

# 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 8, 2010

## THIS JUST IN!

### **CAPSYS TEAMS WITH KODAK FOR A/R SOLUTION**

Brower-based capture specialist **CAPSYS** has integrated its software with check processing from **Kodak** to deliver a solution for processing full-page documents associated with payments. CAPSYS has integrated both the SaaS and on-premise versions of its software with the Kodak t6000 Client and Server Transaction software. Users can scan checks and documents in a mixed batch and the images will be sent to different destinations for processing.

The Kodak software handles the checks, and outputs images in the industry standard x9.37 Image Cash Letter (ICL) format, that can be presented to a bank. CAPSYS can pass on the full-page documents to a users' ECM or workflow application. CAPSYS' workflow capabilities facilitate the posting of check and payment information to the customer's line of business systems, ERP or financial systems.

For more information:

<http://www.capsystech.com/>

### **Perceptive announces IDR product**

One year after announcing a joint selling agreement with **Brainware**, Perceptive **Software** has integrated the Ashburn, VA-based IDR vendor's technology into its own-branded capture product. According to a press release, Perceptive's new IntelliCapture software, "integrates Brainware's intelligent data capture capability with a complete ECM solution..., forming a robust document processing system that combines data capture, extraction, validation, routing and approval, as well as archiving and posting into systems such as Lawson, Oracle, and SAP."

**CONTINUED ON PAGE 8**

## Can Capture as a Service Succeed?

### **Tax forms processing SaaS vendor bets on it**

Software-as-a-service (SaaS), open source, vertical market focus—these are all buzzwords for driving future growth in the document imaging market. For a measure of their potential, let's look at a northern MA-based ISV that offers a hosted application for scanning and extracting data from personal tax forms. **Coppanion**, whose CEO attended the recent Harvey Spencer Associates' (HSA) document capture conference, expects to grow its business by at least five times in the next year.

"Annually, there are about 135 million 1040s filed with the IRS," Coppanion CEO Ed Jennings told *DIR*. "About 50 million of those are prepared by the filers themselves, and the rest are prepared professionally. Our target is those 85 million professionally prepared returns. At a rate of \$25-\$30 per return, that's more than a \$2 billion market."

So, what exactly does Coppanion do? Its hosted GruntWorx application captures images and data from the forms needed to file personal tax returns. "Basically, this involves about 40 classes of documents," said Jennings. "This includes W-2s, 1099s, brokerage statements, K1s, receipts for deductions, healthcare forms in certain states, etc."

"Today, most tax preparers manually sort these documents. They then go into their professional tax preparation software (not TurboTax, but software from vendors like **Thomson Reuters** and **CCH**), and key in the appropriate data. The average time it takes for a professional to prepare a return is two to three hours."

GruntWorx is designed to automate the document classification and data entry associated with personal returns. "Using our system, a tax preparer can take a stack of documents delivered by a customer, and hand them to an administrator to scan," said Jennings. "We recommend they capture 300-400 dpi black-and-white duplex images and save them as [Group 4] TIFFs or

PDFs. They log on to our Web site and upload the images to our site. We can also pull images out of DMS systems.”

Once the files enter GruntWorx, they are processed through proprietary document classification, extraction, and workflow technology. “We have pretty much built all our own technology, leveraging the open source Tesseract OCR [which, since 2007, has been made available through **Google**, see *DIR* 4/20/07],” said Jennings. “GruntWorx is not template-based, as there are 10s of thousands of formats for 1099 forms alone. We classify documents based on a combination of image layout and text. We look for things like labels, document structure, and headers.

**“Our centralized learning capabilities are profound. Even if a competitor were to come into the market tomorrow, they’d have to see a lot of forms before they could get their capture performance to the level ours is already at.”**

**— Ed Jennings, CEO, Copanion**

“We also do a lot of sophisticated table extraction, which enables us to capture details off brokerage statements. We then apply business rules, like a common sense test to ensure that the number we’ve extracted and labeled as “adjusted gross income,” for example, isn’t larger than the “gross income” figure, or that the withheld Social Security tax doesn’t surpass the maximum amount.

“Our software runs thousands of validation tests, and if any data still doesn’t meet our confidence levels, it’s sent for human validation. This validation is done in a highly secure, SAS 70 Type II audited environment. Because of IRS requirements, it’s all done in the U.S., and it’s only a small percentage of our data that reaches the human validation stage.”

### **Service-level options**

Copanion offers three levels of its service. “The first is returning all the images as a bookmarked PDF image file,” said Jennings. “Basically, we’ll have the classes of documents listed, organized, and labeled on the left. Users of only this service will then go through and manually key the data into their tax accounting systems.

“We call this ‘Organizer,’ and it can save our customers 5-10 minutes per return. We charge per return, and this service lists for \$5, with a street value of around \$3. When we launched our company three tax seasons ago (we are coming up on our fourth), it was the first service we offered.

“Our customers’ big-time savings start to show up with our ‘Populate’ service. This involves taking the data captured through OCR and our other techniques and using it to

## **Document Imaging Report**

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populate the customer's return information in the tax accounting system. We integrate with some of the major software packages and also offer generic XML output.

"We also return open items lists, which keeps us from getting into the business of determining tax liabilities. This can occur, for example, when a person owns several properties, and it's not clear which form is for their home residence and which are for income properties.

"You also have to remember that tax accounting is a crazy conservative industry, so typically our clients are still double verifying that all the data our software enters in the returns is correct. They would apply this same verification process to manually entered data. The bottom line is that our Populate service can save hours per return. It lists for \$30 per return."

"Our third service is 'Trades.' This basically involves reading the trade details off brokerage statements and flowing them into an Excel spreadsheet designed to calculate capital gains and losses. The spreadsheet makes it very easy to identify and add any missing information and recalculate."

### **Growing the business**

Jennings said that although Copanion charges separately for each level of service, most commonly, customers will purchase all three as a package. "When volume discounts are included, it adds up to our receiving about \$30 per return," he said. "Last year, we processed approximately four million forms, and this year we are targeting six to eight times as

### **EXPLORING THE PRIVATE CLOUD**

One of the presentations at HSA's recent capture conference was on leveraging cloud computing. Basically, Chris Carrier, director, virtualization marketing for **EMC** discussed how users can take advantage of rented CPU power to more effectively run their applications. Carrier described the "private cloud" as the next step in optimizing CPU usage after virtualization.

Copanion CEO Ed Jennings, whose SaaS application sees a major spike in throughput during tax season, described his company as the "poster child" for cloud computing. "Last year, we processed four million forms, 90% of which came during a five-week period," Jennings said. "We've been dabbling with the cloud, but last year, we just didn't think the providers were ready. We couldn't get guarantees on service-level agreements or that no one outside the IRS would have access to monitor our data. But, they are starting to figure things out and it's something we will certainly consider going forward."

many."

By our calculations (at 40 forms per return/\$30 per return), Copanion did approximately \$3 million in business last tax season and expects to surpass the \$10 million mark this season. "In our first year, we signed contracts with 25 of the 100 largest tax processors in the United States," said Jennings. "But the reality is that this is a very fragmented market, with 90% of tax accounting firms having fewer than 10 employees. Most of these firms process about 400 returns a year, which means our average order would be around \$12,000."

Copanion guarantees a 24-hour turnaround time for a return. "But, we typically deliver the images and data within six hours," he said.

Companion does have one large customer, **H&R Block**, for which it offers a three- to five-minute turnaround. "Block typically deals with simpler returns with less than 10 pages, and they are original source documents and not copies," said Jennings. "We have a separate system that we run just for Block."

According to Jennings, Block has 15,000 offices nationwide, with 10,000 owned by the company. He said GruntWorx is being rolled out fairly rapidly.

"We are also seeing rollouts at smaller organizations," he said. "At a partnership firm, for example, we will target the most technically savvy partner, and internally he'll be our champion. At one organization, we started out processing 300 of their 12,000 returns the first year and last year that increased to 3,000. For next year, their mandate is to double that number."

### **Establishing a beachhead**

Copanion was founded five years ago and has raised over \$15 million in venture funding. This includes a \$10.2 million round that was closed a year ago and a \$6 million round in 2007, which is when Jennings joined. For now, the company is focused solely on the tax returns space.

"Our SaaS delivery model is ideal for this market," said Jennings. "It's made up of a lot of smaller organizations that typically don't even have IT directors. To utilize our service, they typically only need an Internet connection, and an MFP or a [workgroup] scanner. We have co-marketing agreements with both **Fujitsu** and **HP**.

"In addition, our centralized learning capabilities are profound. We've built everything ourselves, and we continue to make improvements based on the forms we receive. Even if a competitor were to

come into the market tomorrow, they'd have to see a lot of forms before they could get their capture performance to the level ours is already at."

That's not even mentioning that they would have to learn how to effectively sell capture in an SaaS environment—as Copanion is a pioneer in this area.

Of course, like any technology developer, now that Copanion has chosen its beachhead, it is beginning to look for potential crossover markets and channels as well. "Financial planners are dealing with documents similar to those used for personal taxes, so there might be an opportunity in that market fairly closely related to our domain expertise," said Jennings. "We are also looking for partners who might know markets like healthcare, financial services, or government that can leverage our SaaS recognition platform."

For more information: <http://www.copanion.com/>

## Has SaaS Reached Its Tipping Point?

The SaaS (software as a service) model is certainly more mature in the enterprise content management (ECM) market than the capture space. **Digitech**, a Denver-area ISV, has offered a hosted document and image management solution for 10 years. Digitech's ImageSilo business has continued to grow as acceptance of SaaS has increased.

"ImageSilo has been a big factor in our recent growth," Steve Todd, director of business development for Digitech reseller **Polar Imaging**, told *DIR*. "In 2008, we enjoyed 48% revenue growth and continued to grow in 2009, despite the down economy.

"We are a service bureau that started using Digitech's PaperFlow capture product internally in 2001. We progressed to selling its PaperVision application to our customers and installing it on-site. We started using ImageSilo as a way to demo PaperVision. However, we found that after customers had experience with a SaaS option, they often wanted to stay on it."

Polar, which is based in Ontario, Canada, initially had to work around some Patriot Act regulations related to sending information across the border to be stored in Digitech's servers. "We now have about 15 customers using ImageSilo, including some very big names," said Todd. "Once a few recognized names got on board, there was a domino effect.

"Also, today more people in the market are educated on SaaS. It used to be that we had to explain to everybody what SaaS was and how it could benefit them. Now that there are a lot of other applications being delivered through SaaS, more people are jumping on board."

### Cross-market success

Todd noted that as recently as two years ago, the majority of its service bureau customers received images on CD. "It's been a fairly quick turnaround, especially in markets like healthcare, where users are very conservative," he said. "I have customers that wouldn't even consider SaaS that are now demanding it."

Polar's success with ImageSilo has come across multiple markets. "We have customers in financial services, insurance, automotive services, and even a large fitness organization," he said. "After an initial backfile conversion, we typically receive paper to scan for our customers on a regular schedule—whether it be daily, weekly, or monthly."

Todd said ImageSilo's easy set-up is a big advantage over traditional ECM implementations. "Basically, we can grab a box of records and have them online within 24 hours," he said. "Because an IT department doesn't even really need to be contacted, it makes it much easier for us to get into large organizations. We've also had success growing ImageSilo implementations after starting out small.

"We had one large insurance company that had two users in accounts payable when we provided them with CDs. Since they've moved to ImageSilo, they've expanded across several departments and now have 40-50 users."

Todd concluded that he is starting to see customers expand their use of ImageSilo to include more than

### ASIAN MARKET SOARING

Asia is apparently a hot market for document scanning technology. Last issue, we did a feature on **IBML** increasing its focus in the Asia-Pac region [see *DIR* 9/24/10]. **Kodak** is also enjoying some success there.

"Business is booming in Asia," said Tony Barbeau Kodak's GM for Document Imaging. "It's up about 35-40% year-over-year, and we have a fairly good-sized business there. Some of this has to do with the Asian economy making a fuller recovery from the worldwide recession sooner than the rest of the world. We've also increased our focus on Asia."

imaging. "They are more often utilizing features like e-mail management," he said. "Our customers are a lot more educated than they used to be about managing all sorts of information."

For more information:

<http://www.digitechsystems.com/>;

<http://www.polarimaging.ca/>

## Kodak Pushes Forward With Capture Pro Software

Harvey Spencer recently reported that in 2009, for the first time, **Kodak Document Imaging** had a viable (small, but viable—around 5%) share of the worldwide batch image capture software market. Kodak's emergence in this segment can be credited to the 2008 release and subsequent marketing of its Capture Pro Software product. Capture Pro is the first Kodak Capture application to support other vendors' hardware. Kodak also introduced an innovative pricing model based on scanner speeds. That model was quickly copied by batch capture segment leader Kofax.

Kodak continues to make improvements to Capture Pro and recently made three announcements regarding it. First, it previewed version 3.0, which is due to hit the streets early next year. It also announced a network administration tool for Capture Pro. Finally, Kodak announced a new version of its network scanner designed to run with Capture Pro.

Capture Pro 3.0 features two major improvements. The first is tighter integration with SharePoint. Pro 3.0 will be able to import SharePoint Server library columns (meta data fields) to be used for indexing fields when capturing documents. This feature will work with both SharePoint 2007 and the current 2010 version.

SharePoint 2010, of course, includes the Content Organizer feature we discussed a couple issues ago [see *DIR* 9/3/10], which enables users to automatically route documents to libraries based on their meta data content. "Making it easier to set up indexing fields within Capture Pro certainly makes it more conducive to utilizing the Content Organizer," said Chris Larson, capture software integration manager at Kodak DI.

The other major feature added in Capture Pro 3.0 is Intelligent QC, which can automatically flag images that do not meet quality standards. The software offers a slider bar for making manual

adjustments to sub-standard images.

Also, for image processing, Capture Pro 3.0 includes Kodak's PerfectPage technology. Historically, PerfectPage has been utilized on Kodak scanners for image clean-up and grayscale thresholding. Including it with Capture Pro enables users of non-Kodak scanners to take advantage of this technology.

### **Network management tools**

The new Network Edition is designed to manage distributed deployments of Capture Pro. It enables users to do things like monitor remote workstations for bottlenecks and throughput rates. It also facilitates managing deployments utilizing concurrent licensing.

The Network Edition features a server piece that will list for around \$5,000. The clients are Capture Pro licenses associated with individual scanners. There is also an Output Server Module (which costs extra) that enables users to offload individual processes, such as PDF creation, to separate servers to create a more efficient capture environment.

The Network Edition also enables users to more easily propagate capture profiles to multiple scanners. "Any client workstation that is part of a Network Edition installation can create specific configurations (e.g., job setups, page setups, scanner settings)," said Larson. "Once these configurations are created, they will get propagated to the Capture Pro Server and then within a short period of time (within minutes) can be automatically propagated/deployed to all of the client workstations."

The network edition is currently being designed to work with Capture Pro v2.5 and is also due to be out in January 2011. To us, it seems like a perfect entrée into the emerging managed print/document services market.

### **ScanStation integration**

Kodak also announced the new ScanStation Pro 550 network scanner that runs Capture Pro. "It's targeted at the walk-up transaction capture space," said Will Hebert worldwide portfolio business manager, distributed capture, for Kodak. "This might include distributed capture of documents like patient records, delivery receipts, contracts and agreements, applications, and inventory statements."

The device seems to fall into Harvey Spencer's ad hoc transaction capture segment, for which he predicts explosive growth in the next five years [see *DIR* 8/20/10]. "The 550 features all the data extraction capabilities of Capture Pro," said Hebert.

"This means it can do things like bar code recognition and use extracted data to create a file name. It also features all the back-end connections that Capture Pro offers."

Hebert added that the 550 runs a somewhat limited version of Capture Pro. "There are some things you can't do because of the limits of the device," he said. "We also wanted to keep the interface simple because it's aimed at walk-up users. We haven't included any of our standard network scanner features, like scan-to-e-mail or fax. The 550 is dedicated to Capture Pro."

Currently, the device is not integrated with the Network Edition, but Hebert indicated that is planned for the future. "We plan to utilize the 550 as an introduction to a full capture solution," he said. "The Capture Pro integration will enable users to combine traditional and network scanners in a single capture environment. Initially, we are looking to sell the 550 through our existing Capture Pro channel."

The 550 will be available in early December.

For more information:

[www.kodak.com/go/DIsoftware](http://www.kodak.com/go/DIsoftware)

## U.S.-Based Recognition ISVs Focus on Speed

With recognition software market leaders like **Nuance**, **ABBYY**, **I.R.I.S.**, and **Open Text** Document Technologies doing most of their development in Europe, you might be wondering if there is any development in this area going on in North America—arguably the region with the largest market. Although **CVision** and **NovoDynamics** aren't the biggest names in the industry, recent visits with their respective CEOs ensured me that North American recognition development is alive and well.

CVision, which is based in Queens, NY, recently announced it has been awarded Phase I and Phase II Small Business Innovation Research grants by the **National Science Foundation** (NSF). Meanwhile, Ann Arbor, MI-based NovoDynamics showed me an auto-classification application that can run at 20 pages per second.

"There's not a lot of recognition development being done in the United States," acknowledged Ari Gross, the CEO of CVision. "However, it's important to the NSF to keep the United States competitive in this area. There are recognition projects that come up that are sensitive to the U.S. government, and

the NSF wants to be sure there is a viable development group based in the U.S."

Specifically, CVision received NSF funding to develop its "super-fast" OCR technology. As explained in our May 21, 2010 issue, CVision does not develop its own OCR. Rather, it utilizes its expertise in areas like JBIG2 to make other developers' engines run much faster. "We've utilized our inter- and intra-page font learning to develop 'real-time' recognition," said Gross.

By "real-time," Gross means that CVision's goal is to create searchable PDF files at the rated speeds of hardware devices. "This would give MFP vendors, for example, the ability to output searchable PDFs by default," said Gross.

Super-fast OCR will be included in the upcoming release of CVision's flagship product—PDFCompressor 5.0. When run on a PC or server, PDFCompressor 5.0 can process 10 pages per second per processor, and it has been tested as fast as 40 pages per second in a quad-core processing environment. PDF Compressor can be run within the capture workflows of products from leading vendors like **Kofax** and **EMC Captiva**.

"The challenge with running our technology on MFPs is making the code small enough to run on their processors," said Gross. "Typically, you have only 600-800 mgh of processing power to play with on an MFP. In this environment, we think we can get OCR to run at one to two seconds per page, which would still be real time for most devices."

In addition, PDF Compressor 5.0 includes a "super-accurate" OCR mode. "For this, we use our font learning to improve the accuracy (based on word hits) by 5-10% over leading OCR engines," said Gross. "This can potentially cut a user's keystrokes in half. If they were getting 85% accuracy and keying 15% of their words, we can reduce that to 5-10%."

CVision is already utilizing some of its increased accuracy techniques in its Trapeze forms processing platform. "We've won some large projects in the past year because of the high accuracy rates we can produce," said Gross. "In addition to our technology, having our engineers in the U.S. is an advantage. We can utilize them to improve recognition for a specific project. Not many of our competitors can do that."

For more information: [www.cvisiontech.com](http://www.cvisiontech.com)

### **Novo releases upgraded classification**

NovoDynamics, which has roots in a research lab with expertise in pattern recognition, image analysis

and data mining, got its start in the OCR market through a contract with the U.S. government. "We had a scientist who had written some papers on doing OCR in Arabic languages," said David Rock, president and CEO of NovoDynamics. "The CIA saw them and went to **In-Q-Tel** [an arm of the CIA that makes investments in technology companies] and asked them invest in us."

The investment resulted in NovoDynamics' Verus Arabic OCR engine, which is being used as part of the document exploitation efforts associated with the war in Iraq. "Document exploitation' is an intelligence industry term," said Rock. "It basically means you have no idea of the content of the documents you are dealing with, and you need something very automated to remove noise, separate pages, and extract information."

Novo has since added support for Asian languages into Verus.

During a recent visit to Novo's Ann Arbor's offices, Rock showed me a demo of Coronado 2.0, the company's upgraded auto-classification engine. This version introduces the use of limited OCR to improve accuracy. "The reason our engine is so fast compared to other classification products is that it relies primarily on image analysis, not full-text OCR," said Rock.

NovoDynamics also continues to improve Coronado's user interface. "We want to empower our customers to manage their own data," he said. "We don't want them to have to call in someone each time they add a new document set."

For more information:  
<http://www.novodynamics.com>

## OfficeDrop Offers Freemium Scanning App

Pixily has grown up. It's now called **OfficeDrop** and has adopted a "freemium" business model. It is giving away a scanning application for free and enabling users to purchase premium features such as full-text OCR.

We first featured OfficeDrop two years ago, when we met with co-founder and CEO Prasad Thammineni, who was giving demos at Harvey Spencer Associates (HSA) annual capture conference [see *DIR* 10/24/08]. At the time, he was billing the company as "Netflix for ECM."

For a monthly subscription fee, OfficeDrop sends

its customers envelopes that they fill with paper and send back to the Cambridge, MA-based vendor for scanning and posting on-line. Users can access their full-text searchable images through their accounts on the OfficeDrop Web site, utilizing a proprietary zero-footprint viewer.

While OfficeDrop still offers this service, it has expanded. Earlier this year, it announced ScanDrop, a free desktop scanning application that can be used to upload document images into OfficeDrop. Using ScanDrop cuts monthly subscription fees approximately in half. ScanDrop works with most TWAIN-driven scanners, as well as the Fujitsu ScanSnap series.

ScanDrop can also be used to capture to alternative destinations like GoogleDocs and Evernote, which is where the "freemium" model comes in. "We've started to integrate with other cloud based apps," Thammineni told *DIR* at this year's HSA conference. "There is no charge for using ScanDrop to do simple capture to these destinations. However, if you want to make your images stored in GoogleDocs full-text searchable, you have to run them through OfficeDrop, which means you need a subscription.

"We will add more features to ScanDrop as we go. Some of them we will charge for. Zonal OCR might be one."

Thammineni said there are currently 5,000 ScanDrop and 3,000 OfficeDrop users. "Initially we were marketing mainly to the SOHO market, but we are now primarily targeting the SMB," he said. "To cater to the SMB, we've introduced some new features like multiple-user accounts."

For more information: <http://www.officedrop.com/>

## Some trends in smart phone capture

A number of factors are coming together to make document capture from smart phones a very intriguing market. These include increasing adoption of smart phones, better cameras being installed on the devices, and the increasing number of apps available for platforms like the Android and iPhone. At Harvey Spencer Associates recent capture conference, there was a panel on this topic featuring John Roach, VP engineering and product management at **Mitek Systems**, and Gregory Lipich, CEO of **ABBY** Russia.

Mitek is seeing increasing adoption of its technology for check capture. "The iPhone 3, which features a 2 megapixel camera was the tipping point," said Roach. "Even though it's not a great camera (it doesn't have any auto-focus), it works great for checks. It doesn't work well for business cards, however."

ABBYY is focusing on utilizing OCR to act as a gateway between smart phones and the Web [see *DIR* 5/7/10]. Lipich stressed that mobile phone capture is not designed for batch applications. "It's great for capturing individual transactions like checks and remittances," he said. "Another application might be insurance claims adjustment, where you need to capture a few items, like a registration, license, and insurance card."

Roach added that mobile capture should primarily be considered as an additional on-ramp for an existing capture applications. "It has to be easy to use without making mistakes," he said. "We've found that with our software, by their third check, users can typically get through the capture process without any rejections. The key is keeping the false positives to a minimum while not making the quality control standards too stringent that users lose patience."

"Banks like mobile phone check capture because it not only reduces their costs, it makes their mobile apps more sticky."

For more information:  
<http://www.miteksystems.com/>;  
<http://www.abbyy.com/mobileocr/>

## THIS JUST IN, FROM PAGE 1

### Square 9 expands capture

**Square 9 Softworks**, a document repository vendor that sells primarily through the MFP dealer channel, has introduced a new feature that more tightly integrates its application with Windows. The new FileXchange enables users to capture documents into Square 9's SmartSearch repository in a variety of new ways. These include "with a save command, using 'drag-and-drop,' or when printing."

For more information: <http://www.square-9.com/>

### BANCTEC LANDS BIG DEAL WITH IRS

**BancTec**, recently landed a fairly large deal with the **IRS**. The Dallas-based capture specialist announced that integrator **Northrop Grumman** will be installing 13 of its IntelliScan devices at four corporate tax processing facilities and two test centers. It's a multi-million dollar contract for BancTec that includes maintenance.

No, it's not as big an installation as the 45 IBML scanners that were installed by **Lockheed Martin** for the **U.S. Census Bureau** last year [see *DIR* 2/19/10], but, because of the nature of the IRS' business vs. the Census Bureau's, we're assuming all the installations are permanent, while some of the IBML devices will be back on the market now that the bulk of the 2010 Census capture work is done. It's also probably good for the competitive balance of the market for BancTec to team up with Northrop—which is listed as the number three-sized **U.S. Department of Defense** contractor, behind Lockheed and Boeing.

BancTec was not at liberty to discuss additional details of the deal, other than what is included in the press release:  
<http://www.documentimagingreport.com/index.php?id=1934>

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