

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>

October 18, 2013

THIS JUST IN!

BUSINESS IMAGING EXPO TO FEATURE WORKFLOW/ECM FOCUS

It's no secret that over the past couple years, the MFP/printing industry has been putting a lot more importance on document scanning and workflow technologies. We've seen this reflected in the content at almost every MFP vendor event we have attended recently. Now, **1105 Media**, a publisher with a focus on the MFP industry, has launched an industry event where document scanning and workflow is an integral part of the agenda.

The **Business Imaging Expo** will run Dec. 10-12 (Tues. through Thurs.) at the Mandalay Bay Convention Center in Las Vegas. It will feature a three-day educational conference, along with a two-day trade show. Around 1,500 total attendees are expected, including representatives from 75-100 vendor exhibitors.

"This is a brand new event that is a mix of everything we cover," said Amy Weiss, editorial director for 1105 Media's Office Technology Group. Weiss oversees three publications: *Recharger Magazine*, *The Imaging Channel*, and *Workflow*. "*Recharger* is really focused on supplies, like printer cartridges; *The Imaging Channel* focuses on managed print services; and *Workflow*, which is our newest publication, looks at areas like business process optimization, document imaging, workflow, ECM, and some BPO."

BIX opens on Tuesday, Dec. 10, with a pair of executive summits—one focused on managed print services, and the other on workflow. The Workflow Summit features a number of speakers familiar to our industry, including Pam Doyle of **Fujitsu**, Bruce Orcutt of **Kofax**, and Ron Glaz of **IDC**. Topics covered will include Transaction Capture, Identifying the Right ECM

CONTINUED ON PAGE 8

Kofax Introduces Web-Based SPA Platform

Total Agility 7.0 sews together multiple applications from ISV's portfolio to address emerging market space.

Anthony Macciola is stoked about the announcement of **Kofax** Total Agility 7.0. And why wouldn't he be? According to the Kofax CTO, KTA 7.0 represents the culmination of almost five years of work and \$125 million in investment by the Irvine, CA-based ISV.

KTA 7.0 is being touted as "the world's first and only unified platform for the development and deployment of smart process applications (SPAs)." It combines almost the entirety of the Kofax technology stack, including capture, IDR, mobile, BPM, business intelligence/analytics, and data integration and makes them available in a Web-based platform. This platform is designed to address what Kofax refers to as the "First Mile of customer interactions."



Anthony Macciola,
CTO, Kofax

"KTA 7.0 addresses the critical first part of a customer experience, which can be very important for both onboarding and retention," said Macciola. "This first part of an interaction is typically customer-facing and information intensive. Traditionally it can be slow, and often outright annoying. Organizations that can successfully address it will be able to compete more effectively and succeed. Those that can't will struggle. That's the First Mile challenge."

Addressing an emerging market

The concept of SPA was introduced to us earlier this year, when the analyst firm **Forrester**, commissioned by Kofax, released a sizing study on the emerging market. According to Forrester, "SPAs represent a new category of software that support business activities that are people intensive, often unpredictable, loosely structured, collaborative and subject to frequent change. Examples include new customer onboarding applications such as

account openings, loan applications, healthcare patient admissions, and insurance claim submissions.”

Forrester sized the market for SPAs as being worth just \$600 million in 2012, but predicted it to grow at a 59.7% CAGR through 2016, when it would be worth \$3.9 billion. By contrast, Forrester projected the document capture market, where Kofax has traditionally focused its energies, to grow at only a 4.5% CAGR through 2016, by which time it is projected to be dwarfed by the SPA market—although Forrester does account for some overlap between the two spaces.

Kofax has apparently been targeting an expansion into what is now defined as SPAs for quite some time. “We really set out almost five years ago to address the strategy that will manifest itself in KTA 7.0,” Macciola told *DIR*.

At the time, through its focus on capture, Kofax was already integrating with back-end systems of record—which is a critical element of SPAs, which attempt to connect front-end “systems of engagement,” with these systems of record. “But we also realized that there were a lot of components that we were going to need that we didn’t have in our technology stack,” said Macciola. “To address these, we embarked on an aggressive and focused acquisition strategy, combined with some aggressive R&D.”

Macciola noted that the SPA-focused acquisitions started with .NET SDK specialist Atalasoft in 2011, which added Web-based document capture capabilities. Kofax paid somewhere between \$5 million-\$10 million for the western MA-based ISV (depending on earnouts) [see *DIR* 6/10/11]. Kofax followed up later that year with the acquisition of Singularity, a Northern Ireland-based BPM ISV, for which it paid up to \$50 million (also dependent on earnouts) [see *DIR* 12/16/11]. Singularity provided the Web-based platform that KTA 7.0 is built on, as well as the product brand name.

In 2012, Kofax announced its internally developed mobile platform, which is also an integral part of KTA 7.0 [see *DIR* 1/20/12]. “Business is becoming more like a conversation than a rigid process,” noted Macciola. “And more and more of these conversations are being driven through Web portals, and now mobile interactions.

“This dynamic really hit home for me through an interaction I had recently with my 21-year-old son. He’s a computer science major at a university and somehow we got on the topic of banking. He’d apparently only ever set foot in his bank once—to set up the account and create a signature card.

“When I asked him about online banking, he wasn’t sure what I meant. It turns out, he’d never logged into his account through a laptop. He’d done all his banking through his phone. The idea of finding and powering up his laptop for an interaction seemed archaic and bizarre to him. He’s of the mindset, ‘why not just execute what I need to do through my

Document Imaging Report

Business Trends On Converting Paper Processes To Electronic Format

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.

Vol. 23, No. 18



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

DIR is published 23x per year, on the 1st & 3rd Fridays of the month, by:

RMG Enterprises, Inc.
4003 Wood Street
Erie, PA 16509
PH (814) 218-6017
<http://www.documentimagingreport.com>

Copyright © 2013 by RMG Enterprises, Inc. Federal copyright law prohibits unauthorized reproduction by any means including photocopying or facsimile distribution of this copyrighted newsletter. Such copyright infringement is subject to fines of up to \$25,000. Because subscriptions are our main source of income, newsletter publishers take copyright violations seriously. Some publishers have prosecuted and won enormous settlements for infringement. To encourage you to adhere to this law, we make multiple-copy subscriptions available at a substantially reduced price.

Subscriptions: \$597 (electronic) or \$670 (paper) per year.

phone from wherever I am at the moment?’ I expect this mindset to become more pervasive as the next generation enters the workforce.”

Kofax followed up with a pair of acquisitions earlier this year. These were business intelligence/data analytics ISV Altosoft, for which Kofax paid \$13.5 million plus earnouts [see *DIR* 3/8/13], and data integration specialist Kapow, for which Kofax paid \$46.1 million [see *DIR* 8/3/13].

“If you add all these acquisitions together, and if you look at our R&D spend over the past five years, which has involved integration, as well as filling in the gaps in our SPA strategy with some fresh and new technology, we spent approximately \$125 million,” said Macciola.

The result is “best-of-breed capture, process automation, business intelligence, data integration, and mobile technology—all in one platform.” “And our platform is completely Web-based and built with a services oriented architecture (SOA),” added Macciola. “Also, KTA 7.0 is a Windows Azure native implementation, which gives it performance and scalability advantages, while keeping the total cost of ownership down.”

KTA 7.0 being rolled out in phases

Kofax is planning a phased rollout of its new SPA application. “For the first 30-45 days, we will be working exclusively with early adopters,” said Macciola. “Then, it will be introduced to our direct sales force. After that, it will become available to a portion of our certified partner channel. Finally, around the end of the calendar year and beginning of 2014, KTA 7.0 should be available to all certified partners.”

Initially, KTA 7.0 will be offered only as an on-premise solution. “As part of the rollout, we will later release a cloud version that will run on Azure,” said Macciola. “There will be dedicated tenancy, as well as multi-tenancy options.”

In addition to the KTA 7.0 platform, Kofax is planning on going to market with several “SPA frameworks.” “We are looking at releasing frameworks for applications like customer onboarding, as well as mortgage, A/P, and mailroom automation,” said Macciola. “We also anticipate that our partner community will want to build their own applications on KTA 7.0, as well as extend on and customize some of our frameworks.”

Macciola indicated that pricing for KTA (which hasn’t been announced yet) will be considerably different from Kofax’s historical model—which can be extremely modular. “The pricing for KTA will be

dramatically simplified,” he said. “It will not be a la carte. We want to have options that will make it very attractive to what we view as an emerging segment. “There will be a price for licensing the platform and some variance based on page volume and number of users.”

Ready to fight the battle

We must admit, we often wondered where Kofax was going as it continued to roll-up acquisitions with the notion of attacking the nascent SPA space. KTA 7.0 does a great job pulling all these acquired technologies together and combining them with Kofax’s legacy capture, as well as its new mobile capture, technology in a single platform that does, indeed, seem to address the needs of the SPA space, as defined by Forrester. The danger is that the SPA market doesn’t take off the way the Forrester has projected it to—although the First Mile value proposition does seem fairly strong.

With the risk of being repetitive, we’ll conclude with a quote we ran last issue as part of our coverage of **IOFM’s** Payments Summit. When discussing the combination of paper and electronic payments in a single platform, **Wassau** VP, business development, Tom Oberholtzer said, “It will be interesting to see who is going to win the battle. Is it going to be people who are focused on paper and understand processes? Or is it going to be people who came later with electronic payment technology?”

It seems to us that a similar battle is being waged in the area of connecting systems of engagement with systems of records, and that through its SPA strategy Kofax is trying to ensure that at least one ISV with a paper legacy comes out a winner.

For more information:

[http://www.kofax.com/smart-process-application-platform/;](http://www.kofax.com/smart-process-application-platform/)
<http://www.documentimagingreport.com/index.php?id=2477>

NSi Upgrades Print Management and Mobile Apps

Last issue, when we discussed **Notable Solutions, Inc.’s** (NSi) success in its fiscal 2013, VP of Marketing Mike Morper credited the ISV’s expansion from document capture and workflow into areas like mobile capture and output management as driving the company into new markets. This week, NSi followed up by announcing upgrades to NSi Output Manager, as well as NSi Mobile.

Output Manager (OM) is based on technology acquired from Barr Systems at the beginning of 2013

[see *DIR* 1/18/13]. “In March, we re-branded that technology as NSi Output Manager, but it was really the same product with new window dressing,” Morper told *DIR*. “Historically, Barr did a stellar job supporting organizations that are in the business of printing. This includes printing specialists like **R. R. Donnelley**, and also organizations like insurance companies whose product is really getting statements to their customers. While we are maintaining Barr’s flagship Production software, we’ve now introduced Office and Enterprise versions. As part of this strategy, we have fully integrated our mobile technology and some basic scanning.”



Mike Morper, VP of Marketing, NSi.

Let’s start with the Office version of NSi OM, which lists for \$599 per MFP device. The primary feature of OM Office is its ability to enable secure printing. “This feature targets organizations that want to ensure that the right person is picking up a document from the printer,” said Morper.

This is the application that actually pulled NSi into the output management space in the first place, and NSi had previously OEMed technology with this functionality. This feature basically forces a user to print from their desktop to a secure queue and then access that queue at an MFP to actually print the paper. “This forces all print jobs to be pulled at the device,” said Morper. “This can easily save 15% on printing costs, but the main reason organizations implement pull print is for security.”

OM Office’s pull-print capabilities can also be integrated with NSi Mobile, for less than \$50 per mobile device. NSi Mobile users can access their OM print queues from their tablets or phones and then print from a selected network printer. The printer can also be selected by taking a picture of a bar code attached to it.

NSi OM Office includes limited scanning capabilities such as scan-to-e-mail or a home folder. The application can also be utilized to control access to hardware devices by forcing a user to log in, through a password, pin number, or even a card, and restricting what they can do at the device, such as print or scan to e-mail. OM also includes full reporting of who is printing and scanning from each device.

Finally, NSi has taken the universal PostScript driver originally developed for Barr’s production application and moved it downstream. “Most large organizations deal with multiple printing devices,

each with their own print drivers,” said Morper. “It’s a headache to manage all these—having to push out updates in a secure environment and validate that the drivers are working.

“With our universal driver, applications send print jobs with generic PostScript drivers to our server, and when we redirect the job to the targeted device, we will inject the required driver. This way the IT department only has to worry about maintaining and supporting a single driver that will work with any PostScript printers.”

Morper estimated the NSi’s universal PostScript driver reduces by 50% the man hours per month spent installing, certifying, maintaining, and deploying print drivers.

Managing back-office print streams

NSi OM Enterprise introduces additional capabilities like a rules engine for controlling print behavior. “To keep costs down, an organization may want to limit color printing to its marketing department, for example, while forcing accounts payable documents to be printed in black-and-white,” said Morper.

NSi OM Enterprise can also be integrated with back-office software like ERP, EHR, or AS 400 applications. “We are able to take print jobs from those applications and translate them into a language that front office printers will understand—along with ensuring that only authorized personal have access to the material,” said Morper. “And NSi Enterprise OM can output PDFs from back-office applications directly into AutoStore capture workflows for storage in ECM systems like SharePoint.”

NSi OM Enterprise also offers printer monitoring and failover. “Large organizations are often dealing with dozens or even 100s of MFPs,” said Morper. “They don’t have time to constantly check the health of each device—to see if it’s connected to the network or if there is a paper jam. IT typically has to wait for a problem to be reported to the help desk before they know something is wrong.

“Our software can monitor MFPs behind the scenes and automatically notify IT of problems. In addition, if there is a problem like a paper jam occurring at one device, OM can automatically redirect a job to another network printer.”

NSi OM Enterprise lists for \$899 per connected MFP. Some of the print management capabilities of Enterprise and Office can also be utilized with dedicated printers, which can be added to the NSi OM software license for \$30 per device as part of a

20-device license.

Morper added that NSi OM Production remains very similar to Barr's flagship offering. "It's targeted at corporate reprographic departments and production print facilities, where the goal is driving revenue from printing," he said.

Print & more added to Mobile app

In addition to the pull print capabilities offered in conjunction with NSi OM, NSi Mobile 3.2 offers the ability to launch secure print jobs of documents created with, and stored in, mobile devices. "With our initial version of NSi Mobile, which was released about a year ago, you could deliver items like e-forms, e-mail attachments, and photos into an AutoStore workflow," said Morper. "Now, you can take all that information and make it available in a secure print queue as well."

NSi Mobile 3.2 also offers new e-signature capabilities, through which a finger or stylus can be used to apply a signature to an electronic form. "It's very common to overlay a signature produced with a mobile device on a PDF document and utilize that as a signed form," said Morper.

NSi Mobile 3.2 has the ability to introduce geo location, as well as bar code data, into an AutoStore business process. "Users can bring up a map that they can use to capture street addresses or even coordinate information if an address is not available," said Morper. "This second option is important for a customer we have that is servicing wind turbines, which aren't necessarily located on conventional streets. This increases the richness of the meta data being captured for a business process.

"NSi Mobile can also now read bar codes and use them to look up values in a database. This might be valuable on a shop floor, for instance, where taking a picture of a bar code could give you a complete record about a piece of machinery, such as how old it is and what service it has had. This can improve the ability for someone in the field to conduct their business."

Finally, NSi Mobile 3.2 includes integration with SharePoint. "Users can browse their SharePoint sites from our mobile client, view files, and add them to secure print queues or AutoStore processes," said Morper.

A logical expansion

Similar to what Kofax has done with KTA 7.0, NSi is aggressively embracing markets that complement its legacy in document capture. Adding mobile capture was a natural extension for both vendors. Due to its history in secure capture from MFPs, print

management was also a natural for NSi.

No, we don't take this as a message that document capture is dead. It's just that as the capture market matures, and the use of paper declines in favor of electronic and mobile interactions, it makes sense for capture ISVs to look for new avenues of revenue. If they can leverage their existing technology, channels, and customer base to facilitate this expansion, as both Kofax and NSi are doing, it should provide maximum return on their investment, while reducing risk.

For more information:

<http://www.notablesolutions.com/news/>

Innovative Technologies Promote Broader Adoption

Vendors target untapped analog to digital imaging opportunities.

Despite increasing adoption of electronic and mobile transactions and the consistently falling price of digital storage—analog records haven't gone away. No, not even close to it. This summer, **IDC** estimated that worldwide printed page volume in 2012 was still 2.98 trillion—a slight decline from just over 3 trillion in 2011. However, at least partially due to emerging mobile-to-print apps, IDC expects this figure to remain relatively flat, at least through 2017. Yes, trillions of paper documents will continue to be created in addition to all the paper records that already exist—not to mention hundreds of billions of document images currently being stored on microfilm and fiche.

There is no question that for many business processes, electronic records are better than analog ones. After all, electronic records can be moved around faster, more easily integrated with data-driven transaction systems, and more conveniently managed when it comes to matters like access control and disposition. And, to address this, in many cases digital conversions have been and/or are in the processing of being done—either through scanning or through implementing systems that create electronic records in the first place.

But, as the numbers above indicate, this is not the case everywhere. While areas of low-hanging fruit, like invoice processing, where an immediate and significant ROI can often be readily achieved, have been addressed with digitization, many areas, where the payback might not be as great due to records having less transactional value, have been put on the back-burner. However, as tends to happen in the

technology sector, improvements continue in the document imaging industry that are potentially driving the adoption of electronic records downstream into previously untouched market areas.

In fact, *DIR* caught up with a pair of vendors who recently announced innovative applications that offer to significantly reduce the cost of converting analog documents to digital—potentially increasing market adoption of document imaging. The first is ISV **Beyond Recognition**, who has been featured in *DIR* before for its pattern recognition software [see *DIR* 9/28/12]. The second is high-speed micrographics scanner and software vendor **nextScan**.

Beyond Recognition's new offering is the Document Factory, which is designed to reduce the cost of backfile conversions by eliminating duplicates and non-records prior to committing files to online storage. Like its name suggests, nextScan's Virtual Film creates a digital file that can be scrolled through and read similar to microfilm at a fraction of the cost of doing a full ECM-ready conversion.

Document Factory Aimed at HV Conversions

Beyond Recognition, which has had most of its success to date in the energy market, is targeting Document Factory primarily at Global 500 organizations. "All organizations typically have two silos of information," said John Martin, founder and CEO of BR. "They generally store electronic files in an ECM system, and this is where they apply all their records management policies. They also have paper content, which sometimes they convert to full-text searchable PDFs.

"There are often tons of issues around putting paper documents correctly into ECM systems. This is because the classification tools typically used for this rely on text recognition. Also, historically, if you are trying to automate the ingestion process, there is no way to audit if your taxonomies are being applied correctly.

"One of our energy industry customers chose our technology because it could work with 100% of their content. In energy, you are dealing with tons of documents that have charts, graphics, pictures, and other geothermal information. These are important

business records but they don't have any text, or at the minimum, they don't have any sentences.

"This is where a lot of auto-classification technology falls down. It can only work with 50-60% of an energy company's documents. Our engine works with visual similarities. You could use it to manage pictures of flowers. Because of that, it can also work with documents in any language."

"In an average Document Factory application...a user might only need to retain the 30-40% of their files that are actually records. You think IBM or EMC, or any other vendor selling storage, is going to help a customer figure that out?"

—John Martin, Beyond Recognition

Basically, BR's Document Factory is being marketed as a two-step process. First, it is able to set up classes and reduce the storage used for electronic repositories. It can then be applied to paper documents

and utilized to ingest only what is necessary based on a company's business rules.

"One energy company we work with had 4.6 million documents we were able to turn into 200,000 clusters," said Martin. "We quickly determined that the 50 largest clusters were error messages, so we were able to immediately throw away a million documents. We also determined that only 22,000 of the clusters were the type of records managed in their ECM system, so we were able to discard another 129,000 clusters."

Martin noted that BR's de-duplication process works across multiple file types. "So, if a user has a document that was created in Word or Excel and then printed and scanned to create a TIFF version, we'll recognize that as a duplicate," he said. "Basically, our goal is to narrow down to a single instance of each file, but our system also remembers where each duplicate was found."

According to Martin, the first time BR ran its clustering and de-duping process for one customer, that customer was able to go back to its managed storage vendor and tell them it wanted to reduce services by 40%. "That was unprecedented because the average content growth rate per year is 67%," Martin said. "In an average Document Factory application, we might be able to get a 30% reduction in duplicate files and another 30% in non-records, so a user might only need to retain the 30-40% of their files that are actually records. You think IBM or EMC or any other vendor selling storage is going to help a customer figure that out?"

The second step of the BR Document Factory

process is to apply the clustering intelligence it learned from the electronic files to paper records. “Basically, there are two types of scanning jobs the Document Factory can be applied to,” Martin said. “One is scan-to-comply, which involves matching scanned documents to the users’ clusters and determining if they are duplicates, non-records, or records, and/or if a new cluster needs to be set up.

“Once this is done, the Document Factory can begin coding images that are being saved. For a mortgage document, this might involve capturing a date and loan number. Our software works with graphic similarities, so it can be set up to look for a specific string in a certain position and even works well on low DPI images. It can extract as many fields as a user wants with minimal human intervention after set up.”

Martin described the second type of scanning job as “scan-to-destroy.” “One company we work with has thousands of boxes of cancelled checks,” he said. “They could use our technology to look for dates, and if the checks are older than seven or eight years, they could destroy them. And we don’t even charge for that because they are not outputting any images.”

Document Factory pricing is advertised as, “Scanning charges are based on annual volumes priced at cost plus 15%—with the annual budget set at 50% of the average of the preceding three years’ scanning costs.

Martin explained, “Let’s say an organization is spending an average of \$.30 per page to scan their documents. [Martin estimates that when you calculate the total cost of preparing a document, with eight fields of extracted data for loading into an ECM system the average cost can be \$.92 per document. He says an average document is three pages long.] That’s a soup-to-nuts cost that includes prep, scanning, coding, full-text, and QA.

“So, if a client is scanning 200 million pages per year, we estimate they are spending \$60 million. We can offer them the Document Factory for \$30 million. The cost justification starts to add up pretty fast. Let’s say an organization uses our software to destroy 100 million documents, think of how much they can save on storage as well as personnel costs. That’s not even counting the benefit of putting these documents online in case of a lawsuit for which they need to do e-discovery.”

For more information:

<http://beyondrecognition.net/news/the-br-document-factory-concept/>

A Bridge Between Micrographics & ECM

nextScan has been in the business of scanning

microfilm since 2003, when it introduced its first Eclipse high-speed scanner. According to President and CEO Kurt Breish, most of the slam dunk microfilm conversion projects were completed by 2007. “Scanning projects that produced an obvious ROI and/or improved workflow were the first conversions to take place,” Breish told *DIR*. “The best examples are county land title records for title companies. Almost all the land title film has been scanned because of the high cost for title companies of sending someone to county offices to retrieve records or to create their own duplicates of the film.”

Breish said while scanning land titles provided the largest commercial gain to the private sector, overall they represent only about 10% of records kept on film by county governments. “A lot of the other government records are too large and/or do not have available funding at the current conversion cost rates. Our job is to lower those rates to grow the market for film scanning.”

nextScan has succeeded to some extent through faster hardware and innovative software. Its Ribbon Scanning methodology, for example, enables users to apply post-scan processing to an entire roll of film at one time, instead of an image-by-image basis. This can significantly reduce the amount of time spent in post processing. This type of technology has helped service bureaus reduce their prices from several cents per image just a few years ago, to often less than a cent per page today, depending on the size and scope of a project.

FLEXICAPTURE IOS APP AVAILABLE

ABBYY has released a new mobile app—FlexiCapture for iOS. Built utilizing the ABBYY Mobile Imaging SDK, the FlexiCapture app is designed as a front end for automated data capture. It works with iPads and iPhones and performs some image processing on the device before passing images to a FlexiCapture server, which manages data capture.

“We look at the app as another capture client,” said Jackie Risley, director of product marketing, data and document capture products, for ABBYY USA. “Captured images can be plugged into existing document definitions on a FlexiCapture server. The feedback we received is that people don’t want to do data entry on their mobile devices. They just want to snap a picture and go.”

ABBYY FlexiCapture for iOS is available from the Apple App Store. “iOS is the mobile platform we get most questions about,” said Risley. “If we find reseller and customer demand for an Android app, we can extend into that market.”

nextScan's latest innovation is Virtual Film. It is software designed to act as a bridge between microfilm and ECM systems. The key to keeping the cost of Virtual Film down is that it does not require complex indexing like most ECM applications. Rather, the film is indexed by the label on the box (or title bar for fiche). It is retrieved and viewed similar to using a conventional microfilm reader/printer. If there is a future need for ECM integration, users can add meta data to their Virtual Film files.

Virtual Film was originally developed to meet the needs of a project for **U.S. Department of Treasury**, which has a requirement to digitize 1.3 million rolls of film, but was given an original cost estimate of \$100 million. According to Breish, utilizing Virtual Film, that project should now be able to be completed at a fraction of the original estimate.

For more information:
<http://www.nextscan.com/nextscan-products/virtual-film/>

Exponential advancements

Beyond Recognition and nextScan should both be commended for pushing forward the document imaging market. As Ray Kurzweil discussed in his keynote at the Global Directions conference last month, IT tends to advance in an exponential, not a linear, fashion. He also said that user adoption tends to keep up with this rapid advancement, as the market leverages new technology to come up with new applications that were not previously possible.

Of course, Kurzweil also stressed that technological advancement doesn't take place on its own—that it takes human ingenuity and development to make it

happen. And both Beyond Recognition and nextScan have certainly invested engineering resources in advancing document imaging technology. If history proves to be an accurate guide, they should now expect to receive a return due to some groundbreaking market adoption.

BIX, FROM PAGE 1

Technology, and An Analytical Look at Workflow.

There is also a workflow track as part of the regular conference, which will run Wednesday and Thursday.

"We see this event as really representing the future of the office imaging market," said Weiss. "The tagline features 'service, supplies, and solutions' and we see opportunity where those three areas converge. We hope to provide some cutting edge content and information for attendees looking to address the future of the market."

Weiss noted that there are still opportunities for vendors that want to participate. She said vendors like **MWA Intelligence, Intellinetics, Canon, Nuance, Datto, and Muratec** have already committed to having a presence. Weiss expects attendees to be a mix of vendors, end users, and channel that participate in the MFP market.

Expo attendance is free, with early-bird education packages starting a \$119. Passes for the Workflow and MPS Summits are extra.

For more information:
<http://www.businessimagingexpo.com/Events/BIX2013/Home.aspx>

Subscription Order Form for RMG Enterprises, Inc.

4003 Wood Street • Erie, PA 16509 • Phone (814) 218-6017 • e-mail: ralphg@documentimagingreport.com

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

SCAN: The DATA CAPTURE Report

Premier Management & Marketing Newsletter of Automatic Data Capture

1 year (24 issues)

- electronic copy @\$597
 paper copy @\$670

- electronic copy @\$597
 paper copy @\$670

OUR GUARANTEE TO YOU
 If you are not completely satisfied, we will refund your subscription cost for all remaining unserved issues.

Name _____ Title _____

Company _____

Street _____

City _____ State _____ Zip _____

Phone (____) _____ Fax (____) _____

E-Mail _____

Please enter / renew the following subscription.
 (Add \$33 on all orders outside of Canada and the United States.)

Payment Enclosed (Remit to: RMG Enterprises, Inc., 4003 Wood Street, Erie, PA 16509)

Charge My Credit Card (Charge will appear as RMG Enterprises.)

____ AmEx ____ Visa ____ MC ____ Discover _____
 card number expire date

Bill My Organization (Purchase order # optional.) _____