

Edgar Filing: ACCESS SOLUTIONS INTERNATIONAL INC - Form 10QSB

ACCESS SOLUTIONS INTERNATIONAL INC  
Form 10QSB  
May 15, 2002

United States  
Securities and Exchange Commission  
Washington, D.C. 20549

FORM 10-QSB  
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(Mark One)

Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 For the Quarterly Period ended March 31, 2002

or

Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 For the transition period from to

Commission file number 0-28920

Access Solutions International, Inc.  
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(Exact name of small business issuer as specified in its charter)

Delaware  
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(State or other jurisdiction of incorporation or organization)

05-0426298  
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(I.R.S. Employer Identification No.)

650 Ten Rod Road  
North Kingstown, RI 02852  
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(Address of principal executive offices)

(401) 295-2691  
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(Issuer's telephone number)

Check whether the issuer (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the past 12 months (or for such shorter period that the issuer was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

The number of shares of the issuer's Common Stock, \$.01 par value, outstanding as of March 31, 2002 was 3,963,940.

Access Solutions International, Inc.

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Access Solutions International, Inc.

PART I - FINANCIAL INFORMATION

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Item 1. Financial Statements

Access Solutions International, Inc.  
Condensed Balance Sheets

	March 31, 2002	June 30, 2001
	-----	-----
	(Unaudited)	
Assets		
Current assets:		
Cash and cash equivalents	\$2,338,851	\$2,426,279
Trade accounts receivable, net of allowance for doubtful accounts of \$17,375 and \$4,344	71,002	191,145
Inventories	15,003	21,472

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Prepaid expenses and other current assets	14,988	32,819
	-----	-----
Total current assets	2,439,844	2,671,715
Fixed assets, net	2,104	6,038
	-----	-----
Total assets	\$2,441,948	\$2,677,753
	=====	=====

See notes to unaudited condensed financial statements.

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Access Solutions International, Inc.  
Condensed Balance Sheets

	March 31, 2002	June 30, 2001
	-----	-----
	(Unaudited)	
Liabilities and stockholders' equity		
Current liabilities:		
Accounts payable	\$ 137,312	\$ 218,103
Accrued salaries and wages	21,626	29,341
Accrued expenses	57,481	65,471
Provision for income taxes	--	95,000
Deferred revenue-prepaid service contracts	275,418	367,951
Total current liabilities	491,837	775,866
	-----	-----
Total liabilities	491,837	775,866
Stockholders' equity:		
Common Stock, \$.01 par value, 13,000,000 shares authorized, 3,965,199 shares issued	39,652	39,652
Additional paid-in capital	17,637,694	17,637,694
Accumulated deficit	(15,709,179)	15,757,403
	-----	-----
	1,968,167	1,919,943
Treasury stock, at cost (1,259 shares)	(18,056)	(18,056)
	-----	-----
Total stockholders' equity	1,950,111	1,901,887
	-----	-----
Total liabilities and stockholders' equity	\$ 2,441,948	\$ 2,677,753
	=====	=====

Note: The balance sheet at June 30, 2001 has been derived from the audited financial statements at that date but does not include all of the information

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and footnotes required by generally accepted accounting principles for complete financial statements.

See notes to unaudited condensed financial statements.

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### Access Solutions International, Inc. Condensed Statements of Operations (Unaudited)

	For the Three Months Ended March 31,		For the Nine Months Ended March 31,	
	2002	2001	2002	2001
Net sales:				
Products	\$ 3,750	\$ 3,750	\$ 16,326	\$ 25,317
Services	175,343	194,913	500,433	606,317
Total net sales	179,093	198,663	516,759	631,634
Cost of sales:				
Products	--	--	1,317	--
Services	42,544	38,470	120,024	141,317
Total cost of sales	42,544	38,470	121,341	141,317
Gross profit	136,549	160,193	395,418	490,317
Operating expenses:				
Selling expense	30,037	30,405	97,016	96,317
General and administrative expense	118,490	99,371	386,382	283,317
Total operating expenses	148,527	129,776	483,398	380,634
(Loss) profit from operations	(11,978)	30,417	(87,980)	110,683
Other (revenue) and expense:				
Interest income	(17,293)	(7,445)	(65,345)	(11,317)
Interest expense	--	45,580	--	222,317
Miscellaneous income	(23,620)	(15,746)	(70,859)	(23,317)
Other expense	--	26,041	--	125,317
Total other (revenue)/expense	(40,913)	48,430	(136,204)	312,683
Net income (loss)	\$ 28,935	(\$ 18,013)	\$ 48,224	(\$ 202,683)
Primary net income (loss) per common share	0.01	(0.00)	0.01	(0.00)
Weighted average number of common shares	3,963,940	3,963,940	3,963,940	3,963,940

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See notes to unaudited condensed financial statements.

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Access Solutions International, Inc.  
Condensed Statements of Cash Flows (Unaudited)

	For the Nine Months Ended March 31,	
	2002	2001
	-----	-----
Cash flows from operating activities		
Net income (loss)	\$ 48,224	(\$ 202,337)
	-----	-----
Adjustments to reconcile net loss to net cash used by operating activities:		
Loss on disposition of fixed assets	--	40,755
Depreciation and amortization	3,934	17,624
Increase (decrease) in provision for doubtful accounts-Trade	13,031	(8,167)
Changes in assets and liabilities:		
(Increase) decrease in:		
Trade accounts receivable	107,112	244,312
Inventories	6,469	(1,142)
Prepaid expenses and other current assets	17,831	7,012
Increase (decrease) in:		
Accounts payable	(80,791)	(153,821)
Accrued expenses	(15,705)	(51,268)
Provision for income taxes	(95,000)	
Deferred revenue - prepaid service contracts	(92,533)	(105,291)
	-----	-----
NET Cash used by operating activities	(87,428)	(212,323)
	-----	-----
Cash flows from financing activities		
Proceeds from notes payable for litigation advances	--	294,428
Net Cash provided by financing activities	--	294,428
Net (decrease) INCREASE in cash	(87,428)	82,105
Cash and Cash equivalents, beginning of period	2,426,279	58,042
	-----	-----
Cash and cash equivalents, end of period	\$ 2,338,851	\$ 140,147
	=====	=====

See notes to unaudited condensed financial statements.

Access Solutions International, Inc.  
Notes to Unaudited Condensed Financial Statements

1. Basis of Presentation

The accompanying unaudited condensed financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-QSB and Article 10-01 of Regulation S-B. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for annual financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three months and nine months ended March 31, 2002 are not necessarily indicative of the results that may be expected for the year ended June 30, 2002. For further information, refer to the financial statements and footnotes thereto included in the Access Solutions International, Inc. ("ASI") annual report on Form 10-KSB for the year ended June 30, 2001.

2. Paperclip Merger, Management Agreements

On April 15, 1997, the Company and PaperClip entered into an agreement for the Company to acquire substantially all the assets and liabilities of PaperClip, which was later amended to change the acquisition to a merger. The Company and PaperClip also entered into a management agreement (the "Management Agreement") which allowed the Company to manage the day-to-day operations of PaperClip and to advance funds on behalf of PaperClip pursuant to an operating budget, in each case until the closing of the Merger or the termination of the Merger Agreement. On January 29, 1997, the Company provided a \$300,000 bridge loan to PaperClip for use as operating capital in exchange for a 12% convertible note from PaperClip secured by substantially all the assets of PaperClip. In addition, the Company had made unsecured advances to PaperClip of \$140,813, \$1,252,689, and \$529,052 during the years ended June 30, 1999, 1998 and 1997, respectively, for funding of working capital requirements.

The Company and PaperClip also entered into a one-year distribution agreement effective June 1, 1997 pursuant to which the Company acted as a distributor for PaperClip's products in the United States to dealers and resellers.

Ultimately, the merger agreement was terminated on August 24, 1998. Accordingly, the Company wrote off approximately \$2,443,000 effective June 30, 1998 and approximately \$141,000 effective June 30, 1999 in connection with the terminated merger.

In November of 2000, PaperClip Software Inc. and ASI entered into an agreement whereby the indebtedness to ASI in the amount of \$300,000, plus all accrued interest through December 31, 1999 in the amount of \$105,300, will be paid for by the execution and delivery of a new promissory note from PaperClip to ASI in the aggregate principal amount of \$405,300. All amounts due under the new Note will be paid for over a period of three (3) years in thirty-six (36) equal installments of \$11,265 beginning on January 1, 2001. The outstanding balance on the note at March 31, 2002 is approximately \$222,000. Although payments on the note are current, ASI has fully reserved for the value of the new promissory note due to PaperClip's poor financial condition.

As a result of advances issued to PaperClip from November 12, 1997 through August 24, 1998, PaperClip was indebted to ASI in the amount of \$2,305,506 including accrued interest through March 31, 1999. In November 2000, ASI exchanged the above indebtedness for 3,649,543 shares of PaperClip's Series A Preferred Stock, \$.01 par value per share (the "Series A Preferred Stock"). Each share of Preferred Stock is convertible into one share of PaperClip's common stock ("common stock") subject to anti-dilution protection in the event of a stock split, stock dividend, recapitalization or similar change to the capital structure of PaperClip. The shares are convertible at anytime at ASI's option or at PaperClip's option, provided that immediately prior to conversion, the common stock had traded for not less than 60 consecutive days at a closing price of 150% of the implied conversion price. The implied conversion price was derived by dividing the amount of the additional indebtedness by the number of shares of common stock issuable upon conversion by ASI of the preferred stock. The "Converted Shares" would equal 27.5% of the then outstanding Common Stock. The holders of the converted common stock would have piggy back registration rights on the Converted Shares underlying the Preferred Stock. Such piggy-back registration rights on the converted stock would expire with respect to the holder when such shares were eligible for sale pursuant to Rule 144(k) promulgated and the rules and regulations of the Securities Act of 1933. The preferred stock is not entitled to dividends and will have a liquidation preference equal to \$2,305,506. No value has been recorded on the Company's financial statements for this investment due to PaperClip's deteriorating stock value and its poor financial condition.

Item 2. Management's Discussion and Analysis of Financial Condition  
and Results of Operations

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Overview  
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ASI's net sales consist of sales primarily of support and services. Products sold by ASI consist of COLD systems, software and hardware including replacement disk drives, subassemblies and miscellaneous peripherals. Support and services rendered by ASI include post-installation maintenance and support. ASI recognizes revenue from customers upon installation of COLD systems and, in the case of COLD systems installed for evaluation, upon acceptance by such customers of the products. ASI had no system sales in the current year. ASI sells extended service contracts on the majority of the products it has sold. Such contracts are one year in duration with payments received either annually in advance of the commencement of the contract or quarterly in advance. ASI recognizes revenue from service contracts on a straight-line basis over the term of the contract. The unearned portion of the service revenue is reflected as deferred revenue. As of March 31, 2002, ASI had deferred revenue in the amount of \$275,418.

ASI's operating results have in the past and may in the future fluctuate significantly depending upon the renewal of service contracts; the competitive technological advancements made by the industry; and the control of general and administrative expenses. The revenue from service contracts is recognized on a straight-line basis over the term of the contract.

ASI's primary operating expenses include maintenance and general and administrative expenses. General and administrative expenses this fiscal year consisted primarily of legal fees, employee compensation, office rental,

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miscellaneous taxes and normal contractual services.

In the past, ASI has expended substantial development resources to meet customer commitments. The majority of these services were provided at no charge to honor commitments made for added features when the systems were sold. These resource expenditures have in the past placed a high overhead burden on the GIGAPAGE product line offerings. After completion of GIGAPAGE 3.0, which occurred at the end of the second quarter of Fiscal 1998, management concluded that all significant product commitments had been met. In the future, development of any new features will not be initiated unless customers make a financial commitment to cover the minimum engineering costs.

### Results of Operations

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The following discussion should be read in conjunction with the unaudited condensed financial statements and notes thereto of Access Solutions International, Inc. contained elsewhere herein.

Three Months and Nine Months Ended March 31, 2002 Compared  
to Three Months and Nine Months Ended March 31, 2001

### Net Sales

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Net sales for the three months ended March 31, 2002 were \$179,093 compared with \$198,663 for the three months ended March 31, 2001, a decrease of \$19,570 or 10%, and \$516,759 for the nine months ended March 31, 2002, compared with \$631,787 for the nine months ended March 31, 2001, a decrease of \$115,028 or 18%. Product sales were \$3,750 for the third quarters of both Fiscal 2002 and 2001 and \$16,326 for the nine months ended March 31, 2002 compared with \$25,143 for the nine months ended March 31, 2001, a decrease of \$8,817 or 35%. Service revenues were \$175,343 for the third quarter of Fiscal 2002, compared with \$194,913 for the third quarter of Fiscal 2001, a decrease of \$19,570 or 10%, and \$500,433 for the nine months ended March 31, 2002 compared with \$606,644 for the nine months ended March 31, 2001, a decrease of \$106,211 or 18%. This decrease was primarily due to the site consolidation by one customer and the decision by three other customers not to continue their maintenance agreements.

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### Cost of Sales

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Cost of sales includes component costs, firmware license costs, labor, travel and certain overhead costs. Cost of sales in the aggregate increased 11% to \$42,544 for the three months ended March 31, 2002 from \$38,470 for the three months ended March 31, 2001 and decreased 14% to \$121,341 for the nine months ended March 31, 2002 from \$141,677 for the nine months ended March 31, 2001. Cost of sales for services increased 11% to \$42,544 for the three months ended March 31, 2002 from \$38,470 for the three months ended March 31, 2001 and decreased 15% to \$120,024 for the nine months ended March 31, 2002 from \$141,432 for the nine months ended March 31, 2001, primarily due to lower sales and renegotiated third-party contracts.

### General and Administrative Expenses

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General and administrative expenses consist of administrative expenses and



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technical support. General and administrative expenses increased 19% or \$19,119 to \$118,490 for the three months ended March 31, 2002 from \$99,371 for the three months ended March 31, 2001 and increased 36% or \$102,834 to \$386,382 for the nine months ended March 31, 2002 from \$283,548 for the nine months ended March 31, 2001. This increase was primarily due to higher insurance premiums, additional accounting fees, miscellaneous state franchise taxes which were unusually high due to the revenue received from the settlement of the Anacomp/Kodak lawsuit, and bad debt expense associated with a contested equipment lease.

### Selling Expenses

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Selling expenses decreased by \$368 or 1% to \$30,037 for the three months ended March 31, 2002 from \$30,405 for the three months ended March 31, 2001, while increasing by \$521 or 1% to \$97,016 for the nine months ended March 31, 2002 from \$96,495 for the nine months ended March 31, 2001.

### Other Income and Expenses

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Other income and expenses consisted primarily of interest income and interest expense. Interest income increased \$9,848 from \$7,445 for the three months ended March 31, 2001 to \$17,293 for the three months ended March 31, 2002 and increased \$53,419 from \$11,926 for the nine months ended March 31, 2001 to \$65,345 for the nine months ended March 31, 2002. This increase was due to interest earned on the cash received as the result of a legal settlement agreement with Anacomp, Inc. and the Eastman Kodak Company in May, 2001. Interest expense decreased 100% to \$0 for the three months ended March 31, 2002 from \$45,580 for the three months ended March 31, 2001 and decreased 100% to \$0 for the nine months ended March 31, 2002 from \$222,738 for the nine months ended March 31, 2001. This elimination of interest expense is the result of the retirement of an outstanding note in May, 2001. Miscellaneous income for the third quarter of Fiscal 2002 increased \$7,874 to \$23,620 from \$15,746 for the third quarter of Fiscal 2001 and increased \$47,239 to \$70,859 for the nine months ended March 31, 2002 from \$23,620 for the nine months ended March 31, 2001. This primarily represents principal repayments on the note receivable from PaperClip Software, Inc., which is fully reserved for as of March 31, 2002. Other expense for the three months and nine months ended March 31, 2001 was \$26,041 and \$125,212, respectively. This expense was related to legal expenses associated with the patent litigation and to the disposal of certain fixed assets. There were no similar charges made in Fiscal 2002. Consequently, other income and expenses in the aggregate improved \$89,343 to \$40,913 of income for the three months ended March 31, 2002 from a loss of \$48,430 for the three months ended March 31, 2001 and \$448,608 to \$136,204 of income for the nine months ended March 31, 2002 from a loss of \$312,404 for the nine months ended March 31, 2001.

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### Income (Loss)

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As a result of the foregoing, ASI realized a net profit of \$28,935 (\$.01 per share on 3,963,940 weighted average shares outstanding) for the three months ended March 31, 2002, an improvement of \$46,948 from a net loss of \$18,013 (\$.00 loss per share on 3,963,940 weighted average shares outstanding) during the three months ended March 31, 2001 and a net profit of \$48,224 (\$.01 per share on 3,963,940 weighted average shares outstanding) for the nine months ended March 31, 2002, an improvement of \$250,561 from a net loss of \$202,337 (\$.05 loss per share on 3,963,940 weighted average shares outstanding) during the nine months

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ended March 31, 2001.

### Liquidity and Capital Resources

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ASI had a working capital surplus of \$1,948,007 as of March 31, 2002 compared to a working capital deficit of \$738,500 at March 31, 2001.

Total cash used by operating activities during the nine-month period ended March 31, 2002 was \$87,428, compared to \$212,323 during the nine-month period ended March 31, 2001. For the nine months ended March 31, 2002, the major uses of cash were a payment for income taxes, the repayment of old payables and a decrease in deferred revenue from prepaid service contracts. The major uses of cash for the nine months ended March 31, 2001 were primarily the repayment of old payables.

No cash was provided by financing activities during the nine months ended March 31, 2002. In comparison, \$294,428 was provided by financing activities for the nine-month period ended March 31, 2001, the result of an increase in a long term note payable. This debt was retired in May, 2001.

In previous years, ASI has suffered recurring losses from operations, has had an accumulated deficit, and has incurred negative cash flows from operating activities. Without the proceeds from the settlement mentioned above, the recurring losses and negative cash flow from operating activities would raise substantial doubt about the Company's ability to continue as a going concern. However, the cash received from the settlement has provided the Company the opportunity to reevaluate its market position and opportunities and maintain a sufficient level of working capital to continue as a going concern for at least the remainder of the current fiscal year.

### Seasonality and Inflation

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To date, seasonality and inflation have not had a material effect on ASI's operations.

### Forward Looking Statements

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Statements contained in this Form 10-QSB that are not historical facts are forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. In addition, words such as "believes", "will", "should", "anticipates", "expects" and similar expressions are intended to identify forward looking statements. ASI cautions that a number of important factors could cause actual results for Fiscal 2002 and beyond to differ materially from those expressed in any forward-looking statements made by or on behalf of ASI. Such statements contain a number of risks and uncertainties, including, but not limited to the outcome of management's assessment of ASI's long-term strategic alternatives, ongoing capital needs, variable operating results, dependence on ASI's COLD system product, competing with rapid technological change and new product development, reliance on single or limited sources of supply, intense competition, turnover in management, dependence on significant customers and dependence on key personnel. ASI cannot assure that it will be able to anticipate or respond timely to changes that could adversely affect its operating results in one or more fiscal quarters. Results of operations in any past period should not be considered indicative of results to be expected in future periods. Fluctuations in operating results may result in fluctuations in the price of ASI's securities.

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### Recent Developments

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In November of 2000, PaperClip Software, Inc. and ASI entered into an agreement whereby the indebtedness to ASI in the amount of \$300,000, plus all accrued interest through December 31, 1999 in the amount of \$105,300, will be paid for by the execution and delivery of a new promissory note from PaperClip to ASI in the aggregate principal amount of \$405,300. All amounts due under the new Note are to be paid for over a period of three (3) years in thirty-nine (36) equal installments of \$11,265 beginning on January 1, 2001. Although payments are current on the note, ASI has fully reserved for the value of the new promissory note due to PaperClip's poor financial condition.

As a result of advances issued to PaperClip from November 12, 1997 through August 24, 1998, PaperClip is indebted to ASI in the amount of \$2,305,506 including interest. ASI will exchange the above indebtedness for shares of a new class of PaperClip convertible preferred stock (the "Preferred Stock"). Each share of Preferred Stock will be convertible into one share of PaperClip's common stock ("common stock") subject to anti-dilution protection in the event of a stock split, stock dividend, recapitalization or similar change to the capital structure of PaperClip. The shares are convertible at anytime at ASI's option or at PaperClip's option, provided that immediately prior to conversion, the common stock has traded for not less than 60 consecutive days at a closing price of 150% of the implied conversion price. The implied conversion price is derived by dividing the amount of the additional indebtedness by the number of shares of common stock issuable upon conversion by ASI of the preferred stock. The "Converted Shares" would equal 27.5% of the then outstanding Common Stock. The holders of the converted common stock will have piggyback registration rights on the Converted Shares underlying the Preferred Stock. Such piggy back registration rights on the converted stock will expire with respect to the holder when such shares are eligible for sale pursuant to Rule 144(k) promulgated and the rules and regulations of the Securities Act of 1933. The preferred stock will not be entitled to dividends and will have a liquidation preference equal to \$2,305,506. No value has been recorded on the Company's financial statements for this investment due to PaperClip's deteriorating stock value and its poor financial condition.

On April 23, 2001, ASI announced that it had received a monetary settlement pursuant to a signed settlement agreement with Anacomp, Inc. ("Anacomp") and Kodak. As a result of this settlement, ASI also announced that management would be assessing strategic alternatives which will best benefit its shareholders, customers and employees.

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### PART II - OTHER INFORMATION

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#### Item 6. Exhibits and Reports on Form 8-K

(a) Exhibits  
None

(b) Reports on Form 8-K

None

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SIGNATURES

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Pursuant to the requirements of the Securities Exchange Act of 1934, the issuer caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Access Solutions International, Inc.

/s/ Robert H. Stone

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Robert H. Stone  
President and CEO

Date: April 12, 2002

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