Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

January 23, 2009

OPEN TEXT UPGRADES VIEWER

Open Text has introduced a new version of its document viewer that includes support for a number of new file formats. Open Text offers both thick and thin-client versions. Open Text advertises the ability to handle "native file viewing, 3D CAD model viewing, direct scanning and cleanup of paper documents, and document markup and revision."

Open Text picked up its viewing technology last July through the $12 million acquisition of Kitchner, ON-base Spicer Corporation. This is the first refresh following the acquisition.

http://www.opentext.com/2/global/open_text_content_viewer_solutions.htm

Hyland reports strong growth

Despite the current worldwide economic downturn, **Hyland Software** seems to have enjoyed another strong year in 2008. In a recent story appearing in the company's hometown newspaper, the Cleveland *Plain Dealer*, CFO Chris Hyland was quoted as saying that the imaging-centric ECM ISV has enjoyed double-digit revenue growth for the past few years. For 2008, he said the company's revenues probably grew again by double digits, "in the teens, probably, at minimum."

Hyland's quote appeared in a story about the company's recent acquisition of an office building located just down the street from its headquarters in Westlake, OH. The acquisition, which cost $7.5 million and includes 3.25 acres of land, was done to accommodate growing headcount. According to the story, in 2008, the company's work force grew by nearly 30 percent, reaching 851 employees. Hyland has budgeted to hire 145 more people this year.

Historically, Hyland's growth has been

Kodak Announces Plans To Acquire BBH Scanners

Long-time partners/rivals hope to tie the knot before AIIM show

For the second time this decade, **Kodak** has made plans to acquire **Bell + Howell's** document scanner business (BBH Scanners). Last week, Kodak announced it had reached an agreement to buy the Wheeling, IL-based document scanner manufacturer from Böwe Bell + Howell—the North American subsidiary of German mailroom technology vendor **Böwe Group**. The deal is expected to close before the end of the quarter. Until then, the businesses will continue to operate as separate, competitive entities.

"We are a strong player in the document imaging market, and we intend to maintain and grow that position," said Dolores Kruchten, general manager, Business Solutions and Services and VP, Eastman Kodak Company. "We will do this through investing both in our own technology and through acquisitions. [BBH Scanners] will be a nice addition to our product portfolio and our team. The acquisition is very complementary, and it demonstrates our strength."

Dolores Kruchten, GM, Business Solutions and Services and VP, Eastman Kodak Company

Kodak originally attempted to purchase BBH Scanners in late 2000, when it made a deal for Bell + Howell's entire imaging business [*see DIR 11/17/00*]. However, an inquiry by the U.S. Justice Department for more information concerning the scanner portion of the deal prompted a revision of terms. As a result, the entity that became BBH Scanners was dropped from the acquisition, and Kodak ended up acquiring Bell + Howell's imaging product services and micrographics businesses [*see DIR 2/16/01*].

"[The current deal] is a natural follow through to that 2001 deal," said Russell Hunt, president of Böwe Bell + Howell Scanners. "Since the first deal, Kodak has been one of our biggest partners—as they have provided

service for our North American scanner installations. During that time, the landscape of the scanner market has changed significantly."

Why the first deal was quashed

After plans for the first deal were announced, two competitive scanner vendors reportedly complained to the DoJ that the acquisition would create a monopoly in the production scanner market—where Kodak was the number one player and Bell + Howell, number two. "The production scanning landscape has definitely become more competitive since then," said Tony Barbeau, VP marketing, Kodak Document Imaging, and business director for scanner products. "For example, vendors like **Canon** and **Fujitsu** are much stronger in the production segments than they were in 2001."

Russell Hunt, president, BBH Scanners

Hunt pointed to a shift in the way people deploy scanning as having made the monopoly argument moot. "The increasing adoption of distributed scanning makes all classes of scanners more competitive with each other," he said. "Ten years ago, a user either bought a ScanJet [a workgroup model] or an ImageTrac [a high-volume production model] based on their volume of paper. Today, a user with a high-volume of documents could still choose the ImageTrac, or, depending on their business model, five workgroup devices installed at different locations might be a better fit.

"A number of factors have contributed to the rise of distributed scanning, including the movement downstream of many features that were once exclusive to high-volume scanners."

Although both sides were optimistic that the DoJ wouldn't stand in the way of the current deal, nobody was taking anything for granted. "We are still competing with Kodak on deals and will continue to do so until the acquisition closes," stressed Hunt.

Kodak's takeaway

So, when the deal does close, what will Kodak get? Well, according to a Böwe Group press release, BBH Scanners' estimated 2008 revenue was a profitable $32 million. "2008 was a good year for us—especially in light of the economic conditions," said Hunt. "After a slower third-quarter, we came back with a strong fourth quarter. What we mainly saw, was that instead of being cancelled, some of our larger deals were delayed."

The financial terms of the acquisition were not announced. According to Kodak reps, the price will be included along with some other expenses in an upcoming SEC filing.

In 2001, $15 million was removed from the acquisition price when the scanner business was dropped—although, at the

time, Bell + Howell representatives insisted that amount had no relation to the valuation of the business. Our estimates were that BBH Scanners was doing around $20 million in annual revenue. Hunt would not confirm that figure, but he did acknowledge that the business has grown since then.

The growth was spurred by a large distributed scanning deal BBH Scanners won with **FedEx** in the summer of 2001 [*see DIR 9/7/01*]. Related to the deal, in mid-2005, we reported that BBH Scanners has sold more than 2,000 units to FedEx [*see DIR 6/17/05*]. "We've done quite a bit of upgrading recently with FedEx, as well as a couple of expansion projects," said Hunt. "FedEx is probably our largest customer, and we continue to maintain a healthy relationship."

Hunt noted that many of BBH Scanners' other large customers are in the healthcare and financial services markets. "Unfortunately, most of them don't give us permission to use their names," he said.

Hunt indicated that Kodak plans to offer jobs to BBH Scanners' entire sales staff, as well as the design and engineering team. Plans also call for the continued operation of the Wheeling (just outside of Chicago) facility. "The plans call for a large percentage of our employees to be hired by Kodak," Hunt said. "Our salespeople have done a great job establishing and maintaining relationships with our resellers and our customer base. And, one of our biggest strengths has always been our ability to innovate. Being part of a larger organization will give our engineers that much more opportunity to innovate."

"Clearly, we value both the products and people at BBH Scanners," added Kruchten. "We are looking at how to best merge them together with our business."

Overlaps and options

One obvious step will be to have Kodak take over worldwide service for BBH scanners. The current

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TIMELINE:

Following is a look at some key events that led up to Kodak's recent announcement that it has reached an agreement to acquire the scanning business of Böwe Bell + Howell:

1986: Micrographics vendor **Bell + Howell** acquires **Image Peripherals, Inc**., an Acton, MA-based scanner manufacturer that was launched by Belgian imaging pioneer **Correlative Systems International.**

1986: Bell + Howell introduces the Copiscan line of document scanners that are immediately embraced by leading imaging software vendors **IBM** and **FileNet**.

1989-1990: Kodak, another leading micrographics player, introduces its first document scanner.

1990-1992: Bell + Howell introduces the Copiscan II series, which dominates the mid-volume production ($12,000-$30,000) document scanner segment during the mid-1990s.

1997: Bell + Howell announces, but does not deliver the 8000 series— the Copiscan II's successor.

1998: At the AIIM Expo in Anaheim, Kodak introduces its 3500 series mid-volume production model with a very successful "Jam the Scanner" promotion that offers a free camera to anyone who can stop the ADF on the new scanner.

1998-1999: With Kodak and its 3500 rapidly taking away market share, Bell + Howell finally releases its 8000 series, which offers Kofax's VRS grayscale thresholding technology.

1999: Bell + Howell supplements its imaging product service business through the $15 million acquisition of **TAB's** Field Service Group.

2000: Kodak Document Imaging announces plans to acquire Bell + Howell's Imaging business unit for $150 million in cash.

2001: Kodak completes the acquisition of Bell + Howell Imaging's product service and micrographics businesses for $135 million. The scanner business is left out due to an inquiry by the U.S. Justice Department asking for additional information.

2001: Bell + Howell announces it has been selected by **FedEx** as the scanner vendor for, what was believed to be at the time, the largest distributed scanning implementation in the world. The original deal called for the installation of scanners at approximately 1,000 pick-up and delivery stations worldwide.

2001: Bell + Howell's scanner division, along with its mail processing equipment business and a financing organization, are sold to a group of investors led by the private equity firm **Glencoe Capital**. The Glencoe-owned organization retains the Bell + Howell name, while what remains of the old Bell + Howell, primarily a digital learning service, is operating as **ProQuest**.

2003: German mail equipment specialist **Böwe Systec** purchases a 50% share in Bell + Howell and renames the company Böwe Bell + Howell.

2003: Russell Hunt is named general manager of BBH Scanners.

2004: Böwe Systec announces it will purchase the remaining 50% of Bell + Howell in 10% annual increments from 2005 through 2009.

2006: BBH Scanners extends for five years Kodak's contact as its exclusive service provider in North America.

2007: BBH Scanners introduces Infinity wide-format line.

2008: BBH Scanners signs co-development agreement with **Visioneer**.

2009: Kodak announces plans to acquire $32 million BBH Scanners business from the Böwe Group.

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contract between the two organizations covers only North America. According to Hunt, BBH Scanners' international service is performed by several different entities. "About a third of our current business is international," he said. "Primarily, it's in Europe."

Initially, at least, Kodak didn't give any indications that it planned to discontinue any BBH products, even though there is quite a bit of overlap. "We intend to keep the BBH product portfolio, but over time, probably in a year or so, it will get re-branded as Kodak," said Kruchten.

The most direct overlap is between the BBH Spectrum XF and Kodak i600 series. Both sets of products are highly regarded and fall into **InfoTrends'** and **Moyse Technology Consulting's** mid-volume production segment—with some spillover to the high-volume segment.

BBH introduced its initial Spectrum models in 2003, and Kodak came out with the i600 series in 2004. BBH upgraded the cameras in the Spectrum in 2005. Since then, both lines have been given minor refreshes, while Fujitsu and Canon have come to market with their own lower-priced mid-volume alternatives. These formerly lower-volume focused vendors have made some serious inroads into the mid-volume segment that has historically been dominated by Kodak and Bell + Howell. Perhaps a brand new model that combines the best of Kodak and Bell + Howell will help stem the tide of competition.

On the lower-end of the market, including the low-volume production and distributed (workgroup/departmental) segments, BBH Scanners has an OEM agreement with **Matsushita**, which manufactures its Sidekick and Truper models. Kodak, which has had various OEM agreements for its distributed products in the past, now manufactures most of its own scanners.

"We realize that customers look for a variety of scanners to meet different needs," said Barbeau. "The addition of the BBH Scanner line will give Kodak customers more options. For example, one of the Truper models is a low-volume production model with a flatbed, which is attractive to us."

Technology partner dilemmas

One element that BBH Scanners includes with its scanners that Kodak does not, or offers only for additional cost, is **Kofax's** VRS image processing technology. Along with Fujitsu, BBH was one of the original proponents of VRS. Kodak has its own PerfectPage image processing technology, which is competitive with VRS [in fact, both applications

were originally created through cross-licensed technology], but many users prefer, and/or have standardized on VRS. VRS, in fact, was a big factor in FedEx's originally going with Bell + Howell over Kodak.

Kofax and Kodak seem to be increasingly at odds these days following Kodak's release of a new batch capture software product targeting the space where Kofax has traditionally been king [see _DIR_ 3/7/08]. Kofax followed-up with a new release designed to compete directly with the new Kodak offering [see _DIR_ 10/17/08]. It will be interesting to see how well BBH Scanners' relationship with Kofax carries on following the acquisition.

IS SCANNING A MAILROOM TECHNOLOGY?

Apparently document scanning doesn't fit into the **Böwe Group's** vision of the digital mailroom. If it did, the $600 million self-described mailroom solutions specialist might not be selling BBH Scanners to Kodak. According to BBH Scanners president Russell Hunt, even though Bell + Howell's scanning and mail processing businesses shared the same facility in Wheeling, IL, the scanner business has always operated as a "standalone" unit.

According to a Böwe Group press release, proceeds from the sale of BBH Scanners will be "used to reduce outstanding debt in the U.S."

What's interesting, and somewhat disappointing, to us is that Böwe never seems to have fully explored the potential of being able to offer solutions for both incoming and outgoing mail. Our 11/28/08 edition talks about a couple of vendors executing on just this type of strategy. **Pitney Bowes** is a leading mailroom outsourcer, which includes scanning in its menu of services. And **Earth Class Mail**, well, it clearly has plans to compete with **Böwe Bell + Howell** in the mail sorting arena, and it also has a huge need for scanning. **Xerox** is another company that seems to be having some success offering solutions for both incoming and outgoing mail, as evidenced in this issue's story about its partnership with **IBM** [see page 5].

Böwe's sale of its scanner business reminds us somewhat of **Ocè's** sale last year of its document capture software tools business. We ended up having a conversation with Ocè later in the year about the document capture services it was offering. In Ocè's case, it seemed like it was just simpler to license capture technology than to develop it itself, and maybe it will be simpler for Böwe to just buy scanners manufactured by someone else if it needs them in mailroom solutions. However, buying someone else's products often leads to buying that company outright. Wouldn't it be ironic if Ocè and Böwe ended up buying document imaging companies at some point down the road? Stranger things have certainly happened.

In late 2007, BBH Scanners also signed a co-development and marketing agreement with scanner vendor **Visioneer**. Initially, the deal was designed to enable BBH Scanners to leverage Visioneer's OneTouch button-scanning technology while also making BBH scanners available under Visioneer's **Xerox** DocuMate brand name [*see DIR 12/7/07*].

According to Visioneer Chairman and CEO Larry Smart, "BBH has assured us that the announcement does not affect our current relationship."

Exploring WF opportunities

BBH Scanners also brings a wide-format scanner line to the mix. The Infinity WF series was originally announced at AIIM 2007 [*see DIR 6/15/07*] and is manufactured in Germany by BBH OEM partner **Image Access**. In the summer of 2007, BBH Scanners began shipping the 36' version of the Infinity, while the 42' and 48' models started shipping last summer.

"We are really just getting started with the wide-format line," said Hunt. "We recently signed up our first few resellers through a new program targeted specifically at the wide-format market, and we have some nice ideas going forward."

We asked the Kodak executives if they saw any synergies between the Infinity WF line and the graphics printing business which falls, along with Document Imaging, under Kodak Graphics Communications. "We believe there are some opportunities," said Kruchten. "But, we're just starting to look at it. Part of what I'm now doing is running a service and solutions group that is broader than just product service. In that area, we are developing print workflow solutions that could potentially leverage scanning components."

"A prudent investment"

Kruchten concluded by saying that despite the difficult worldwide economic conditions, Kodak feels compelled to continue to invest in its document imaging business. "People have been asking why, in this time of economic slowdown, would we put out valuable cash?" she said. "Document Imaging is riding the same bumpy road with everyone else. But, in general, it's a nice market to be a participant in, and we have a good leadership position. We are committed to maintaining that leadership by making prudent investments like this one."

For more information:
http://graphics.kodak.com/docimaging/us/en/index.htm;
http://www.bbhscanners.com/; http://www.boewe_group.com/;
http://www.bowebellhowell.com/;
http://www.documentimagereport.com/Kodak-BBH_Scanners.1681.0.html

IBM Tabs Xerox As Global Scanning Partner

Information technology titans **IBM** and **Xerox** have forged a relationship through which IBM Managed Business Process Services (MBPS) will utilize Xerox Global Services (XGS) as the preferred provider for its document scanning requirements. An arm of IBM Global Services, MBPS specializes in areas like accounts receivables and payables and human resources, which are often very document intensive.

"IBM MBPS will go in, install new software, and basically take over operations for its customers in these areas," said Russ Buchanan, VP, worldwide alliances, Xerox Corporation. "Xerox has already done a number of deals worldwide with MBPS. Many have involved XGS going into large banks or government entities and running printing operations alongside IBM—which acts as the primary contractor.

"For the past two years, we've also been doing scanning work for MBPS. During that time, we have established our credentials and best-in-class capabilities. It was natural for us to take the next step in our relationship."

According to Buchanan, IBM was impressed by the combination of Xerox's imaging expertise and its global footprint. "IBM could have chosen to do the scanning themselves, or they could have chosen to use multiple providers," he said. "Ultimately, they decided it's better to use Xerox as a partner on a global basis.

"This enables us to build processes tightly integrated with their systems, which should give customers a better experience and better value. IBM also liked some of the innovations we are offering, such as our own compression technology that enables us to reduce the size of images that are often being sent around the world for processing.

"Finally, IBM liked the fact that we now have service centers in almost every continent. Our sheer number of imaging centers gives us the most global capabilities of any company in this market."

MBPS can engage Xerox in a number of different ways. "With many of their large accounts, they will bring us in as a subject matter expert to advise customers on document imaging," said Buchanan. "For scanning, we can utilize our sites, or do it right at the customer site. If the customer is large enough, we'll even set up a dedicated facility for them.

"If the scanning is being done at one of our facilities, such as our large Hot Springs, AR operation, we'll typically set it up so the customers' clients are sending paperwork directly to us. We'll handle all the paper processing from there. IBM handles most of the data entry requirements."

Buchanan concluded by telling us that 2008 was Xerox's best year for acquiring new image outsourcing business. "We were particularly strong in the U.S. market, with wins across multiple industry sectors," he said. "We had one particularly large deal involving a consumer packaged goods company. We're pretty bullish on opportunities in the digital marketplace and continue to make big investments in that area.

"This includes both outsourced scanning services at large centralized facilities like Hot Springs, as well as distributed capture opportunities that utilize our MFPs as the starting point for digital workflows. Particularly, in a down economy, businesses want to save time and money by digitizing documents and reducing the number of people involved with processing paper transactions. Imaging is certainly a huge enabler for businesses that want to move their paper processing to offshore facilities to help reduce costs."

For more information:
http://www.consulting.xerox.com/;
http://www-935.ibm.com/services/us/index.wss/itservice/igs/a1026220

Pegasus Acquires Bar Code Technology Specialist

Pegasus Imaging recently announced the acquisition of Leeds U.K.-based bar code capture ISV **Tasman Software**. Tasman provides Pegasus with Java and Java ME mobile barcode technology. Tasman's customer list included **Apple**, **Adobe**, and **Lexmark**, as well as **Atalasoft—**a competitor of Pegasus in the imaging SDK market. As part of the deal, however, Pegasus has terminated the contracts with these customers.

"Contracts were being written with various warranty and indemnity provisions that just were not supportable under the licensing structure as it was sold," said Jack Berlin, president and CEO of Pegasus. "When you are really small [like Tasman], the potential customer has all sorts of contract language that they want, and you sign

Jack Berlin, CEO, Pegasus Imaging

because you have nothing to lose and everything to gain. Things are very different now that Pegasus actually has the ways and means to back up what we sign and license.

"When you buy something without any real warranty, sometimes you win, sometimes you don't. The Tasman customers seem to have lucked out, as they got really good technology for very little money, and never faced a claim that would have put them in jeopardy. We are seeing patent lawsuits over JPEG 2000 and forms processing right now, so sometimes things don't go as planned and it helps to have a technology supplier you can count on."

Berlin acknowledged that Tasman's strategy of selling bar code technology at a low price factored into Pegasus' decision to buy it. "Beyond [eliminating] the price competition, we get [technology to capture] some additional bar code types, technology which will help us improve the overall accuracy in our bar code kits, and Java and mobile platform support, which we had been asked to do for customers on many occasions."

For more information:
http://www.pegasusimaging.com/barcode.htm;
http://www.documentimagingreport.com/Pegasus_Acquisition.1680.0.html

Snowbound Releases Zero Footprint Viewer

Snowbound Software has become the latest vendor to release AJAX-based document viewing technology. The Watertown, MA-based imaging tools and viewing software specialist recently announced an AJAX version of its *VirtualViewer* software. *VirtualViewer AJAX* advertises zero footprint viewing in both Java and .NET environments.

"We expect our AJAX technology to complement our applet-based viewer," said Chris Moynihan, a product manager for Snowbound. "It's a good fit where downloading an applet is not a viable solution. It's especially targeted at organizations with outside users. With zero-footprint technology, these users will be able to view documents without having to worry about installing a Java applet; and the organization can be sure they will be able to access the documents."

Snowbound boasts that it has the only Java-based zero footprint viewer that works with multiple document types. "Users can view PDFs, Word files, and TIFFs with the same viewer," said Moynihan.

AJAX technology on the rises
According to Moynihan, the main difference

between the zero footprint and applet-based viewing has to do with the available functionality. "This is our first version of the AJAX viewer, so it doesn't include all the features available in our applet-based technology," he said. "But, it's just a matter of time before our developers catch up."

The initial version of the AJAX viewer includes, panning, zooming, annotation, and mark-up capabilities. It can also be integrated with ECM, BPM, and records management applications. "With the applet-based viewer, users can perform additional tasks like page manipulation, combining pages from multiple documents, bookmarking, and some image processing. This is all useful, but they're not the first things customers were looking for in a zero-footprint viewer."

Performance solid; demand high

Both types of viewing technologies run in conjunction with the Snowbound's content server, which renders requested images and feeds the viewers. "In both implementations, the viewer only receives the pages of a document requested by the user," said Moynihan. "The difference is that while with the applet technology the page is actually rendered on the applet, with the AJAX viewer, the page is rendered on the server. This adds a little overhead when you do things like change the view of the image by panning or zooming, but nothing significant."

Moynihan said the zero footprint technology is a complete re-write of an HTML-based Web viewer Snowbound previously offered. "An AJAX-based viewer is something we've wanted to do for a long time," he said. "We have had requests from a couple of our bigger customers. In the short time *VirtualViewer AJAX* has been out, we've built up a good sales pipeline around it."

For more information:
http://www.snowbound.com/Virtual_Viewer/viewer_overview.html

Plasmon Assets Acquired

Optical storage and document imaging systems specialist **Alliance Storage Technologies** has purchased the assets of UDO (ultra-density optical) technology developer **Plasmon**. Alliance is headquartered in Colorado Springs, CO, and sells and services a range of storage products, including optical devices and media. Plasmon's U.S. headquarters and manufacturing facilities were based in Broomfield, CO.

According to the Alliance Web site (http://www.alliancestoragetechnologies.com/), "Alliance

will continue to provide support, sales, and maintenance services for all the Plasmon product lines. In addition, our manufacturing facility will continue to produce new products. Alliance's focus is to ensure customer satisfaction, and continued confidence in UDO."

Plasmon, a long-time optical storage specialist, offered both MO (magneto optical) and 12-inch optical storage technology, before staking its business on UDO in the early 2000s. Billed as next-generation optical, UDO was designed to be a viable alternative to magnetic storage, which due to technological developments and falling prices, in recent years has taken away a good deal of the archival storage market that was once dominated by optical discs.

UDO is still popular in some imaging applications, especially as an upgrade from MO, which has the same 5.25-in. form factor. But apparently sales never reached Plasmon's projections, and the company, which was based in Cambridge, U.K., ceased operations last fall after missing its first fiscal quarter 2009 projected revenue by 20%. At the time, there was talk of a management-led buyout funded by a private equity firm, but that deal fell through.

For more information:
http://www.channelregister.co.uk/2009/01/16/plasmons_ignominious_end/

AIIM Offers Strong Keynotes

An interesting line-up of keynote speakers has been put together for AIIM 2009. Tuesday morning (March 31) looks like the strongest day for those interested in what end users have to say. John Stenbit, former CIO of the **U.S. Department of Defense** gets things started at 8 a.m., with a presentation titled "The Information Explosion and How to Deal With It." Stenbit promises to discuss "technological shortcomings and his vision of the advances needed to take the industry to the next level of information utility."

Stenbit will be followed on the dais by a group of CIOs from organizations like **Blue Cross Blue Shield,** the **U.S. Air Force**, and **Wells Fargo**. They will discuss their ECM initiatives as members of a panel moderated by a senior executive from **Oracle**. AIIM President John Mancini will also give his annual "State of the Industry Address" on Tuesday morning.

On Wednesday morning, Andrew Lippman, founding associate director of **MIT Media Lab**, will kick things off with a talk on the evolution of information-based collaboration, learning, and

expression. After that, the keynotes take a decidedly vendor turn—but at least event organizers have booked executives from three of the largest vendors participating in the event. Whitney Tidmarsh, chief marketing officer, content management and archiving at **EMC,** will lead an interactive discussion with IT experts on achieving strong ROIs. She will be followed by a **Microsoft** exec discussing how to succeed in a tough economy. Thursday's keynote will be a **Google** exec talking on collaboration.

More information on the keynotes can be found at http://www.aiimexpo.com/aiimexpo/v42/index.cvn?id=10197

HYLAND, BRIEFS, FROM PAGE 1

primarily organic, although last year it acquired ECM vendor **Liberty IMS** [*see DIR 7/25/08*]. CEO A.J. Hyland has discussed adopting a more acquisitive strategy since a majority of the company was purchased by private equity investor **Thoma Cressey Bravo** in 2007.

http://blog.cleveland.com/business/2009/01/hyland_software_growing_into_n.html

Document Imaging Shorts

Blue Bell, PA-based transaction capture software developer **J&B Software** recently announced it has become the first ISV whose application has been certified to run on **OPEX's** new AS180 low-volume transport, which was featured in our 11/28/08 issue….**Kodak Document Imaging** recently announced that its Smart Touch button-scanning technology has been integrated with **Digitech's** ECM software. Digitech (http://www.digitechsystems.com), a Denver-area based ISV, was one of the pioneers of the SaaS

delivery of ECM. Smart Touch, which is included on Kodak's workgroup, departmental, and low-volume production models, can be used both with Digitech's *ImageSilo* hosted service, or its conventional *PaperVision* application.

Millennium L.P., the notorious holders of several patents related to forms processing technology [*see DIR 1/9/04*], is still actively pursuing settlements from ISVs doing any sort of automated data capture. According to a recent search, in 2008, Millennium filed suits against **EMC**, **Pegasus**, and **Pitney Bowes**. Interestingly, acquiring a company that already settled with Millennium (such as EMC, which acquired Captiva), does not seem to make you immune to Millennium's activity.

Upcoming events...

Document imaging and management ISV **DocuWare** has once again scheduled its annual partner event to run at the same time as the **ITEX** show in Las Vegas. ITEX (http://www.itexshow.com/), which is being held March 17-18 at the Las Vegas Convention Center, targets digital copier dealers. DocuWare (http://www.docuware.com/) uses a channel-centric sales model and has had success in recent years working with dealers. DocuWare's DocuWorld event will be held March 17 at the Las Vegas Hilton.

ITEX was purchased in 2007 by **Questex** [*see DIR 6/15/07*], the same organization that owns the **AIIM On Demand** event. For the 2009 event, ITEX organizers are expecting 3,500 attendees and 240 exhibitors (http://www.itexshow.com/).

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