This follows the recent announcement that [Kim has opened a second US office in Atlanta](#) and appointed [Melody Easton as VP Marketing](#).

Karl Chapman, CEO of Kim said *"We are delighted that Sam joins us in this newly created role. Kim has proven its product with highly complex and demanding Fortune 500 companies and recently productized its document generation solution for organizations of all sizes. Sam, working with our recently appointed VP Marketing, will help us take Kim to the compliance, legal, accounting and contract management markets. This is our latest investment in building the core Kim team, across all disciplines, to accelerate growth in 2023 and beyond."*

About Sam

Sam has a demonstrable track-record of more than 20-years in building and managing high performing and effective sales teams. Prior to joining Kim she worked for leading technology companies such as NEC Display Solutions, DocsCorp, Litera and most recently Fliplet. Sam loves spending time working with customers to help them solve their problems.

Sam Jefferies of Kim said *"I'm really pleased to join Kim at this key moment in its history. Kim is already proven at the Enterprise level with an amazing client base that uses its technology as a full Global Legal Operations and Contract Lifecycle Management Platform."*

After reviewing Kim's new Product tier (kimdocument.com) I became excited about how, at a no-regrets price point, it can remove the complexity of automating contracts, letters, forms, checklists and compliance records. The fact there is no need for developers or coding, and it is integrated into MS Teams, means there are numerous use cases. The way Kim deals with documents is innovative, and patent protected, and this is vital as customers search for more intuitive ways to deal with their document templates.

I can really see Kim helping clients to automate the way they collect, analyse, report and act on compliance data, thus enhancing the User (colleague and customer) experience."

For further information and to request a Kim demonstration please contact Becky Roberts:

rebecca.roberts@kimtechnologies.com Website: kimdocument.com

Notes

1. Kim is a no-code, SaaS, patent protected document generation, assembly and workflow automation tool. Kim is proven with Fortune 500 organizations in a range of sectors including legal, financial services, professional services, pharmaceuticals and telecoms.
2. Kim has three tiers of offering - Enterprise, Solutions, Product. At the Enterprise and Solution tiers Use Cases include Global Legal Operations Platform, Request Management and Self Service, Contract Lifecycle Management, Compliance, Company Secretarial, and Clinical Trials Agreements.
3. At the Product tier is Kim Document (see kimdocument.com) is a SaaS product that allows any function or role in a small, medium or large organization, to turn its existing Word documents into web applications that can be shared internally and/or externally. Use Cases are primarily focused on three core areas – Compliance and Regulators, Corporate Legal Departments and Law Firms and Financial Services and Insurance.
4. Kim has two patents. When a DOCX template is uploaded into the Kim software it gains additional knowledge by learning the structural composition of each template and it can interface with any authenticated and authorized client over HTTPS with an intelligent understanding of the correctness of the data being supplied. This enables the automatic extraction of tags from the multiple sample documents, the storing of the tags in a data schema separate from the documents, automatically generating structural schemes from the tags, automatically creating document templates from the sample documents and processing the document templates to create unique identifiers (see 'Patent Headlines' section and the Kim patent: <https://patents.justia.com/patent/10817662>).

Bridgewater, New Jersey