October 10, 2014

PLUSTEK RE-DESIGNS AUTO-FEEDER

Plustek has introduced a brand new roller system on its new PS 4080U workgroup scanner. Featuring a re-designed separator pad, the PS4080U should produce less double-feeds that previous Plustek models. It is being promoted as able to handle card- to letter-size documents in a single batch.

"The design is really an evolution of the work that Plustek has been doing in the scanner market for 30 years," said Robert Fuchs marketing manager for Plustek. "Our goal is to enable users to be able to just drop a batch in the ADF, without having to arrange it in a special way, and scan their documents."

Historically, Plustek's separator pad has featured a flexible piece of rubber at the bottom that applies pressure on one side, while the major roller provides pressure from the other side. In place of the flexible rubber, the new design utilizes a set of rollers backed by springs.

"Since the roller lets the paper move down to the entrance and automatically fans the paper, it allows a stack of paper to be loaded without pre-fanning it," said Fuchs . The feeder will also take both paper and card stock with no changes needed, since the bottom mechanized catch and spring will handle both sizes and thickness."

The PS4080U is rated at 40 ppm/80 ipm and carries a list price of $649. It comes with a 100-page ADF and has a 4,000-page-per-day duty cycle.

http://plustek.com/oeu/products/smart-office-series/smartoffice-ps4080u/

Desktop Focus Drives Ambir's Success

We've written quite a bit in recent issues about hardware vendors looking to diversify their businesses by increasing investments in software and services. That's because the document printing and scanning markets have somewhat stagnated, with unit volume growing slightly but price pressures conspiring to keep revenue flat. When we last talked with Susan Moyse of **Moyse Technology Consulting**, she indicated that most of the growth in the scanner market was coming on the lower end—including in the personal desktop, sub-$1,000 segment.

Mike O'Leary, CEO, Ambir Technology

It's probably not surprising then that **Ambir Technology**, which claims to have pioneered the concept of desktop scanning, seems to be enjoying growth and success with primarily a hardware focus. "I'm a hardware guy; I've been doing hardware for 20 years, and that is my comfort area," said Mike O'Leary, founder and CEO of Ambir. "We have built a business model around effectively selling and supporting hardware. And we expect our business to be good for the foreseeable future."

Ambir was launched in 2001 with a single model. "It was a sheet-fed scanner capable of handling letter-sized documents as well as ID cards," said O'Leary. "And it had a very low price point. Our vision was for each user to be able to have his own scanner.

"When we launched, there were no products being marketed with this in mind. You had production scanners, which were expensive. At the lower end, you had workgroup models, which were really designed for multiple people to share. Sharing is also the model for scanning with copy machines. Ambir started to define what we call the distributed scanning market with lower priced scanners with smaller footprints."

In 2003, **Fujitsu** first came to market with its highly

successful ScanSnap series, which awakened the major scanner vendors to the potential of the personal desktop segment. By then however, Ambir was already on its road to success. Focusing on vertical markets like healthcare, financial services, and transportation, the Chicago-area vendor has made the *Inc. 5000* list of fastest growing private companies five times. The last time was 2013, when Ambir reported $8.2M in revenue for 2012, which represented 57% growth over the previous three-year period.

Ambir sells through a distribution model and has partnerships with **Tech Data**, **Ingram Micro**, and **Synnex**. Recently it signed on with document imaging-focused VAD **NewWave**. "We have a direct sales channel, but that accounts for less than 1% of our shipments," said O'Leary. "Our typical model involves working with ISVs, in areas like EMR and core banking software, and their sales teams. We also work with the ISVs' fulfillment partners, which includes the smallest independent contractor, right up to **Dell** and **CDW**."

In the healthcare market, Ambir's ISV partners include **athenahealth**, **Cerner**, **Allscripts**, **McKesson**, **NextGen**, **Greenway**, and **GE**. "Our scanners have compatibility with products from most of the top 100 ISVs in the EMR space," said O'Leary. "We were in the healthcare market very early on with an ID card scanner—when the bigger names in the scanner market were not offering that functionality. In addition, because we started out marketing devices originally designed as mobile scanners, they had a very small footprint. In a twist of fate, this worked really well for the cramped environments like you have at the front desk of most healthcare facilities.

"Once we saw the opportunity for success in the healthcare market, we started calling on all the EMR providers—really before the competition got in. Over the years, we've shored up those relationships and, as some of our partners have merged with other ISVs, they've carried our scanners over with them. We've been going to the **HIMSS** (Healthcare Information and Management Systems Society) conference since early on and that continues to be an important event for us."

In the financial services market, Ambir's ISV partners include **Fiserv**, **FIS**, **Harland**, and **Jack Henry**. "We have a brand, DocketPORT, that is a leader in the transportation industry," said O'Leary. "We've worked with one of our partners to customize our integration, and now our scanners are installed in more than 100,000 trucks in North America."

Ambir advertises approximately a dozen document scanners on its Web site, as well as a couple of dedicated card scanners. List prices range from a $150 a for mobile model to a $1,000, for a 60 ppm workgroup scanner. The hardware is primarily sourced from **DCT** (Document Capture Technologies)**,** while Ambir manages its own software development.

"We've worked with DCT for a long time," said O'Leary. "It's gotten to the point where they are designing products primarily to our specs. I like to compare it to Apple's relationship with their hardware suppliers, where the design is done in Cupertino, but the manufacturing is elsewhere."

All of Ambir's scanners come with software, including AmbirScan Lite, which provides simple scanning and output capabilities. Ambir has bundling agreements with **Newsoft** for its Presto! PageManager and BizCard reader software and **ABBYY** for its FineReader OCR. Ambir also offers upgrades—to AmbirScan Pro and AmbirScan ID software. AmbirScan Pro offers more advanced capture options like pre-configured workflows. AmbirScan ID is able to capture information from cards though 2D bar-code recognition.

All Ambir scanners come with TWAIN drivers; ISIS drivers are available in an upgrade package. Ambir is also working on securing **Kofax** VRS certification for some of its models. O'Leary noted that carrying these standard drivers for integration with business applications helps differentiate Ambir's models from Fujitsu's ScanSnaps.

"In addition, we are willing to work with our partners to create customized packages and/or TWAIN integrations," said O'Leary. "And we continue to improve our out-of-the-box capabilities. AmbirScan 4.0, for example, will have increased cloud integration options."

Many of Ambir's devices carry a three-year warranty, which equals the longest we have seen in the market. Ambir also provides its own U.S.-based support. O'Leary noted that the company is also starting to see an uptick in its business from other regions like Latin America and the Middle East.

For more information:
http://www.ambir.com/Ambir-Document-Scanners

Latest Version of Capture Pro Addresses Multiple Needs

Kodak Alaris continues to evolve its Capture Pro batch application. The latest version, Capture Pro v5.0, features improvements in the interface, automates additional batch processing steps, and introduces improved support for color and grayscale TIFFs. The improvements are aimed at both the service bureau market/high-volume market, where Kodak Alaris has always been strong, as well as front-office applications, where it has been attempting to expand its business for several years now.

The UI improvements are aimed primarily at knowledge workers. "The new UI is designed with a similar look and feel to our Info Activate application," said Petra Beck, Kodak Alaris Document Imaging's worldwide marketing director for software and solutions. Info Activate is software for capturing documents into SharePoint—primarily an ad hoc/front office process. The interface utilizes buttons on the PC screen to launch scan jobs. Settings, like resolution and simplex/duplex, as well as image processing and output, can all be configured behind the scenes.

"The idea is to enable users to start scanning right away, with a single click," said Beck. "They don't have to worry about configuring any settings, which is a big advantage for knowledge workers who might only be scanning occasionally. And, although the administrator can create as many buttons and jobs as they want, the interface is configured so that when users log in, they only see jobs relevant to them."

Chris Larson, integration manager for Kodak Alaris Document Imaging, added that users have still the option of the traditional Capture Pro UI. He added, "Also, the new UI is only available for use with scanning stations. It doesn't work with indexing-only or Auto Import stations."

For production users, Kodak Alaris has introduced several of what it terms "productivity enhancements." These are features like the ability to select and split multiple documents in a batch with a single command, instead of having to split each one separately. Users can also now do things like auto-delete the first page (which might be a cover sheet) of every document in a batch, or insert a similar first or last page into each document, through a single command.

Capture Pro v5.0 now offers LZW compression for TIFF images. "This is for applications that require color and grayscale scanning where the users want to utilize TIFFs, but want a decent file size," said Beck. "We've found there are a lot of users that have downstream applications that don't support multi-page TIFF images when JPEG compression is used."

"You set this up by using lower compression in the scanner and then passing on the images to Capture Pro, which will output a much smaller file with LZW," said Larson.

Beck added that Kodak Alaris continues to expand its support of other vendors' scanners, which is accomplished through Capture Pro's ISIS driver interface, while integration with Kodak Alaris

scanners is supported through TWAIN. "We now have more than 37,000 licenses for Capture Pro installed worldwide," said Beck. The product was first introduced in 2008. "The majority of seats are still sold with Kodak Alaris scanners. It's probably a percentage in the low teens that is installed with other vendors' scanners. The interface looks the same no matter what the scanner, so it's great for mixed environments."

For more information: http://bit.ly/CaptureProv5

Vertically Focused Rules Make Capture Smarter

Digitech Systems continues to add intelligence to its document capture software. Most recently, the Denver-area ISV introduced Business Rules functionality into its PaperVision Capture product. These Rules are designed to automate functions like database look-ups and matching to help reduce the amount of human interaction needed in a transactional capture process.

The first set of Business Rules developed by Digitech is focused on automating A/P processes and invoice capture. Sean Morris, Digitech's director of sales, gave us a description of how this works. "What's the first thing that happens when an invoice comes into an organization?" he asked. "It has to be forwarded to the accounting department so somebody can check and make sure that all the totals add up correctly and they match the associated PO data. With PaperVision R78 Business Rules, we are offering the ability to do those checks automatically."

The new Business Rules kick in after an invoice is scanned at its data is captured. "The Business Rules automatically make sure the line items add up to the total, for example. Validating accuracy of data is the first step," said Morris. "The Rules can also be used to run checks against data from other sources—such as an ERP system. They can check that receiving data, for example, matches the quantities listed on an invoice and check that the pricing from a PO matches what is being charged.

"If there is a problem, the invoice can be automatically stamped 'rejected' and forwarded to the right person to take a look at it. If everything checks out, the invoice can be passed on for approval to the correct person or automatically posted. We are going down the path of trying to automate as much labor as possible. The fewer times a human has to look at an invoice, the more the cost to process that document goes down. In turn, the ROI for our software goes up."

According to Morris, the integration with applications like ERP systems can be configured through a GUI. "There are no APIs or coding," he said. "The integration is designed to be so easy that end users can do it themselves. This makes it more usable. The quicker it can be deployed, the quicker users start receiving their ROI."

PaperVision Capture Business Rules are designed to move more intelligence up front in a process. "By making decisions on data up front, we can deliver better information into back-end systems, which creates value," Morris said. "We've received feedback that in the A/P world in particular, dealing with errors in back-end systems can cost organizations money."

The Business Rules are being priced as a module that can be added on to PaperVision Capture. "A customer can purchase them based on their volumes and needs," said Morris.

Forms Magic at SDK stage
The Business Rules represent the second major capture automation initiative that Digitech has discussed with *DIR* this year. The first was the Forms Magic auto-classification and extraction software that was previewed at the **AIIM Conference** [*see DIR 4/11/14*]. "Forms Magic is very much still on our burner," Morris told *DIR*. "We are continuing to evolve the technology and working on it with some specific customers right now. It's still in a toolkit format, which is why we haven't done a formalized press announcement. Our Business Rules can certainly be used conjunction with Forms Magic." (Digitech's Web site also lists **Artsyl** as a partner for intelligent capture.)

Digitech is currently working on another set of Business Rules to address applications in the healthcare market. "We already have a couple smaller pieces that fit there," Morris said. "We are looking at functionality like being able to read a provider number and validate it— before moving a document to the next step in a process. Related to that, we are looking at developing Business Rules for applications like claims processing and workers' compensation transactions.

"Basically, our Business Rules are being designed with the intent of enabling service bureaus and other organizations doing capture to take on more advanced projects. We want to enable them to configure their technology to accommodate more complex processes through an easy-to-use interface vs. having to write custom code."

For more information: http://bit.ly/PaperVisionRules

Kofax Still Struggling With Larger Deals

What the heck is going on at **Kofax**? For the second quarter in a row, the Irvine, CA-based ISV has reported lower than expected results—and blamed them on its failure to close big deals in the capture space. This Wednesday, a few minutes after trading on the nasdaq closed, Kofax reported "selected, unaudited, preliminary" results that indicate that is fiscal Q1 2015 (ended Sept. 30) revenue would basically be flat to 3% higher compared to 'Q1 2014, and that its software license revenue would be down slightly.

"Our overall results were lower than our expectations for the quarter due to six- and seven-figure core capture software license revenue transactions primarily in the 'enterprise' or the more direct segment of the market, slipping into future quarters," said Reynolds Bish, Kofax CEO, in a press release accompanying the announcement. "This has now occurred in two consecutive quarters, and we have to recognize that this segment of core capture continues to be dependent upon such six- and seven-figure transactions.

"Although we know these [larger deals] are difficult to predict and impossible to control, they also now appear to be subject to a higher level of scrutiny and extended purchasing processes. We believe at least some of this is attributable to increasing concerns about the current and future macroeconomic environment, particularly in EMEA."

Bish does not believe that these deals were lost or canceled. "They were evenly split between the U.S. and Europe and we believe they will close during the remainder of the year," he said during a conference call with analysts.

Bush also gave some insight into the increased scrutiny Kofax is seeing for its larger sales. "On all these deals, we have had sales teams working with the decision makers throughout the process," he said. "Despite that, inevitably, it seems like one or more issues arise at the last minute—like the customer is not completely comfortable with the ROI, or they want to have the legal team go over the contract again, or they missed a step in their due diligence.

"A specific example is with a long-term Kofax customer in the U.S. that's in the financial services market. Over the course of the years they have purchased more than $20M in software from Kofax. They were planning to buy another $.5M, and despite all our history, at the last minute they said, 'We have never bought this particular product from you and want to check with IT to make sure it fits with our infrastructure.'

"It was not a competitive or market issue. Basically, it conveys to us that customers are showing a much greater level of caution when making purchases, and they don't feel compelled to move with a sense of urgency. They want to take all the time they can. We've all read the news, which leads us to wonder if concerns about macroeconomic conditions are causing organizations to take a more cautious view related to larger transactions."

In contrast to its capture business, which was clearly down because of those slipping larger transactions, Kofax reported that "Mobile and new or acquired products software license revenue grew by more than 80% YOY and accounted for approximately 35% of total software license revenue during the quarter." As a result, it seems like Kofax will be putting more focus on those product areas in the future—hoping they will pull through traditional capture sales—which Kofax is hoping to get back to "single-digit" growth. "We're now accelerating the reallocation of resources and expenditures into this fast growing part of our business," said Bish.

Aside from hiring more salespeople to focus on mobile and new or acquired products (which Kofax was apparently already doing), we're not sure what this reallocation involves. A Kofax spokesperson indicated more specific information should be available during the company's full Q1 earnings call scheduled for Oct. 30.

One interesting point that came out of the Q&A session with analysts is that Kofax is not seeing any weakness in its channel sales. Bish indicated that overall Kofax increased the number of $100,000 plus deals it did in Q1 2015 YOY to 38 from 27. So, we're not quite sure that Kofax's troubles with higher-end deals indicate weakness in the capture market.

To get a better read on this, we pinged Mike Spang of capture market analyst firm **Harvey Spencer Associates** (HSA). HSA had been predicting a strong second-half for capture software sales worldwide to offset a slower first half, which saw only a 4% YOY growth. "Well it's early in reporting Q3 results and Kofax is the first to indicate weak sales," Spang told *DIR*. "I think the market fundamentals are still solid for capture and would tend to stick with our earlier market assessment [projected full-year growth of approximately 8% in 2014] until more data is available. This may be a Kofax-only issue (as they are somewhat unique). I do not hear other clients indicating that the market is

going in the wrong direction. Time will tell."

For more information: http://bit.ly/KofaxprelimQ115

Artsyl Enjoys Growth; Expands Channel

Over the past 10 years, we've watched IDR (intelligent document recognition) technology, like invoice capture, go from bleeding edge to accepted, especially among larger organizations. We've seen several ISVs succeed by primarily targeting the Global 2000 space. But, as that higher-end market has started to become saturated, there has been a lot of talk about bringing IDR downstream—after all, this has traditionally been the natural flow of document imaging technologies. But, to date, there has been a lot more talk than actual success stories when it comes to implementing IDR in the mid-market.

Artsyl Technologies is attempting to change that. The Toronto-area ISV has kept a low profile while enjoying some early success attacking the mid-market with invoice capture and other IDR solutions. For the past three years, according to Jeffrey Moore, VP of worldwide sales and marketing at Artsyl, the company has enjoyed a 50% CAGR. But, more importantly, perhaps, it has been establishing an infrastructure to help it succeed in the mid-market.

To this end, Artsyl has established a slew of partnerships in a variety of areas. Its partners include traditional document imaging VARs and ECM ISVs, as well as ISVs specializing mid-market ERP systems and their partners. "We are 100% channel focused," Moore told *DIR*. "But, we also don't want to put all of our eggs in one partner's basket."

Artsyl is working in a number of markets. "docAlpha [Artsyl's client/server flagship application] offers automated transactional processing capabilities," Moore said. "In the A/P space, we focus on purchase-to-pay and order-to-cash, which includes invoice and sales order automation. We have also had success in the financial services market with mortgage classification. We've also done work in healthcare—capturing charts, EOBs, and claims."

Like with most of the higher-end players in IDR, invoice processing seems to offer the most opportunity for Artsyl, at least initially. To take advantage of that, Artsyl has formed partnerships with several ISVs that have document management solutions integrated with mid-market ERP systems.

These include **ImageTag** and **PaperSave**, which both integrate with **Microsoft Dynamics**, and **Pics**, which develops DocLib for integrating with the **QAD** ERP application. ERP vendor **IFS** is also on Artsyl's radar.

"We are trying to cultivate more subject matter experts among our partners, as opposed to general document imaging resellers," said Moore. "We are creating a community of people that understand processes, like the flow of invoices or sales orders within a specific ERP application. We feel it reduces the sales cycle when a partner goes in with an understanding of the ERP system as well as our document capture application."

Moore added that Artsyl has price advantages when competing against larger vendors attempting to bring their invoice processing downstream. "Against [one of the well-known leaders in the market], price comparisons show that we typically come in more than 36% less expensive," he said. "Some of this has to do with our model of including more features as part of our core product, and making less available a la carte. We like to give our channel more value for the same price."

Like most ISVs, Artsyl is also developing a subscription pricing model. The latest release of docAlpha, version 4.5, introduces several features designed at enabling cloud deployment, which often goes hand-in-hand with a SaaS model. "docAlpha 4.5 can now be deployed in a multi-tenant fashion, so it can support multiple customers with a single deployment," said Moore. "We've also introduced thin client capabilities for image acquisition, verification, validation, and approval. You can now do everything you need to do in an A/P process through a thin client, before releasing an invoice into an ERP system."

Moore indicated that initially he expects some of Artsyl's partners to deploy docAlpha in the cloud—as some of the ERP applications they work with are also deployed that way. "By the end of 'Q1 '15, I fully expect Artsyl to have docAlpha deployed in an AWS environment," he added.

Riding the wave of momentum

To cultivate a more traditional document imaging and office equipment dealer channel, Artsyl has formed partnerships with **docSTAR**, **DocuWare**, and **Square 9**. Artsyl recently signed a partnership with **CIMA Software** that Moore expects will expand the ISV's business into Latin America.

Artsyl also has a long-standing partnership with VAD **NewWave Technologies**, which has helped it secure some 75 VAR partnerships in North America.

"Historically, software has not been a very large part of NewWave's business," said Moore. "But, they have recently been increasing their focus and ramping up their software personnel. I really expect a big increase in our business through NewWave in the next 12 months."

Moore concluded that he expects Artsyl's business through all its partners to continue to grow. "Part of this has to do with the new features in docAlpha 4.5 that should open up more potential," he said. "We expect to close out 2014 with another banner year and expect a strong year in 2015 as well.

"We are also going to focus a lot more on marketing—letting people know who we are. So far, we have taken the approach of trying to stay under the radar and getting our product out. Now that our product has matured, we want to go out and really make a name for ourselves."

For more information: http://www.artsyltech.com/

Canon Introduces Capture App for MFDs

Canon has released a new scanning application for its imageRUNNER ADVANCE MFDs. uniFLOW Capture was introduced as part of uniFLOW V5.3, announced last month. Capture can be installed with uniFLOW—which is primarily a network print management tool, or as a standalone application.

"uniFLOW has had a scan module for some time," said Tom O'Neill, director of product marketing for enterprise solutions at Canon USA's Business Imaging and Solutions Group. "But, with this release we have made scanning extremely easy."

uniFLOW Capture can run on a PC or server and is accessed at the device touchscreen through Canon's MEAP interface. It offers features like the usual scan-to destinations, including e-mail, desktops, and now multiple cloud services. The interface can be customized so each user only sees relevant scanning options and jobs. This customization has "follow-me" capabilities, meaning that users can access their personal screens on any uniFLOW connected device.

"There are new wizards in uniFLOW that make setting up scanning jobs much easier, including scan-to-print," said O'Neill. "There is also a new scan accounting feature to accommodate users like law firms that charge for scanning."

uniFLOW Capture offers advanced scanning features that were created utilizing the technology Canon Europe acquired last year with **I.R.I.S**. These features include zonal OCR, conversion to Office formats, barcode recognition, PDF output, and advanced compression. There are also optional modules available for connecting to ECM applications from leading ISVs, as well as CMIS integration.

As a standalone application, uniFLOW Capture starts at $915 per device for a license for up to 500 users. "Being able to purchase Capture separately really makes it accessible to the SMB, which might not need the full capabilities of uniFLOW," said O'Neill. "Our resellers are very excited about being able to offer this type of capture functionality on the device level."

As part of uniFLOW 5.3, Canon also introduced improved capabilities for supporting other vendors' devices. However, because of scanning's unique characteristics, this does not extend to Capture. "We are in discussions as to whether there is any way to support at least a minimal amount of scanning on other devices," said O'Neill. "There are certainly some challenges. Where it will end up, we don't know."

Bringing together hardware and software

O'Neill concluded that uniFLOW Capture represents a peek into the future direction of Canon. "You're going to hear more from us on the benefits of an integrated solutions and platform strategy," he said. "We have several Canon group companies based in Europe, like NT-ware [which develops uniFLOW], I.R.I.S., and **Therefore** [a document management ISV]—we are able to integrate their technologies with each other, as well as directly into the imageRUNNER ADVANCE platform.

"This will help us create a very strong integrated solutions platform that we believe will relieve a lot of the frustration and pain for our dealers and channel. Nobody wants to have to manage three or four different vendors to create a solution, and Canon understands that. Also, customers aren't looking to buy a device or software like uniFLOW or Therefore. They are looking to buy solutions to their problems, and we want to provide that to them in a way where the technology is transparent.

"We are able to do this by utilizing our Canon group companies—with a lot of the integration going on at the R&D level in our Japanese headquarters. If we utilize our total platform, we can minimize holes and gaps and optimize solutions for our customers."

For more information: http://bit.ly/uniFLOWCapture

TABS Introduces Cloud Management Platform

Toshiba America Business Solutions (TABS) recently released a new cloud service, e-BRIDGE CloudConnect, that enables remote monitoring of its e-STUDIO MFPs. Initially designed to improve service, CloudConnect is hosted on Windows Azure and also enables users to set and control scanner settings remotely. "CloudConnect is a platform," stressed Steve Tungate, TABS VP and GM of service, supply chain, and innovation. "Its R&D roadmap is long with a number of enhancements and features planned going forward."

Initially, CloudConnect's primary focus is on helping dealers and end users maintain the health of their e-STUDIO fleets. According to the press release, "CloudConnect offers continuous remote monitoring, diagnostics, and firmware updates to e-STUDIO devices." "It connects devices in the field to a cloud-based management platform and helps dealers and end users manage service and configuration," said Tungate. "The devices send data to the cloud at intervals set up by the user."

Tungate said that no image or specific customer data is seen by TABS. "The customer is identified only in a manner that helps us service them better—for functions like billing and issuing job tickets," he said.

CloudConnect enables TABS and dealers to track device malfunctions. "The user or dealer can set up specific codes so they are only tracking critical errors," Tungate said. "They might not want to track every jam. But, having this type of information provides service techs with information that will help them on service calls.

"Users can also monitor that their devices maintain certain configurations. Sometimes there are inadvertent changes that they want to reset. CloudConnect enables this type of monitoring and management across multiple sites for national accounts and for dealers across multiple accounts."

Louis Ormond, product and services planning director for TABS, noted that the ability to configure and monitor the scan settings of e-STUDIO devices was one of the more requested configuration capabilities for CloudConnect. "Currently, this is a manual process of changing devices/device settings one by one," he said. "Using CloudConnect, we will be able to automate that for a fleet of devices."

Ormond added that TABS has not yet received requests to manage third-party capture software through CloudConnect. "It is probably a matter of time," he said. "We are planning to support our own connector products, but have not looked at third-party systems at this time."

It's probably worth noting that TABS recently signed a reseller agreement with document capture ISV **Psigen**. It also recently announced a partnership with document imaging and management ISV **Square 9 Softworks**, through which TABS e-STUDIO products will be integrated with Square 9's software.

For more information: http://bit.ly/e-BridgeConnect; http://bit.ly/Toshiba-Psigen

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