Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

January 18, 2013

LATEST ON CANADIAN CHECK IMAGES AND OTHER BRIEFS

U.S. banks can now send images to Canadian banks, and they don't have to follow-up with paper checks. This is similar to what they have been doing with other U.S. banks for the past several years, thanks to Check 21.

Last October, the **Canadian Payments Association** enacted a new standard for "substitute checks" or Canadian Clearing Replacement Documents (CRDs). The ISV **All My Papers** has updated its Check Image Cash Latter software to now work with Canadian checks.

For more info: http://www.allmypapers.com

Kofax recently announced a million dollar deal with a BPO that will utilize its capture technology on mortgage documents. The customer is advertised as "one of the largest servicers of sub-prime mortgages in the U.S." It will use Kofax Capture, KTM and Kofax Monitor to process up to 20 million pages daily.

Kofax has also announced that best-selling author Geoffrey Moore will keynote its annual Transform conference being held March 10-12 in San Diego. Moore is best known for his technology market must-reads Crossing the Chasm and Inside the Tornado.

For more info: http://www.kofax.com/transform/

Panasonic has announced compatibility of all its current document scanners with the **EMC Captiva** cloud Toolkit. The Captiva SDK is designed to enable zero-footprint scanning from Web-based applications. Instead of asking a user to download ActiveX or Javascript onto their computer, the SDK connects with an agent

NSi Expands into Output Management with Acquisition

Notable Solutions, Inc. (NSi) has always been in the business of helping organizations get more out of their multi-function peripherals (MFPs). The Rockville, MD-based ISV is well known to our readers for its AutoStore document capture application, which is installed at thousands of organizations worldwide. Recently, NSi expanded into the print management side of the MFP world with its acquisition of **Barr Systems'** Enterprise Output Management (EOM) business.

"For a long time, NSi has been about collecting its customers' information," said Mike Morper, VP of marketing at NSi. "This information can come from a scan, and we recently introduced technology for collecting data from mobile devices as well. We can deliver that information into a business process where it is consumed by a line of business application, or moved into some sort of storage vehicle.

"However, there's always been a gap in our management of the information lifecycle after that delivery. We never managed the print and transformation stage. This stage doesn't necessarily have to involve information we capture, but rather it could be information that comes straight from a data stream, like out of a mainframe. Ultimately, our customers are dealing with a bunch of zeroes and ones that have to be delivered to a print device or transformed into a human readable electronic format like a PDF."

With the technology acquired from Barr Systems, NSi now has the ability to "ensure secure print output." "We started our journey with MFPs by enabling them to do a great job with scanning," said Morper. "But, we've never helped the devices deliver on their printing potential. That is now changing.

"We are now able to transform data coming from ERP, line of business, and mainframe systems into usable documents and move these documents through the same capture, process, and route methodologies we utilize with AutoStore. Not only can we deliver them for printing to a variety of destinations, we can deliver them

as PDFs to any of the 40 ECM and line of business destinations that we already connect to with AutoStore.

What NSi is adding

With Barr Systems, which is headquartered in Gainesville, FL, NSi picked up two primary product lines. These include a "workflow" EOM product for managing high-volume production printing and an "office" EOM line for managing specialized jobs on MFPs. "Barr started out in the high-volume business and has customers like **RR Donnelley** and the **Social Security Administration** that use this technology throughout their enterprises.

"We started our journey with MFPs by enabling them to do a great job with scanning. But, we've never helped the devices deliver on their printing potential. That is now changing."

– Mike Morper, NSi

"More recently, Barr entered the office printing space, where one of its customers is **Jostens**, the company that makes class rings. Jostens manages more than a dozen warehouses throughout the country that are administered by a single, centralized ERP system. As an organization in the business of shipping tangible goods, Jostens can't recognize revenue until its goods leave its warehouses. So, it's very important for Jostens that as soon as possible after an order comes in, it is processed and the rings are loaded onto a truck at the appropriate warehouse.

"To make this happen, Jostens relies on Barr's EOM platform to discern from the data contained in an order where to print a packing slip (at which warehouse) to execute the transaction. This printing process is very critical to Jostens' business operation. It is analogous to what we do in document imaging related workflow, where a rules-based process is initiated based on data from a document."

Morper also gave us an example of a customer that utilizes Barr's electronic output management. "The **University of Florida** utilizes EOM but doesn't print a single sheet of paper," he said. "It takes advantage of the type of data stream capture that we think is unmet by our competitors.

"The University has all its financial information in a legacy mainframe application. Each individual campus requires budget information from this application every day. Through Barr's EOM, the University transforms the mainframe data stream into PDF files that are parsed and routed to the appropriate campuses."

NSi's output evolution

Morper said NSi was first pulled into output management by its customers a couple years ago. "A good deal of our business comes in highly secure government environments,

for agencies like the **Department of Defense**," he said. "Customers were asking for a solution that would allow users to print jobs from a queue only after they identified themselves at the MFP through means like a secure card swipe or another type of log-in.

"To test the waters, we OEMed technology in this area, and our sales exceeded our expectations. We realized there was a business opportunity in output. After some research, we found the opportunity went beyond just providing secure printing.

"There is a larger challenge in the office space. It involves directing print jobs to the most appropriate devices. For example, Mike and Ralph might work in the same office, but Ralph works in finance and only prints about five documents per day for reference, while Mike works in marketing and needs hundreds of color documents for distribution. While the standard office MFP might be fine for Ralph, most larger organizations have print facilities that should be able to handle Mike's jobs more efficiently.

"Our customers gave us feedback that they wanted us to come up with a rules engine that would enable them to dynamically reroute jobs to help them reduce their output costs. We couldn't do that with the technology we were OEMing, so we started looking for a new partner and a common partner introduced us to Barr. Similar to the way we are looked at as a powerhouse in transaction capture, Barr is looked at as a powerhouse in the production print management space."

Barr's technology also has the ability to track print jobs and charge them to the appropriate departments. "I think Barr's technology is a very compelling alternative to **Nuance's** Equitrac," said Morper.

This is important because Nuance also owns eCopy, which is NSi's main competitor in the MFP capture space. Nuance acquired Equitrac in 2011 and has been touting its synergies with eCopy ever since—even crediting the integration between the two product lines for helping Nuance win a $16 million deal a little over a year ago. "Nuance certainly recognizes the value of providing output management technology along with eCopy," said Morper.

Morper added that the acquisition doesn't mean NSi will stop working with other vendors' EOM products, including Equitrac. "It's all about giving customers options that make them happy," he said.

Some logistics
Gabriel Schwartzman, formerly the CEO of Barr

Systems, is now VP of Output Management at NSi. NSi will continue to utilize Barr's office space in Gainesville, which will be re-branded as the NSi Output Management Center of Excellence. "We will maintain Barr's development, product management, and customer support," said Morper. "With the EOM products, we have acquired the lion's share of Barr's business, but it still has a mainframe hardware and software business it will maintain."

As far as sales go, Morper indicated that the companies have historically sold through the same channels—primarily MFP vendors. "Our channels overlap almost 100%," he said. "In many cases, it may have involved working with different individuals—for example, at **Ricoh** we have great relationships on the office equipment side, while Barr has historically worked with the production printing team—but there is a great synergy. And while the majority of Barr's business to date has come in the production printing arena, we see immediate opportunity for expanding the office printing business, as complementary to AutoStore.

Morper estimated that Barr has "hundreds" of EOM customers, primarily in North America. NSi has always had a strong European channel to complement its North American sales. "Our intention is to take the EOM technology overseas as quickly as possible," said Morper

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SOME EARLY ADOPTERS OF NSI MOBILE

Last fall, **NSi** announced an ambitious mobile app designed to do much more than document capture. In fact, VP of Marketing Mike Morper projected document imaging to be NSi Mobile's last adopted use case and predicted the product would bring NSi into some new markets [*see DIR 9/28/12*]. Initially, at least, Morper's prediction is proving true.

NSi Mobile was launched in November. "We are closing in on 1,000 downloaded clients," Morper told *DIR* a few weeks ago. "We've already closed our first two deals and neither one has anything to do with MFPs. They both are exclusively about the need to capture information with a mobile client.

"One is in a point of sale application for inventory management. It's with a food company that wants to capture pictures of how its inventory is being displayed on shelves. So, the application has nothing to do with traditional document capture."

Morper noted that halfway through its fiscal 2013 (its fiscal years end June 30), NSi was enjoying another strong year, projecting north of 30% growth compared to the first half of its fiscal 2012.

Morper concluded that the acquisition practically doubles NSi's product stack. "We have certainly broadened our portfolio," he said. "We had formerly been focused on desktop and mobile capture. We've now added capabilities in several areas including enterprise print, cost management, and access control; MFP and printer fleet monitoring, data stream capture, and output reporting. We will soon be offering some more mobile printing capabilities as well."

For more information:
http://www.documentimagingreport.com/index.php?id=2379;
http://www.nsiautostore.com/;
http://www.barrsystems.com/Barr_EOM_%28Workflow%29.asp

Perceptive Goes After Next Level of EMR

Acquisition brings DICOM image management into ECM fold

Imaging has always had a couple meanings when discussing content management in healthcare. In our world, traditionally built around document management, users deal with images of bills, patient records, lab results, prescriptions, etc. In the diagnostic world, imaging means x-rays, CT scans, MRIs and ultrasounds. Historically, these two types of images have lived in two different systems.

Lexmark is hoping to change that. The $4 billion printer manufacturer recently acquired clinical medical imaging specialist **Acuo Technologies** for $45 million. Acuo specializes in technology known as vendor neutral archiving (VNA), which basically involves creating a single integration point for all clinical imaging assets. Acuo will become part of Lexmark's **Perceptive Software** business, which has an existing practice focused primarily on the business side of medical imaging and document management.

"We believe we are the first vendor in the market that is going to offer one common way to manage transactional ECM and DICOM-related clinical images in a common system," said Brian Anderson, CTO of Perceptive. "We now own technology in both areas, which will enable us to offer a unique value proposition."

Anderson provided some background into the challenges healthcare organizations are currently facing regarding information management. He then explained how Perceptive's wide swath of imaging and ECM technology, which Lexmark has rolled up over the past two years through several hundred million dollars worth of acquisitions, can help organizations meet those challenges.

Challenges in healthcare

Anderson said healthcare providers in today's market face challenges in three major areas:

■ **content:** "The content that healthcare organizations are expected to manage is growing at an exponential rate," he said. "This is underscored by the fact that the amount of resources they have to manage this content is growing on a very different curve—it's more of a linear progression, if not a decline. We've heard from customers that the best way to address this problem is through technology adoption. Healthcare providers want to find ways to store content efficiently without compromising their ability to bring information to the right people to help them make decisions."

■ **processes:** "Users need to get their hands around what are today manual steps and unmanaged processes," said Anderson. "One problem is that healthcare organizations often don't have access to technology to address these issues. Some look to mainstream applications, but they typically aren't flexible enough and can't react quickly enough to changes to be efficient. There is a science around solving process issues—it's about finding the right approaches and executing them."

■ **applications:** "Historically, healthcare organizations have relied primarily on proprietary, inflexible applications. These applications have solved problems, but users end up managing multiple silos to get a full view of the business and clinical sides of their operations. This creates a lot of inadequacies in the use of content and management of processes. We're talking about a combination of departmental workflows, back office applications, and ECM systems."

Anderson explained how Perceptive is attempting to create a "new reality" in healthcare to address these problems. "We are taking what is moderately mature technology involving content and process management and positioning it specifically to address healthcare needs," he said.

Markets on collision course

For years, Perceptive has had its flagship ImageNow document and image management technology. Over the past two years, Lexmark has fleshed out this offering by acquiring technology in areas like BPM, enterprise search, process modeling, and advanced capture. Anderson explained how these can all be brought to bear in the healthcare market to basically deliver "content in context," which is a goal of Perceptive's across industries [*see DIR 7/8/11*].

"Our goal is to enable management of any type of

medical record and to be able to bring those records to users in the context that is important to them," said Anderson. "It doesn't matter if it's a business or clinical record. We want to provide users with the full wealth of information that is available and to deliver the full picture."

Anderson noted that before the acquisition of Acuo, Perceptive had slowly been expanding from its roots managing business documents. "We had been moving more into the clinical side of healthcare, looking at items like digital photos, correspondence, and paper lab results," he said. "Now, with the acquisition, we've expanded into managing items like images related to radiology, output from medical devices, pathology and ophthalmology images, and GI lab and cardiology images."

Shannon Werb, COO and chief strategy officer for Acuo (which is based in Bloomington, MN) said that his company was also evolving—expanding from clinical into business records. "We started out with the goal of creating a universal clinical platform to handle images and information from multiple avenues—including a combination of on-site and cloud-based systems," said Werb. "The original idea for VNA started around leveraging the DICOM standard for sharing medical images.

"Then, we started to incorporate some HL7 standard information to drive more automated clinical policies around how data is managed and distributed. Finally, we started to leverage some standards for storing non-DICOM information. Our goal was to create what we call a high-definition medical record, where we bring together all patient information in context for viewing.

"We were primarily focused on expanding into areas like wound care, managing ENT (ear, nose, and throat) videos, and some other areas— eventually expanding into EMR."

Realizing the vision

Although they share some joint customers, Perceptive and Acuo have never partnered in the past. "We both have been inching toward each other's worlds," said Anderson, "but we don't have any joint customers who are pulling all their content together in a single interface." Anderson would not estimate when Perceptive and Acuo would have an integrated product on the market.

"We feel we have the vision, and it's been validated by the market," said Anderson. "There are problems when it comes to what EMR and other healthcare-related systems do today. They are basically departmental applications that do what

they need to do, but they don't deliver all their content in context, in a way to really drive efficiencies from both a clinical and business standpoint."

Anderson concluded that there are three main benefits to an integrated system driven by Perceptive' and Acuo's technologies. "We feel we can help healthcare organizations strengthen their financial performance, increase operational efficiencies, and improve their patient outcomes," he said.

Commentary

As we mentioned, under the Perceptive umbrella, Lexmark has been aggressively putting together a broad portfolio of content management technology. We really like the Acuo acquisition because the explanation behind it offers the first glimpse of how $1+1+1+1+1+1$ can make 10 in Perceptive's case.

There is clearly a need to improve management of patient records in the healthcare market. I base this opinion on the fact that the federal government's goal for universal, shareable, standardized healthcare records isn't even close to being met, despite billions of dollars having already been invested in EMR. There is clearly a long way to go in the management of healthcare records, and we think Perceptive has assembled a pretty extensive set of technologies to help healthcare providers get there.

Does Perceptive have some ambitious goals? Certainly, but then again so does the federal government when it comes to EMR. It will be interesting to see when and if these goals can be met in the market.

For more information: http://www.acuotech.com/; http://newsroom.lexmark.com/2013-01-02-Lexmark-acquires-Acuo-Technologies; http://www.perceptivesoftware.com/

Canon Appliance Enables Wireless Scanning

There has certainly been a lot of talk about mobile capture apps in our industry over the past few years. Most of it has surrounded capturing images of documents with smart phones. But, even with continued improvements in image processing and ease of use, there are limits to the quality and quantity of documents that can be captured utilizing a handheld camera.

On the other hand, for several years, there have

been multiple mobile document scanners available, which do a great job capturing high-quality document images and can be used very conveniently for multi-page documents and smaller document batches. The drawback to mobile scanners has been that they are not quite as mobile as smartphones (as they don't quite fit in a user's pocket) and they have typically needed to be attached to a PC or laptop to get any sort of image preview—an important requirement in mobile scanning environments when users don't know if they will ever have access to the documents being captured again.

So, historically we've had a dichotomy in the market with mobile scanners not being mobile enough and smartphones not being "scanner" enough. **Canon's** new WU10 Wireless Adapter and its accompanying technology may provide a means for bridging this split. The WU10 has the ability to wirelessly connect mobile scanners to smartphones, as well as production document imaging applications.

How it works

So, what exactly is the WU10? It's an appliance that attaches to Canon's imageFORMULA Scan-tini line of mobile scanners through a USB cable. The WU10 contains a battery that powers the scanner. It also has a wireless radio that can connect the scanner directly to a laptop or mobile computer (like a smartphone or tablet).

When working with a laptop, a user can download a wireless scanning utility that will enable a wireless connection between the Scan-tini (with the WU10) and any of the scanner drivers loaded on the laptop. "In that situation, the scanner will capture documents just like you have a USB connection," said Mike Oliva, manager, product marketing, BISG Image Capture Solutions division at Canon.

When working with a mobile computer, a user needs to download Canon's CaptureOnTouch Mobile APP, which is currently available for iOS and Android environments. It enables users to capture documents wirelessly from the Scan-tini (with the WU10) directly onto their smartphone or tablet as either PDF or JPEG images.

The WU10 lists for $169 and includes a rechargeable battery (the same type used in Canon cameras) that is good for approximately 400 scans per charge. The Scan-tinis typically sell for $200-$300. So, for about $400 users can purchase a fairly high-volume, high-quality, truly wireless mobile scanning solution.

The WU10 has been available in Europe for a few months and was announced to the North American market at the **CES** show held earlier this month in Las Vegas. "This is a new concept—the idea of wirelessly enabling users to scan documents into their Android and iOS environments," said Oliva. "We really see the WU10 as a horizontal play. It hasn't been available in the market long enough where we've seen any vertical market trends start to develop around it."

For more information:
http://www.documentimagingreport.com/index.php?id=2374;
http://bit.ly/CanonWU10

Commentary

It's our opinion that this is the next step in the evolution of creating truly mobile document scanning applications for more than ad hoc capture of a document or two with a smartphone camera. First, we had wired connections from mobile scanners to smartphones [*see DIR 4/22/11*]. Then, Visioneer introduced its Mobility Air, which has a wireless connection, but through an Eye-Fi card that only produces JPEG images [*see DIR 10/21/11*]. The nice thing about the WU10 used with the Scan-tinis is that it enables capture of PDF images, which are typically more document management ready then JPEGs.

We also like the fact that, at least with the laptop connection, you can capture right to a TWAIN or ISIS driver for connection to production document management applications. No, we're not saying that we'd like TWAIN and ISIS drivers on phones (although I think I've said it before), but it would be cool if ISVs could connect their mobile apps with Canon's CaptureOnTouch Mobile APP, or maybe OEM the Canon app, so users could scan documents wirelessly directly to mobile document capture and management apps.

Of course, taking this to the next level, a third-party vendor like **EMC** Captiva's Pixel Translations could come up with a vendor neutral version of the WU10 and related software that would enable multiple vendors' scanners to wirelessly feed a mobile app that could be licensed to ISVs as an SDK. And if Pixel could figure out a way to embed the hardware into the scanners….anyhow, the possibilities for further mobilizing document capture are endless, but we are at least headed in the right direction.

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To keep up to date between newsletters, check out our blog at http://documentimagingreport.blogspot.com/; Recently, we posted on former AIIM Chair Bob Zagami's latest activities. Also, please follow us on Twitter @DIREditor.

Imaging Vet Leads Latin American Channel Sales

In the ECM market, we often talk about SharePoint as a platform which provides some basic tools. How many times have I heard people say, "It's a great tool for collaboration, but if you want to do any serious document management, you need to add some third-party software?" And in most serious document management applications, that proves to be the case.

But, is SharePoint really the be all and end all when it comes to collaboration? For those who really have heavy duty collaboration needs, the answer seems to be no. To this point, *DIR* recently caught up with an ISV, **Mindjet**, which specializes in collaboration and can deploy its software on top of SharePoint. Mindjet, which is based in San Francisco, recently hired long-time document imaging industry sales executive Jack Jackson to lead a new Latin American reseller program.

"For document imaging resellers, a product line Mindjet can be very complementary," Jackson told *DIR*. "First of all, with any ECM implementation, there is planning and project management that resellers have to go through with the end user. Mindjet can be a great tool for that. Using our software in this way also gives an end user a chance to see its power and get an idea of how Mindjet can be used effectively in multiple areas of their business, including accounting, product management, and IT.

"In addition, for resellers starting to do more work with SharePoint, Mindjet is a great additional tool to have in their bag. It can run on a SharePoint server and be fully integrated—including offering bi-directional syncing of tasks. The **Supreme Court of Mexico** is an example of an organization that knows they aren't getting all they can out of SharePoint. As a result, they have contacted us about utilizing Mindjet to improve their collaboration capabilities."

Moving upstream

Mindjet has had a product on the market for several years and advertises more than two million paid users. It counts 83% of the Fortune 100 as customers, including big names like **BMW, Bayer, DOW, Charles Schwab, HSBC, Nokia**, and **Volvo**. "We are an established company with a product that uniquely combines the creation of ideas with managing the actions needed to implement those ideas," said Parker Trewin, senior director of global communications and content at Mindjet.

"One of the challenges that businesses face when trying to plan is that they are investing a lot of resources in capturing information from sticky notes and white boards. Employees have to transfer all that information into a word processing file or snap a photo and share it. During these processes, information gets lost.

After that, they need to create a plan, and planning processes are often static and loosely implemented. There often aren't good processes in place for assigning tasks and following up. You end up using a lot of e-mails and shared drives. Some people might be using SharePoint, but then how do you find the right information?

"Our software is designed to help users get through brainstorming, organizing, planning, and doing. We accomplish this through the combination of an intuitive visual framework that can be accessed through a desktop, Web, or mobile client. We also include a document management and file sharing system, which is table stakes to play in this market. Finally, we provide great social task management."

Mindjet packages all this in a hosted SaaS environment that starts at $15 a month for an individual user and $30 for more advanced "business" user features.

Latin American opportunity

Mindjet launched its new Propel Program for resellers to help it move its market upstream. "Mindjet has a huge end-user base," said Jackson. "Some of the biggest companies in the world love us. But a lot of those implementations are small and came through retail-type sales efforts.

"When I got here (in Nov.), Mindjet's reseller program had no rebates, no deal registration, and no portal. Since then we've wiped it clean, started over, and introduced all those things. When I started, we had nine resellers in Latin America. My goal is to increase that to several hundred."

Like many vendors in the document imaging market, Mindjet sells through a two-tier distribution model. Its main distributor worldwide is **Lifeboat**, a $200 million software distribution specialist. Mindjet also recently signed on **CompuCenter De Mexico**, a long-time document imaging VAD, which will distribute its software in Mexico.

"CompuCenter works with about 200 resellers," said Jackson, who previously helped build and grow Latin American channels for **Visioneer** and **Kofax. "**Their interest in Mindjet is going like gangbusters. We have about 50 resellers signed up for training via a Webinar and I will be going down to Mexico City next week for a big kick-off. Total, we hope to

have 70-100 CompuCenter resellers trained and onboarded into Propel.

"Just like with North American resellers, as document imaging hardware becomes more of a commodity, Latin American resellers are looking for new products to bring to their customer base."

Said Jorge Aquirre, GM and director of sales at CompuCenter De Mexico,"Mindjet's promotional incentives provide a huge opportunity for resellers to leverage an already great brand with a globally-demanded product. Mindjet stepped up their channel commitment with attractive programs and incentives designed to increase reseller revenues."

Mindjet will follow-up its Mexican kick-off with an event in Sao Paulo, Brazil, at the end of February. "Mexico and Brazil are probably the largest markets, but countries like Columbia, Chile, Argentina, and even Peru offer opportunities," said Jackson. "President Obama, for example, just signed a trade agreement with Peru, which should help drive business there.

"I think Latin America is growing faster than any other information technology market in the world. **Microsoft** reported over 50% growth in SharePoint sales there last year. **Cisco** reported over 50% growth in channel sales, and **SAP** saw similar growth. Our channel program is set up exactly like Microsoft's and Cisco's."

Jackson said that Mindjet's SaaS model will be a great fit for SMBs, which make up the great majority of the Latin American market. "There are not a lot of huge multi-national corporations in Latin America," he said. "There's a lot of opportunity for 15-30 user systems. Our SaaS model enables these types of organizations to get our software up and running quickly without having to invest in an enterprise rollout.

"One trend we're seeing in Latin America is a number of smaller businesses opening at lightning speed. A lot of these are technology organizations that are based around skilled laborers—programmers that can be hired as inexpensive labor. We're seeing a lot of this in countries like Columbia, which is trying to compete with India and China in the outsourcing market."

Jackson added that offering a mobile interface is also a big benefit in Latin America. "The majority of the population does not have land lines," he said. "And 4G is coming to Latin American in a big way. This is only going to drive further adoption of cloud-based services like ours, especially by the SMB."

For more information:
http://www.mindjet.com/press/releases/2013-01-15_LAR_channel

BRIEFLY, FROM PAGE 1

loaded with standard scanner drivers. Panasonic scanners are now compatible with this agent, as are scanners from several other vendors.

Perceptive recently announced that **DDC Freight Process Outsourcing**, an offshore BPO, has selected Perceptive Intelligent Capture (formerly Brainware Distiller) to automate capture from bills of lading. The implementation will assist DDC FPO with the more than 30 million BOL pages it processes annually.

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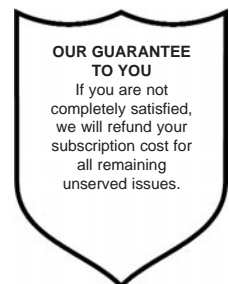**1 year (24 issues)**
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