



Jim enjoys pushing himself to his limits, whether he's skiing the French Alps, kayaking white water rapids, or helping your organization automate important business processes.



RPI Senior Account Executive

# Jim Fall

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In his work for RPI Consultants, Jim is equally passionate, striving daily to quench his insatiable thirst for knowledge. "I have a couple basic philosophies," Jim explains. "First, I get smarter every day. This is driven by my desire to learn wherever and whenever I can. Second, what I did yesterday I can do better tomorrow. This is based on my need for continuous improvement in everything I do."

## Pushing the Envelope

It's this approach to life that has earned Jim the respect of his fellow RPI team members and the clients. He is eager to make their lives better, easier, and more productive. "Whether my client works for a hospital, a university, or in private business, my goal is to help them push the envelope of their organizational capabilities on a day-to-day basis."

## Background and Experiences

Jim graduated with a Bachelor of Science in Economics and Math from Indiana University, where he also completed his Graduate Finance Fellowship. He went on to earn an MBA in Marketing and Finance, completed at both Washington University and Butler University. Jim began working with Perceptive Content (ImageNow) in 2010 at Cannon IV, Inc., where he sold Perceptive Software installation and support services. He brings extensive knowledge in the fields of manufacturing, healthcare, and higher education, along with experience integrating with design automation, CAD/CAM/CAE, industrial automation, multiple ERP systems, and eCommerce platforms.

## Downtime Pursuits

Jim is in his element when he's outdoors and was an extreme sports enthusiast, enjoying activities like skiing off a mountain with a parachute, climbing an imposing rock wall, or ice climbing. After starting a family, he scaled back on high-octane endeavors but still spends time hiking and biking backcountry trails, and Nordic skiing.

### Product Knowledge

Perceptive / ImageNow  
OnBase by Hyland  
Brainware by Hyland  
Kofax KTM / KTA / Capture

### Skills & Competencies

Technical Installs  
Software Upgrades  
Solution & Workflow Design  
Troubleshooting & Support

### Solutions & Industries

Financial Services  
Accounts Payable  
Higher Education  
Healthcare  
Manufacturing  
Government

