

RPI Consultants Acquires iMAJ Data Company

RPI Consultants has completed the acquisition of iMAJ Data Company, a license reseller and professional services organization for Perceptive Content clients.

Baltimore, Maryland // Thursday, January 18, 2018 // <https://www.rpic.com/> – RPI Consultants is excited to announce the completed acquisition of **iMAJ Data Company** (iMAJ Data), a successful professional services firm specializing in Perceptive Software product licensing and consulting, including [Perceptive Content \(formerly ImageNow\)](#). The iMAJ Data acquisition demonstrates continued investment by RPI Consultants in the Perceptive Software product and client base.

Led by CEO Jim Fall, iMAJ Data was founded in 2016 after being spun off by Cannon IV, a Managed Print Services reseller. iMAJ Data focused on selling and supporting ECM solutions based exclusively on the [Perceptive Content](#) product line, for education institutions and commercial organizations nationwide. iMAJ Data has more recently targeted [manufacturing companies](#) that could benefit from [financial automation, human resources and bill of lading solutions](#).

“Jim is really a tremendous leader in our industry,” says RPI Consultants Partner Geoff Lilienfeld, “and thanks to his leadership iMAJ Data has built a great reputation of service and success.” The relationship between the two companies began when iMAJ Data closed a joint deal for TeleTech Services Corporation, an existing [Perceptive Content](#) client. Under the agreement, RPI Consultants would provide the consulting resources and project management support.

“Through our growth it became obvious that we would need to find some sort of partnership with a larger consulting firm,” explains Fall. “Out of all the consulting groups I reached out to, RPI Consultants was by far the most experienced and had the best reputation for being client-centric.” says Fall. “They were simply the right choice to introduce to our clients.”

Through the acquisition, Jim will continue to focus on new business development and RPI resources will take over professional services for existing iMAJ Data clients. “I take great comfort in knowing that the iMAJ Data clients will be in great hands,” admits Fall, “and I know that RPI has some of the best consultants in the industry and I trust them to take care of our clients.” Lilienfeld agrees, “We are looking forward to letting Jim do what he does best, while our team continues to exceed all service expectations for our clients.”

About RPI Consultants

RPI Consultants is a privately held professional services and software consulting firm with over 16 years of experience supporting ERP and ECM products and solutions, including [Lawson](#), [PeopleSoft](#), [Perceptive Content](#), [Kofax](#), and [OnBase](#). RPI Consultants is based out of Baltimore, MD, with other offices located in Tampa, FL and Kansas City, MO. For more information, please visit www.rpic.com.

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