

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

4003 Wood Street ● Erie, PA 16509 ● PH (814) 866-2247 ● <http://www.documentimagingreport.com>

January 31, 2014

THIS JUST IN!

DIR PARTNERS WITH M&A FIRM XAMCOR

The *Document Imaging Report* has signed on to partner with **Xamcor**, a leading M&A firm focused on the Information Management industry. This includes document imaging, ECM and capture, as well as technology for other types of data. *DIR* Editor Ralph Gammon will be providing content for the Xamcor Web site, including regular columns, executive interviews, and commentary on news releases.

As indicated in the press release announcing the partnership, Gammon believes that the maturing ECM industry is ripe for consolidation. He is looking forward to helping Xamcor accomplish its mission of helping companies looking to be acquired receive maximum value for their entities, and, for those acquiring, finding good fits for their strategic plans.

Xamcor was founded in 2012 by experienced ECM industry professionals Paul Carman and Harvey Spencer, along with Ike Fattal, who has a strong background in finance, deal structuring, and M&A.

Check out the Xamcor Web site at <http://xamcor.com/> and register to receive access to all the content!

TIS, Xerox Brazil Win Large Mobile Capture Deal

Top Image Systems (TIS) announced its technology is part of an impressive deal involving mobile document capture. **Xerox Brazil**, which was recently announced as a TIS channel partner and reseller, worked with the Tel Aviv-based ISV to close a deal that includes deployment of mobile document imaging technology at more than 3,000 sites across Brazil. The technology will be used to process customer contracts—which leads us to believe

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A Look at FCPA's Innovative New 7000 Series

Scanners feature paper handling as well as software improvements

For the first time in 10 years, **Fujitsu** has introduced a model of fi-series scanners that does not come bundled with **Kofax's** VRS image processing technology. The new fi-7000 workgroup and departmental series, which was announced late last year, marks the debut of Fujitsu's internally developed PaperStream IP (PSIP). PSIP is being positioned as easier to use than VRS, which for years has been the gold standard in our industry for image processing.

"We have a large install base of scanner customers, who help us understand what is going on in the market," explained Michael Sidejas, director of marketing at Fujitsu Computer Products of America (FCPA). "We do a lot of surveys, and we've found that less than 10% of our customers have actually been utilizing the advanced image processing we bundle with our devices [VRS]. They weren't saying they didn't want it, only that they didn't want the complexity involved with it."

Armed with lessons learned from marketing its ScanSnap brand SOHO-targeted scanners, Fujitsu developed PSIP. "In the ScanSnap, we deliver image processing without giving the users a choice to install it," said Sidejas. "We realize that in the fi-world, we have to provide more capabilities, but we also know that the vast majority of users don't want to deal with the complexities associated with a lot of configuration. So, with PSIP we are basically providing users with the image processing they are asking for without their really asking for it. As result, we hope to get image processing adoption rates up above 7%."

According to Sidejas, FCPA has historically had to answer a lot of support calls that could have been solved if customers were utilizing image processing. "Our scanners are manufactured with high quality optics, because we want to deliver high-fidelity images," he said. "However, this means that everything shows up on a scan and without image processing you can end up with all sorts of imperfections."

PSIP has some cool features including dynamic thresholding, edge repair (fills in torn and ripped paper), multi-stream output, blur correction, and patch and bar-code recognition. It also has an "assisted scanning" feature that enables users to preview nine different images of a scanned page before selecting the one they want to keep. The profile for the selected image can be saved as part of a profile in PaperStream Capture—Fujitsu's revamped in-the-box capture application.

One of PSIP's advantages over VRS is that it is tightly integrated with PaperStream Capture as well as the fi-series scanners' ISIS and TWAIN drivers. "Historically, image processing has been isolated from our drivers and capture application," said Sidejas. "So, advanced technology incorporated in our scanners like intelligent multi-feed and vertical line detection had to have their own interfaces. PaperStream is designed to take multiple elements and bring them together in a single interface that is palpable to the user."

PaperStream Capture is a batch application that replaces ScandAll PRO, which was previously bundled with the fi-series. "PaperStream Capture is a lot more than the next-generation of ScandAll PRO," stressed Sidejas. "It's designed to provide a friendly user experience from the very beginning. From the time the user enters the training mode, it should take no more than 10 minutes before they are editing advanced profiles and scanning.

"PSIP's functionality is automatically configured based on the profiles being set up in PaperStream Capture. We have made PaperStream into a brand under which the two technologies can work together, but they can also be utilized separately. Because it's embedded in the scanner drivers, PSIP can be utilized with any TWAIN- or ISIS-driven capture application."

Fujitsu's plan is to embed the PaperStream technology with all fi-models going forward. The technology will also be made available to current fi-series scanner users (up to two generations back) who want update their drivers. This spells the end of a bundling agreement between Fujitsu and Kofax for VRS that dates back to 2003 [see *DIR* 10/10/03]. (Fujitsu has also discontinued bundling **Adobe Acrobat** with most of its scanners.) At the time, VRS had established itself as the premier image processing application on the market, primarily due to its grayscale thresholding for producing optimum black-and-white images.

FCPA still recommends VRS for users with forms processing applications. "PaperStream IP offers a small amount of despeckling, for instance, but a lot of the image processing is around the edges of the documents," said Sidejas. "It doesn't do anything that could possibly change data on a page. For more advanced image processing, we still recommend users buy VRS through a reseller."

It's unclear how much the end of the bundling agreement

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DIR is the leading executive report on managing documents for e-business.

Areas we cover include:

1. Document Capture
2. Image Processing
3. Forms Processing/OCR/ICR
4. Enterprise Content Management
5. Records Management
6. Document Output
7. Storage

DIR brings you the inside story behind the deals and decisions that affect your business.

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Editor: Ralph Gammon
4003 Wood Street
Erie, PA 16509
PH (814) 866-2247
FX (412) 291-1352
ralphg@documentimagingreport.com

Managing Editor:

Rick Morgan
PH (814) 866-1146
rickm@scandcr.com

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will affect Kofax. Ideally, Kofax will be able to make up for the loss of guaranteed revenue through independent sales of VRS to end users, at a higher price per install. That said, there are less expensive options on the market, including the technology now being embedded in many forms processing applications. Having to pay several hundred dollars for VRS, when it was formerly included with their scanners, may be the impetus for some users to change course.

Kofax certainly saw the writing on the wall. In fact, after its fiscal 2012, Kofax removed OEM and POS revenue (made up primarily of sales of VRS and Kofax Express) as a line item on its financial reports. Kofax has de-emphasized this area of its business as it has moved more aggressively into areas like advanced capture and smart process applications. Kofax has also been leveraging its VRS technology in applications and tools for the emerging mobile capture market. In fact, mobile is likely the next frontier for Kofax's image processing technology, which was originally introduced as part of its Adrenaline board package back in the 1980s.

Although it's not a growth product, traditional VRS will remain a viable part of the document imaging market for years to come—as many large scanning operations have standardized on it and will be reluctant to move away from its proven capabilities.

Plenty of other new features

We should probably get back to the beginning of the article when we mentioned that PaperStream was being introduced with FCPA's new 7000 workgroup and departmental series of scanners. According Sidejas, the 7000 series will serve as a replacement for the fi-6xx0 series, which was first introduced in 2007 [see *DIR* 11/2/07], and received a refresh in 2012. "The fi-7000 is not a refresh, it represents a new line of scanner," he said. "Although they are similar in size and weight to the [6xx0] series, the 7000 features a complete re-design of the paper handling."

This starts with increasing the capacity of the ADF, which can now handle 80 pages. This will help accommodate the increased speeds of the new scanners. The 7160 and 7260 (flatbed model) are rated at 60 ppm/120 ipm at 300 dpi in color with the 7180 and 7280 rated at 80/160. This is up from the 40/80 and 60/120 rated speeds at 200 dpi in the second generation of the fi-6xx0 series, which also slowed down 25-50% when scanning at 300 dpi.

"We've also recently seen customers with requests for even higher resolution, 400 dpi scanning," noted

Sidejas. "The fi-7000 series can capture 400 dpi images at 16 ppm and 32 ipm."

Fujitsu has improved both the paper input and output on the new fi-7000 series. "We have changed the entire feeding system," said Sidejas. "The bandwidth of paper acceptance tolerance is 200% of

what it was before. It now spans from onion skin to much thicker than card stock. For customers that don't require that type of versatility, I explain that the increased range equates to even greater reliability in the sweet spot of paper thickness."



Fujitsu's new fi-7000 series of scanners features new paper handling and image processing capabilities, as well as an LCD display.

Fujitsu has introduced a pair of new sensors to help prevent misfeeds. "The 7000 series has a sensor that monitors the

pick speed," he said. "Let's say you are feeding four sheets and the first one is smaller and comes across skewed (which can be fixed electronically through image processing). But then the second sheet comes across and acts like a car hitting soft sand—it hits one roller first and starts to veer, and by the fourth page, you will be in a full jam. On the 7000 series, we are able to monitor the pick rollers, so that if on one side the roller is spinning but on the other side it is not, the scanner can make an adjustment.

"This is technology we have worked on for almost six years. We are introducing it in the 7000 series, but it's more advanced than what we have in our top of the line production models. This anti-skew technology will definitely move up into future generations of production scanners."

Fujitsu has also introduced an acoustic sensor. "Basically, it listens for the sound of a crinkle in paper," he said. "If it hears it, the scanner will stop to enable the user to repair the stack. The user can decide to use one, both, or neither of these new sensors."

On the output side, Fujitsu has improved the stacker. "We've increased the inclination to let gravity do more of the work," said Sidejas. "We've also reduced the noise. These are the little things that we invest in that we think help differentiate us from the competition."

Fujitsu has introduced a pivoting LCD panel into the new workgroup models. "We already have

panels on some higher end models,' said Sidejas. "They can be used to display setting controls and error messages. For example, custom profiles that are set up in PaperStream Capture will appear as selections on the display.

"The 7000 series also has a vertical line detection feature, which can detect lines on images that are typically caused by dust collecting on a scanner's glass. Ninety-five percent of our support calls are typically solved over the phone. We're hoping that providing notifications on the panel, like the scanner's glass needs cleaning, will help resolve some issues before a call is even made."

Sidejas noted that the pivoting feature on the display is important in distributed environments where workgroup scanners are often deployed. "In pharmacies, for example, users might be standing, or in certain places there might be fluorescent lighting reflecting off the screen," he said. "It's important to be able to adjust the angle of the display."

With the 7000 series, Fujitsu has also introduced LED lighting for the first time in one of its lower-end models. (LED is used in the 6800 production model, which was introduced in 2010.) "This enables the scanner to go from dead cold to ready-to-scan in under five seconds—probably closer to three seconds," said Sidejas. "Because of Energy Star efficiency requirements, auto-turnoff has to be considered, so a quicker start-up time is increasingly important. We've kept our CCD cameras, which, with the LED lighting is a great combination of technology."

The pricing for the new i7000 series remains the same as for the comparable models in the 6xx0 series, starting at a MSRP of \$1,195 and going up to \$2,495, with a stop in the middle at \$1,995 for the lower-end flatbed and higher-end sheet-fed models. For this price, Fujitsu has certainly introduced quite a few new features. Of course, it has also removed the bundled VRS—which could end up costing a small percentage of users hundreds of dollars extra and could drive some to another vendor. That said, we think the improvements in, and the value proposition of, the fi-7000 series, should enable FCPA to comfortably maintain the dominant position it has held in the workgroup space since the segment was originally defined in the early 'aughts.

For more information: <http://bit.ly/FCPA7000PR>; <http://bit.ly/PSIPPR>; <http://bit.ly/1ir8Sd5>

Dell Reselling Psigen Software & Services

Capture software ISV **Psigen** recently signed a partnership with **Dell's** SharePoint Consulting Arm. Dell offers a nationwide SharePoint consulting service that is now reselling Psigen's capture software as well as its professional services. "We have already worked on a couple projects with Dell," said Stephen Boals, VP of sales for Psigen. "We crossed paths at a couple customers that were looking for capture, where Dell was already being contracted to do SharePoint consulting and configuration.

EDITORIAL

BUNDLING DYNAMICS CHANGING

FCPA's decision to drop its bundling agreement with **Kofax** for VRS got us to thinking about the dynamics of the market. Once upon a time, the scanner market was all about getting as much stuff in the box as possible. FCPA's partnerships with **Adobe**, for Acrobat, and Kofax for VRS, were keys for its developing and maintaining its dominant position in the workgroup scanner segment as it exploded in the early to mid-2000s. Purchasing an FCPA scanner meant the user got some valuable desktop software along with it.

But, in today's market, who wants

desktop software? The push seems to be towards getting as much off the desktop as possible, which enables transition to a more mobile working environment. Cloud-based applications and mobility go hand-and-hand. In addition, technologies like image processing (VRS) and PDF creation (Acrobat) have become commoditized over the years and are now often embedded in other applications like OCR packages.

We expect a continued increase in Web-based and mobile scanning, helped along by the TWAIN Working Group's new SWORD (scanning without a required driver) initiative [see *DIR 12/20/13*], to further drive down the value of bundled software. The next wave is bundling

connections to cloud applications—which we are already starting to see, and the reverse—the bundling of scanners with subscriptions to cloud-based applications—a model currently being pushed forward by the **NEAT Company** and a few others. Mobile document scanning apps are an extension of this second model.

Yes, the model for selling document scanners continues to change. That doesn't mean that the market is in trouble—as more people are using document imaging technology than ever before. It just means that successful hardware vendors have to be agile enough to adapt. Fujitsu's new fi-7000 series certainly looks like a step in the right direction.

“We thought we had worked well together, so we approached Dell and asked if they wanted to carry our software. They had dabbled in some capture and indicated they had quite a few customers looking at it. In addition to Dell acting as a reseller for us, we have the option of bringing them in to our customers. We run into a lot of deals where customers come to our Web site looking for capture and end up needing additional SharePoint services.”

Boals indicated that as Psigen’s software has become more advanced [see *DIR* 11/22/13], the company has gradually been increasing its professional services capacity and revenue. “Some of our VARs are starting to take our product into new directions,” he said. “They bring us in, for example, when they need some custom scripting.”

Boals noted that Psigen has 63 different integrations to back-end systems, but the SharePoint integration is its most extensive. “Sales into SharePoint environments have definitely been a significant source of growth for us,” he said. “But, we don’t employ any SharePoint specific consultants. Our focus is capture, while Dell’s is SharePoint.”

Boals seemed cautiously optimistic about the potential of the partnership. “It’s yet to be seen how big of a revenue producer this will be for us,” he said. “But, based on the type of companies we’ve met with so far in engagements with Dell, and the stuff we’ve seen in the pipeline, this could be a nice partnership for both of us.”

For more information:

<http://www.documentimagingreport.com/index.php?id=2529>;
<http://bit.ly/DellSPConsulting>

Mobile Capture SDK Among EMC IIG Announcements

EMC has introduced a new SDK for developing mobile capture applications. Captiva Mobile Toolkit 7.1 was announced last week as one of nine new products from EMC’s Information Intelligence Group (IIG). EMC also announced that it has upgraded its invoice processing technology, made improvements to its Documentum platform, upgraded its e-discovery software, and come out with a new enterprise archiving product.

“The new SDK is designed to bring document capture capabilities to mobile devices,” said David Mennie, director, product marketing for EMC IIG. “Captiva has supported mobile image capture for awhile, but this has basically involved e-mailing unprocessed images to a Captiva server, where all

the processing is done. The new mobile toolkit transfers image optimization to the device.”

Captiva Mobile Toolkit 7.1 offers features like binarization, perspective correction, and auto-cropping that can be embedded in Android and iOS apps. “The toolkit will enable a lot of processing on the device; images can then be sent to the server only if they are good enough to use,” said Mennie. “Our tools have the ability to reduce blur by being set up to take a picture shortly after a user presses their button, rather than when the phone is still jiggling from the force of the button being pressed. There are also algorithms included for processing specific types of documents, like checks. Creating quality images to avoid re-scans is very important in distributed applications.”

The toolkit is not being marketed for developing standalone apps. “The idea is to drop our technology into existing mobile apps to image enable them,” Mennie said. “For instance, a bank could use it to enable a mobile banking app to do check capture. The SDK has both batch and single-image submission capabilities. RestFul APIs are used to connect it to a Captiva server.”

Not surprisingly, because of its large Captiva install base in financial services, the initial use cases that EMC is presenting include applications like check deposit and capturing documentation for loan applications. EMC joins **Kofax**, **TIS**, **Mitek**, and **ABBYY** as major vendors targeting financial services organizations with mobile capture tools. As EMC is not first to market, its existing customer base will probably serve as its best entrée.

We have not heard word of Captiva licensing anyone’s mobile capture patents.

Invoice capture improvements

The main improvement in Captiva Invoice Capture 7.1 is that its look and feel has been upgraded so the interface is similar to that of Captiva 7.0, which was released in 2012 [see *DIR* 11/9/12]. “Invoice processing is now fully integrated into the Captiva Desktop,” said Mennie. “We’ve also made it easier to validate purchase orders without having to flip out of the application, and added support for custom line item fields. We’ve made it easier to work in additional languages and currencies and improved performance over a WAN by 20%.”

“We don’t make a lot of noise about invoice capture, but a lot of our customers utilize it, and these are important improvements for them.”

An archiving “game-changer”

Mennie was especially excited about the new EMC

InfoArchive 3.0. It's a solution designed to provide real-time access to both structured and unstructured data. Although it's a new product, it's built on proven technology.

"Historically, IIG has been laser focused on ECM," explained Mennie. "But, we've seen an increasing demand from our customer base to expand from managing content into managing enterprise information. InfoArchive represents a push into the information management space."

By "enterprise information," Mennie is referring to structured as well as unstructured data. "Our SourceOne family of products, as well as products from a lot of our competitors, does a great job with unstructured content archiving," he said. "This includes e-mail, file systems, and SharePoint files. There are also a smaller number of companies that do a great job archiving structured data typically kept in relational databases.

"However, putting e-mail content in one silo and database content into another does not enable organizations to get their arms around all their information very effectively. InfoArchive represents a single unified archive that can support any unstructured content source and structured data source in one place. It's a game changer in terms of providing full visibility into all information. It will enable next-generation solutions that are not isolated to leveraging one type of data."

Mennie offered the decommissioning of applications, often related to M&A activities, as one use case scenario. "In M&A situations, IT often has to figure out how to get disparate systems to talk, and this can lead to expensive migration processes," he said. "InfoArchive can eliminate the need for migration by taking data from all an acquired company's systems and making it available through the acquirer's enterprise system."

Mennie touted InfoArchive's ability to work with a wide range of sources and enterprise platforms. "It doesn't care about the source; we have a number of connectors as well as compliance with OAIS (Open Archival Information System). The underpinning of InfoArchive is an XML database, which enables great flexibility in how it handles data and files. InfoArchive can also work in conjunction with almost any vendor's technology stack, including **Microsoft, IBM, and Oracle.**"

InfoArchive's is designed to provide real time access to information. "So, if a customer is trying to access an old credit card statement online, it can be served up to them immediately," said Mennie. "They don't have to wait a day for it to be retrieved.

InfoArchive is very fast and can be used to manage billions of archives and hundreds of terabytes of information."

InfoArchive is priced per terabyte. "There is no charge for servers or users, so it's a fairly straightforward model," said Mennie. "It can be deployed on premise, in a private cloud, or EMC can host it in a virtualized environment."

InfoArchive is based on a solution that EMC has already deployed for some large end users. "InfoArchive is a hardened, fully productized version of our Enterprise Archiving Solution," said Mennie.

Increased integration, scalability

Mennie explained that a lot of the improvements in Documentum are around integration with other applications, including the introduction of new REST Services and improved integration with SharePoint. EMC has also increased the capacity of its Kazeon eDiscovery application. "The previous release could handle 100 million indexed files," he said. "With the new release, we've increased that to 250 million files per server, with the ability to federate up to four servers—for a total file capacity of 1 billion. We've also added de-duplication."

For more information:

<https://community.emc.com/docs/DOC-31571>;

<https://community.emc.com/docs/DOC-31283>;

<http://bit.ly/Mennieblog>

Mobile Scanner Vendor Transitions to Software Focus

Like many vendors in our industry, **Document Capture Technologies (DCT)** is attempting to make the transition from hardware to software. But, unlike many scanner and MFP vendors, DCT has a lot less to lose by moving away from hardware. That's because DCT, which, at less than \$20 million in annual revenue to begin with, has historically focused on a market that is rapidly being commoditized by the introduction of capture capabilities on mobile phones and tablets.

If you've never heard of DCT (which is publicly traded on the OTCBB under the symbol DCMT) it's because a lot of its business has historically come through OEM partners. "The success we've had is really because of our niche in manufacturing mobile scanners," said Karl Etzel, COO at DCT. "We invested resources making scanners that were smaller, lighter, and cheaper than other brands. Our customers include **Brother, Visioneer, Xerox,**

Ambir, and others.”

According to the company’s Web site, “DCT created the world’s first A4 and A6 format true duplex USB-powered mobile scanners, and holds 20 published (with additional pending) patents in the U.S., as well as nine foreign patents. Since 1998, DCT has supplied over four million scanning devices.” The company is headquartered in Santa Clara, CA, with manufacturing facilities in China.

Etzel was named COO in September, after serving in product, business development, and marketing capacities since joining the company in 2011. His latest promotion coincided with a shift in focus at DCT, which was manifested in August with the release of the SimpleScan suite of technologies. SimpleScan is a combination of hardware, a cloud service, and mobile apps, designed to “provide a single bridge between the paper world and content in the cloud while integrating seamlessly with cloud services already used by millions of SMBs.”

“We realized a few years ago that the hardware business was commoditizing and that you really needed a broad portfolio of scanners to succeed,” said Etzel. “We also realize that there is going to be massive change in the document management and ECM market. If you look at companies like **Box**, and **Dropbox**, and **Evernote**—it’s inevitable that they step into the DM market. Dropbox recently announced it had 200 million users. It’s staggering how fast its user base is growing.

“These newer ISVs are coming at ECM from the other end of the spectrum compared to traditional ECM ISVs. We think this fits well with the cloud and mobility strategy we are pursuing.”

The lynchpin of the new DCT suite is SimpleScan Connect—a cloud service that connects mobile apps and scanners with back end processes and systems. DCT is utilizing a fermium model to distribute the service. The free version includes a number of connectors to online collaboration services like the ones mentioned earlier, as well as **Google Drive**. The number of scans and uploads (from the desktop, as well as mobile apps) per month are limited. There is also a very limited number of documents to which users can apply OCR.

With the premium version, limits on scans and uploads are greatly increased, as are the number of documents to which OCR can be applied. There are also invoice processing (through a partnership with **AccuSoft Pegasus** for its Prizm Capture Invoice cloud service) and outgoing fax capabilities. Document conversion (to Office format, for example) and business card processing are

advertised as “coming soon.”

The premium version of SimpleScan Connect costs \$5 per month or \$45 per year. A one-year free trial is offered with the purchase of SimpleScan scanners. There are two models available: a simplex device that lists for \$119, and a duplex for \$159. An ADF model with a rated speed of 20 ppm is advertised as “coming soon.”

The SimpleScan app is free and available for iOS and Android devices. Users log in from the app to access their SimpleScan Connect account. The app doesn’t currently offer any image processing features and captures a JPEG that can be sent or uploaded into SimpleScan Connect processes. There is also a desktop application that connects the cloud service with the scanners.

“Five dollars per month seems to be the sweet spot for cloud services,” said Etzel. “It’s at a level where people don’t think too much about signing up. The long-term plan, as we add more services, is to roll out higher tiers. We are looking at creating an SMB package, for instance, that might include 20-25 document processes—like business card processing with an interface into CRM systems like Salesforce.com.”

Etzel stressed that the target for SimpleScan is the SMB. “Small businesses don’t want to think about document management or ECM,” he said. “They have applications they use to run their businesses—and all they care about is getting data from their documents into these systems, like CRM, HR, and accounting applications.

“Our vision is to bring out something we call Simple ECM. This will include a suite of RESTful APIs to expose multiple document management services. Functionality like OCR and forms processing and connections to cloud-based repositories will be available. There should also be a workflow element that enables users to set up processes that include elements like capture, routing, and storage.

“Basically, the goal is to take all the features of ECM and expose them as APIs that application developers can consume like any other service. This will change the economics of how ECM is delivered. Users will be able to pay as they go and add services.”

DCT plans to leverage the OAuth standard, which its community Web site describes as an “authorization framework enables a third-party application to obtain limited access to an HTTP service.” “The goal is that once a developer learns OAuth, they should be able to leverage it for any

platform they want to connect to," said Etzel. "It can make multiple services available in a homogenized way."

DCT recently signed a partnership with **D&H Distributing** to help bring SimpleScan to market. "We also plan on doing some VAR outreach over the next few months," Etzel said. "Historically, we think that VARs have been a bit skeptical about embracing cloud services, because they feel they are being cut out. We hope to work through that."

DCT also plans to continue its OEM business. "Our OEM partners are all potential customers for SimpleScan Connect services," he said. "We want to get as many capture devices as possible connected."

For more info: <http://docucap.com/>; <http://oauth.net/>;

TIS, XEROX BRAZIL, FROM PAGE 1

the end user is a mobile communications service provider.

TIS has historically focused on automated data capture, with the bulk of its sales coming in the European market. In 2012, TIS announced a mobile capture strategy focusing on the financial services market. In a press release announcing the Xerox Brazil partnership and the large deal, TIS COO Michael Schrader said, "In accordance with our 2014 growth strategy, we aim to make our solution portfolio available worldwide, and this agreement with Xerox Brazil will assist us to achieve these goals. In the last years TIS has forecast strong growth potential for enterprise software in Latin America, and has therefore invested efforts to create a presence in the region, and in particular in Brazil."

TIS offers mobile technology for both check and document capture, as well as paying bills.

For more information: <http://bit.ly/TISXeroxBrazilPR>; <http://www.topimagesystems.com/solutions/mobile-solutions>

BRIEFLY

Recognition SDK News

NovoDynamics recently announced availability of NovoVerus 4.1. The OCR software includes performance improvements related to Arabic text. It also includes new integration capabilities for **IBM's** Datacap Taskmaster Capture 8.1 platform.

A2iA has announced a new version of its Mobility SDK. Introduced last year, Mobility differentiates itself by performing all recognition and extraction on a mobile device, instead of a server [see *DIR* 3/29/13]. The SDK was initially targeted in North America for capturing U.S. checks. The newest version includes the ability to capture Canadian and Brazilian checks (French or English), as well as to automatically identify documents, which an app can then send separately, or with an accompanying check, to a workflow.

Personnel moves

Square 9 Softworks recently announced that Jeff McWilliams has been promoted from regional sales manager to VP of North American sales. McWilliams, who resides in Indianapolis, joined Square 9 from ISV InfoDynamics in 2011....Joe Jackson has left **Cranel**. Jackson had served VP of sales for the Columbus-based VAD since 2007. Regional sales managers Bill Schuman and Tom Wright will now report directly to President and CEO Craig Wallace.

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