October 21, 2005

THIS JUST IN!

WHY IS MICROSOFT SUPPORTING PDF?

You probably saw that **Microsoft** recently announced it would support PDF in *Office 12*. We must admit this caught us by surprise, especially after all the noise Microsoft has been making about its .XPS format—formerly code-named Metro—which has been advertised as the PDF killer. .XPS is also due to debut with *Office 12*, as well as the new Vista operating system. Is .XPS not all its cracked up to be? Or does Microsoft have a of plan to sabotage PDF by embracing it?

We do know that Microsoft will not be utilizing imaging partner **ScanSoft's** PDF technology. ScanSoft provided us with a briefing document that stated numerous advantages ScanSoft's products have over Microsoft's PDF functionality. This includes support for more modern PDF formats, such as 1.5 and PDF-A, while Microsoft supports only PDF 1.4. ScanSoft also lists its ability to create PDFs from any Windows application file and even scanned images, while Microsoft's PDF is restricted to *Office* documents. And, don't forget ScanSoft's neat PDF-to-*Office* conversion capabilities. Yes, it seems even with Microsoft's foray into PDF, there will be plenty of room for the myriad of PDF applications already on the market.

Maybe Microsoft's goal is to make its PDF support so banal that users will adopt .XPS because of its superior functionality in Microsoft applications. Also, now that Microsoft is supporting PDF, does that mean **Adobe** will support XPS?

DjVu, PDF Both Play Role In OCA

Speaking of **Adobe**, you probably saw the company was listed as a partner in the recently announced **Yahoo! Open Content Alliance** (OCA) book scanning initiative. More details on this project will likely be made clear during an Oct.

Lockheed Confirms Census To Be Captured In Color

In 2000, **Lockheed Martin** took the processing of the U.S. Census digital. For 2010, the **U.S. Bureau of Census** has given Lockheed an even bigger task. The Bethesda-based defense contractor and systems integrator was recently awarded a $500 million contract to develop and deploy the Decennial Response Integration System (DRIS).

"In 2000, Lockheed was responsible for developing a system for capturing data from paper forms," said Julie Dunlap, Lockheed's 2010 DRIS program director. "In addition to that, our new DRIS contract includes deploying the operations system associated with data capture, operating and staffing the facilities where the capture will be done, and setting up Internet and telephone data collection systems. In 2000, those items were handled with separate contracts."

According to an article in *Government Computer News*, the Census Bureau hopes to take $1.3 billion out of the cost of the 2010 Census by improved methodologies, including the integration of several services into a single contract. *GCN* reported the total cost of conducting the 2010 Census is expected to be $11.3 billion, with the majority of that spent on personnel to do manual data collection from people who don't fill out a form.

In 2000, Lockheed received a $49 million contract to build what has been recognized as one of the most successful forms processing projects ever. It involved capture of data from 154 million forms in the space of 171 days. It represented the first time that digital technology was used on U.S. Census forms, and eighty-percent of the handprint fields were processed automatically.

Lockheed expects to construct a similar system this time around with a few minor changes. "The biggest change is that we plan to take advantage of some of the efficiencies of color scanning," said Tim Witham,

ChIef Architect for the DRIS program. "Last time, we used bi-tonal scanners with a red dropout bulb. This worked well unless someone used red ink to complete the form. Color provides more information to work with downstream and will hopefully enable us to pull fewer paper forms."

Lockheed plans to conduct tests and studies along with the Census Bureau to determine the best hardware vendor to use in the DRIS. In 2000, approximately 140 **Kodak** 9520 document scanners were used at four processing sites. Three of those four sites were temporary, and the majority of the scanners were returned to Kodak following the completion of the project. The Census Bureau retains a scaled-back, permanent data processing site in Jeffersonville, IN, which it uses for the smaller surveys it conducts in between censuses.

The number of scanners and processing sites for the 2010 Census will be determined following an April 2008 dress rehearsal. "For the 2000 dress rehearsal, the Census Bureau selected three different geographical areas and had citizens mail completed forms to Jeffersonville," said Dunlap. "I assume they will use a similar process this time. This gives us a chance to test and evaluate a prototype of our imaging system."

The wild card in determining the volume of paper forms in 2010 is the Internet option, which is being used for the first time. "You will be able to complete your 2010 Census form online," said Dunlap. "Prior to the dress rehearsal, the Census Bureau will advertise the online option in the targeted areas. This should give us an idea of what percentage of people will use the Web."

ARCHIVING PROCESS STILL UNDETERMINED

One of the biggest controversies associated with the 2000 Census involved the archiving of the form images after data capture was completed. Feeling pressure from Congress, the **National Archive Records Administration** (NARA) refused to accept the TIFF images created by the document imaging process. The **U.S. Bureau of Census** ended up contracting the **Cerebral Palsy Research Foundation** to microfilm the TIFF images. The CPRF issued a $16 million contract to **ACS** to assist with the conversion.

"Archiving is listed as an un-priced option on the DRIS contract," said Julie Dunlap, 2010 DRIS program director for **Lockheed Martin**. "This means Lockheed can provide a price for an archiving solution, and the Census Bureau can either accept it or decide to do a competitive bid."

Coincidentally, Lockheed also recently was awarded a $308 million contract to build an Electronic Records Archive (ERA) system for NARA [*for more details on ERA, see DIR 8/20/04*]. The system is not scheduled to be completed until 2011, but a functional subset is scheduled to begin operating in within two years. "We will definitely consider our work with ERA as we discuss the archiving options with the Census Bureau," said Dunlap.

According to Witham, Lockheed is pretty satisfied with the data capture technology used in the 2000 Census and will likely utilize most of it again. This includes software from **Ocè ODT** for OCR/ICR and **Optimum Solutions** for OMR. The 2000 Census also utilized image capture tools from **Kofax**, image processing technology from **TMS Sequoia** (now owned by **Pegasus Imaging**), and forms processing technology from **Captiva**. Witham indicated that Lockheed has working agreements with several imaging software vendors and that any new technology would go through the same review process as the scanners.

Lockheed has already subcontracted vendors like **IBM**, **Cardinal Technologies**, and **Pearson Government Solutions** to develop elements of DRIS such as Web forms and the operations system.

For more information: PH (301) 640-2266 or e-mail: bd.fc-tss@lmco.com

Speculation Rampant In Wake Of Dicom Shortfall

Blaming weakness in the European market, as well as the effects of divestiture in a service bureau business, the **Dicom Group** has announced disappointing profits for the first quarter of its fiscal 2006 (ended Sept. 30, 2005). Before a one-time charge of $2.1 million related to the service bureau, Dicom expects to report profits of approximately $2.3 million. This represents less than half the $4.7 million the company earned in the first quarter of 2005.

Yes, quite a bit has changed at Dicom over the past year. Not the least of which involves the acquisition of two European-based businesses, Topcall and Neurascript. Are the results from these acquired entities dragging Dicom down? With final quarterly financial results not due to be announced until Nov. 8, Dicom officials were reluctant to discuss details. However, our research hasn't indicated any obvious weakness in the market for document capture products in Europe. In fact, we've recently written about success in Europe by both **ReadSoft** and **Top Image Systems** (TIS).

"I think Dicom may have a slightly different angle on the market than we have," speculated Jan Andersson, president and CEO of Swedish-based ReadSoft. "We have not felt any particular downturn here in Europe. My view is that what happens in the markets will typically happen in the U.S. first, regarding the public companies that are our customers both in Europe and the U.S. It's our view that they are currently producing record results and the best guess is that the positive development will keep up for some time yet. Most people over here think that 2006 will also be a good year."

Capture industry analyst Harvey Spencer acknowledged that Germany, where Dicom does the largest portion of its European business, is suffering through an economic downturn, but appears to be turning around. "That said, I don't think the larger deals, like the ones that TIS and ReadSoft focus on, were as affected by the downturn as the mid-sized deals [Dicom capture subsidiary] Kofax typically addresses," Spencer told *DIR*. "At the same time, I think Dicom may have underestimated the lengthened sales cycles of some of the larger deals it is now going after with the Neurascript and Topcall technology."

Spencer acknowledged Kofax's lack of a direct partnership with **SAP** may be hurting its German sales. SAP, of course, has a major presence in Germany and much of TIS' and ReadSoft's recent success has been driven by their integration with SAP ERP systems. "Dicom and Kofax have not traditionally played in the complex data capture market that involves ERP integration," said Spencer. "Kofax invoice processing applications have typically been used to capture indexing data for storage and retrieval.

"Even Neurascript, which has more complex data capture capabilities than those historically associated with Kofax *Ascent*, is not a big player in invoice processing. Most of its success to date has been in the financial services market, which doesn't necessarily demand integration with SAP."

Captiva Weighs In
Reynolds Bish, president and CEO of Kofax arch-rival **Captiva**, acknowledged that in his company's last two earnings calls, some weakness in Western Europe was cited as adversely affecting sales. "We also cited poor execution by our prior [to the acquisition of France-based **SWT**, *see DIR 5/20/05*] EMEA management team and added that we believe with better execution, revenue growth is still viable," Bish told *DIR*. "We also noted that we may be gaining a little market share at Kofax's expense."

Bish went on to say that some recent management changes [*see DIR 8/5/05*] could affect Dicom adversely, at least in the short term. "Remember that during Q3, Dicom promoted Kofax's team to manage and integrate all portions of its information capture business," said Bish. "Kofax has always had a fairly concentrated staff in Irvine, CA. It is now being asked to manage an organization which is widely

distributed over multiple locations in the U.S. and Western Europe, and to a lesser extent throughout the world.

"In addition, Topcall has had a 99% direct sales strategy, while Kofax sells 99% through VARs and integrators. I believe the management transition is going to be very challenging and a major distraction for the team. It could negatively affect their results for at least several quarters."

The Dicom earnings pre-announcement came approximately one year after Captiva issued its own proclamation of a shortfall for its third quarter of 2004. Like Captiva's, Dicom's stock value was punished in the wake of its announcement. After rising steadily for the past year, Dicom's stock immediately dropped nearly 20%. Captiva's stock suffered a similar drop last year, but a strong fourth quarter helped it quickly regain its value, and it has been rising fairly steadily ever since.

Finally, while we won't know the details behind Dicom's European market struggles until at least next month, the service bureau issue seems more cut and dried. Dicom is divesting itself of its SYDOC subsidiary, which specializes in imaging services. SYDOC has BPO centers in the U.K., Switzerland, Italy, and Croatia.

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

Datacap Stays Ahead Of The Game

Focusing on hot trends helps capture vendor surpass industry growth rates.

According to the latest numbers from **Harvey Spencer Associates** (**HSA**), the forms processing market grew approximately 6% last year. This made it by far the slowest moving of the four segments into which HSA divides the capture space. So, you'd think longtime forms processing player **Datacap** might be singing the blues. This is not the case. In fact, according to CEO Scott Blau, the company is enjoying renewed success and has grown 20-25% in each of the past two years.

According to Blau, Datacap has succeeded by making the focus of its business "demanding applications." "We've seen an increasing demand for capture applications to handle variably structured forms in distributed environments," said Blau. "We consider the presence of distributed and/or variable forms requirements as constituting a demanding application."

Datacap has long been on the forefront of distributed capture, introducing one of the first Web-based capture solutions in 2000. In 2002, the company introduced a rules-based architecture that has enabled it to complete successfully in applications for processing forms with variable structures. This includes documents such as shipping forms, invoices, and EOBs. Datacap has also successfully expanded its business into the capture for workflow and archiving space, after beginning life (as its name indicates) with a data-centric focus.

Blau was one of the early proponents of the convergence of data and document capture. "Over the past five years, we've seen some pretty big changes in the market," Blau told *DIR*. "The continued increase in the use of the Internet for business has been the driving factor. First of all, it's enabled more businesses to leverage distributed capture. Five years ago, how many people had broadband?"
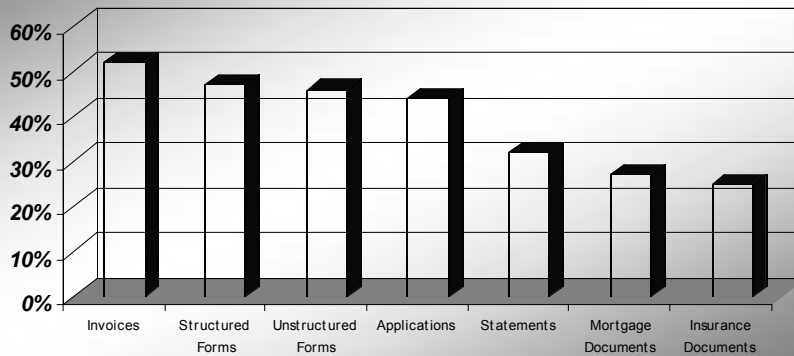

Scott Blau CEO, Datacap

"Second, it's enabled a lot of the traditional forms processing applications to be sent overseas to places like India, for key-from-image entry. This has hurt the market for traditional, structured forms processing. Finally, the Internet has increased people's expectations for transaction turnaround. This need for speed has driven businesses' desire to digitize more documents to speed up workflow and data capture processes."

Blau believes the Internet will also be a key driver of the capture industry's next big thing. This is the move to Web services. Datacap is currently developing an SOA-based framework for its flagship *Taskmaster* product line. "Currently, the way our Web-based architecture is set up, only document capture can be done outside the firewall. Any complex image processing or recognition takes place in a traditional client environment. We have customers that want more flexibility."

An SOA-based framework would basically set up a series of Web-accessible stations that could perform each element of the capture process. "Customers' workflows would determine which of these services they would access and when," said Blau. "Hosting the services ourselves would set up some interesting possibilities, such as charging by volume and number of services used."

Blau feels this SOA environment may help Datacap

Distributed Capture Document Types

Distributed Capture Document Types

Document Type	Percentage
Invoices	~53%
Structured Forms	~48%
Unstructured Forms	~47%
Applications	~46%
Statements	~33%
Mortgage Documents	~28%
Insurance Documents	~26%

For the past few years, distributed document capture has been touted as one of the fastest growing areas in document imaging. So what type of documents are users capturing at remote locations? This is one of the questions asked in a recent **TAWPI** survey, co-sponsored by **Datacap** and **Canon**. This chart features some preliminary results from that survey, which was taken in August.

gain back some of the business it has lost in recent years to outsourcing companies. "In the current market, it doesn't make economic sense for most Indian data capture operations to license automated recognition technology," said Blau. "They'd like to leverage it to reduce their costs even further, but most current licensing models don't make sense. It's still cheaper for them to throw more human labor at their problems. Some sort of Web services environment, however, where they only had to purchase what they were using, might make sense."

Datacap's move toward SOA is just another example of the forward-thinking approach that has enabled the company to stay competitive in a market where **Kofax** and **Captiva** have emerged as 800-pound gorillas. "We will lose deals because the customer wants to buy from the largest vendor," said Blau. "However, once the buyer starts to dig into the technology, we can make a compelling argument. Also, as the volume of a deal goes up, we become more competitive. We don't have a click charge [per document scanned] pricing model, which hurts us in lower-volume deals, but is an advantage as the volume rises."

So far, in 2005, Datacap's deals have ranged from $10,000-$750,000 in software revenue generated for Datacap, with $52,000 representing the average deal size. Blau adds that *Taskmaster's* rules-based design helps keep professional services charges down (a goal of 30% of the total sale price), which can be a real differentiator in variably structured forms installations.

Ease-of-installation also makes *Taskmaster* attractive to the channel. Resellers currently generate approximately 40% of the company's software revenue, but according to Blau, in the past six months, Datacap has signed up 10 new partners.

Blau concluded that as the market becomes more educated on the potential of distributed and variable

forms technology, *Taskmaster* is in a great position. "The market is definitely getting smarter," he said. "People no longer expect OCR to perform magic. They seem to finally understand that while it won't automatically capture everything, OCR can help improve productivity in areas like invoice processing.

"As people begin to read articles about invoices being processed successfully, they are coming to us with other types of variably structured documents. Almost every deal we do now has either a distributed or a variably structured forms element. Those are definitely the most buoyant parts of the market."

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

Vendors Launch Professional Services Association

IKON among founding members

As **IKON** makes the transition from hardware-oriented to solutions sales, it is not alone. The digital copier mega-dealer recently joined more than 15 vendors as a founding member of an organization made up of companies making similar transitions. The **Technology Professional Services Association** (**TPSA**) is the brainchild of renowned consultant and author Thomas Lah, whose Web site lists his focus as "building professional services when it is not the core competency of a company." Other founding members of the organization include **BEA, Computer Associates**, **Hitachi Data Systems**, **Hyperion**, **Sterling Commerce**, and **Sun Microsystems**.

"We're not talking about systems integrators or classic outsourcing businesses," Lah, the executive director of TPSA, told *DIR*. "We believe there is a

fundamental difference between these pure play services businesses and professional services that are wrapped around the delivery of technology. It's a different financial model and a different skill set. This needs to be acknowledged. It makes no sense for vendors to benchmark themselves against **Accenture** or **EDS**."

According to Lah, in recent years, vendors have been forced to expand their professional services offerings. "Historically, many of these companies could get away with being laser-focused on their products," he said. "Gone are the good ole' days when you could come in, drop off a product, set up a maintenance contract, and everybody is happy. Vendors are no longer operating in a vacuum. Customers want their technology plugged into the other pieces of their infrastructure. Since everybody else is offering to do this, you can't remain competitive without a professional services organization."

Michael Kohlsdorf, senior VP, Enterprise Services, IKON.

Not that there aren't any gains to be had for vendors who ramp up their professional services practices. "If you do it right, you create a different level of relationship with your customers," said Lah. "For the past three years, we've been hearing the drumbeat calling for businesses to become more than vendors, to become trusted advisors—to discuss more than bells and whistles, to promise ROI. Successful professional services are a sure way to reach this level."

Michael Kohlsdorf, senior VP of IKON Enterprise Services, is looking forward to the benchmarking studies and metrics TPSA has promised to produce. "There are a lot of unrealistic numbers floating around," Kohlsdorf told *DIR*. "People think you can create a professional services organization with gross margins of 40-50% right out of the shoot. That's just not the case. I'm looking for TPSA to provide us with some greater granularity into what a successful business model looks like and what its specific components are."

Lah pointed out that one key aspect to managing professional services is simply knowing how many people to employ. "Everybody has the same goal, which is to deliver reliable support on a global scale," he said. "The challenge is doing this in a financially efficient manner."

Lah believes that a community sharing its

knowledge is the best way to overcome many challenges. "Our goal is to draw information from all our members, put together task forces and publish studies and white papers detailing proven practices," he said. "It's more efficient to undertake these projects leveraging collective experiences than for a company to do it on its own."

We mentioned to Lah that one challenge especially apparent in the document imaging industry is the delicate balance vendors must maintain between their professional services organizations and their reseller channels. "That is one of the top 10 issues we will focus on," Lah told *DIR*. "No matter how big or small your professional services, you have to figure out how to play nicely with your partners. A lot of companies have misfired and scared their partners by launching seemingly aggressive initiatives without much warning."

More Than A Passing Trend

According to Lah, the recent expansion of their

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i600s PROVE RIGHT FIT FOR LASON

Price, features, and footprint were three key factors in **Lason's** recent decision to purchase 38 **Kodak** i620 mid-volume production document scanners. The scanners will be spread across 18 BPO facilities. "In most situations, we were upgrading from Kodak 3500s, although we also replaced some 7000s and 9000s," said Mario DiSantis, Lason's senior VP of operations.

The i620 is a color unit rated at 80 ppm/160 ipm at 200 dpi. It carries a list price of $27,000. Taking advantage of Kodak's rebate programs and volume discounts, DiSantis estimates Lason paid less than $15,000 per unit. This played a large part in the company's decision to go with the i620 over Kodak's high-volume i800 series. The i820, a color model rated at 120/240, carries a list price of $65,000.

"Our testing has shown that the double-feed detection on the i600 is better than on the i800 series," DiSantis added. "The i600 is also much smaller and more compact, and we can move it around to improve our process flow."

One advantage of the i800, according to DiSantis, is that it has the potential to process more than 4,000 documents per hour with a single operator, while an i600 tops out at an average of 2,800 pages per hour. "However, working with the elevator feeder, we are currently benchmarking a process that would enable a single operator to run two i600 scanners at once," he told *DIR*.

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

professional services by vendors is due to more than just the lure of increased revenue. "In 2001, we saw a real slowdown in spending—both on IT staffs and products," he said. "With their reduced staffs, customers don't want to buy component parts and have to put them together. They've started looking toward vendors for solutions, which has forced vendors to increase their professional services. At the same time, as these customers are less willing to spend money on hardware and software, vendors have begun to look toward professional services for increased revenue and margins."

Lah doesn't see vendors' interest in professional services diminishing any time soon. "Everybody has jumped in the water now, but how many are going to swim?" he asked. "As markets start to shake out, good professional services are going to be a differentiator. That's why companies are motivated to spend time and money to be involved with TPSA. They want to see data and benchmarks and learn best practices that will help them succeed."

For more information:
http://www.tpsaonline.com; http://www.ikon.com

NSi Announces New Products And Partners

Canon, BearingPoint partnerships, PC-based scanning, headline new initiatives.

Notable Solutions, Inc. (NSi) continues to spread its wings in the document capture space. To date, the Bethesda-based developer has leveraged partnerships with the likes of **Xerox**, **Kyocera Mita**, **IKON**, **Sharp**, and **Ricoh** to the point that less than half its revenue is now coming from its once-exclusive partner **HP**. NSi recently made two new product announcements designed to further establish it as a serious cross-platform capture player.

"Our business with HP continues to grow," said Ali Tehranchi, president and CEO of NSi. "However, we've recently landed some big deals through our Xerox channels. We also landed a deal involving more than 600 digital copiers that leverages our integration with **Ricoh's** SDK/J embedded platform. Finally, all the work that Kyocera has been doing with imaging is starting to pay off."

Xerox is currently reselling an OEM version of NSi's flagship *AutoStore* product called *SMARTdocument Travel* [*see* DIR *2/18/05*]. The Ricoh integration represents the first third-party document capture manifestation of Ricoh's embedded platform for its popular Aficio digital copier line. (NSi competitor **eCopy**, which has already integrated its application with **Canon's** embedded MEAP platform, is also planning an SDK-J release.) Kyocera, meanwhile, is marketing *Kyocapture*, another OEM version of *AutoStore*. IKON is also an OEM partner, while Sharp, which recently announced it would begin distributing eCopy's application, also has a reseller agreement with NSi.

To complement all this activity, NSi recently announced a PC-based scanning module, as well as an automated routing module for capture into ECM systems. The PC-based application is known as *Open Scan*. It is designed to compete with **Kofax's** popular *Ascent* line. "*Open Scan* will enable our customers to standardize on a single capture platform, even if they have a mixed scanning environment of digital copiers and dedicated scanners," said Tehranchi. "This is ideal for a reseller like IKON that offers both types of hardware."

Ali Tehranchi, president and CEO, NSi.

Open Scan lists for $1,500 per device—a significant jump from the $259 it costs to run *AutoStore* on a digital copier. Both applications require the user purchase *AutoStore's* $3,700 server application. "You receive more functionality with *Open Scan*," said Tehranchi. "This includes the ability to preview images at the device. Also, we don't have any click charges, which in many cases makes *Open Scan* significantly lower priced than its competition in the PC-based scanning market. For example, we recently won a contract for 120 seats of *Open Scan*, where it would have cost the customer twice as much just to pay the annual maintenance bill on its legacy capture application [from one of the leading traditional PC-based capture vendors]."

In addition to *Open Scan*, NSi has released an application known as *Refero²*, which it advertises as "directive-based routing." Basically, it is a Web-based system for creating bar-coded cover sheets, which marry pre-entered meta data and pre-set workflows to documents captured (scanned or faxed) using the cover sheets. *Refero²* also has a neat document request feature that can be enabled in embedded applications. This feature is able to inform a user who is capturing a loan document, for example, that a certain piece of the loan package, such as a title document, is missing from the batch.

Tehranchi compared *Refero²'s* functionality to that of **Omtool's** *AccuRoute*. Kofax's *Ricochet*, **ImageTag's** *KwikTag*, and Xerox's *SmartSend* also

have similar features. *Refero²* is a server-based product that lists for $20,000. According to Tehranchi, the real value in *Refero²* is its ability to integrate with ECM systems. "A *Refero²* license includes our complete set of ECM connection modules," he told *DIR*. "eCopy charges $1,500 per connector per device. In larger applications, you can see where we would have the advantage. Also, *Refero²* provides a simple way of capturing documents and meta data for users who don't have access to a scanner. As long as they have Web access and can print and fax, they can utilize it."

MEAP Release Due In January

In addition to the new product releases, Tehranchi has continued his relentless push to form partnerships. In a move he considers a coup, NSi has swung a deal to secure access to Canon's MEAP platform from the digital copier vendor's European arm. "In January, we plan to release a MEAP application for Europe," he said. "I'm interested to see how Canon USA responds." [*Canon USA, of course, has a significant equity investment in eCopy.*]

NSi has also announced new connection modules to ECM applications from **Westbrook** and **Captaris**, as well as a new module leveraging **CVision's** technology to create highly compressed PDFs. Finally, in November, the company is planning to release *AutoStore*-based applications specifically targeting the legal services and invoice processing markets. IKON has already leveraged *AutoStore* to develop similar products.

The invoice processing application is based on **ABBYY's** *FlexiCapture Studio* technology. "Typically, there are going to be professional services associated with an accounts payable deal," said Tehranchi. "*FlexiCapture* is good technology, but end users require some assistance setting it up. Still, our overall pricing, especially on small-sized applications, is much lower than our competitors'. Once again, the fact that we don't charge per page plays into that. We can make our application cost-effective in AP departments with as few as 15-20 employees."

Finally, at the recent **DMS Expo** in Germany, systems integrator **BearingPoint** announced it would leverage *AutoStore* to create an invoice processing solution for the **Microsoft** *Office* platform. The solution will eventually leverage the Microsoft's WWF platform [*see DIR 10/7/05*]. "When Microsoft and BearingPoint do something, it is on a large scale," said Tehranchi. "Over the next 12 months, we are already looking at shipments of software for more than 1,000 units in German-speaking markets."

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

THIS JUST IN, FROM PAGE 1

25 event in San Francisco, being hosted by the **Internet Archive**, which is also participating.

We do know that historically, the Internet Archive has made books available in both PDF and DjVu, as well as TIFF, formats [*see DIR 12/17/04*]. Also, it's worth noting that **Kirtas**, the Rochester-based book-scanner manufacturer, is already working with the Internet Archive on its Canadian Libraries Initiative. In fact, the Archive site contains a video of Kirtas' APT 1200 in action at the **University of Toronto** (http://www.archive.org/details/scanning_robot).

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

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