November 2, 2007

FCPA SOUPS UP WORKGROUP SPACE

Fujitsu Computer Products of America (**FCPA**) has expanded its line with the introduction of the high-end workgroup fi-6140 and fi-6240 models. The scanners push the envelope of the workgroup space by offering rated speeds of 60 ppm/120 ipm at 200 dpi in bi-tonal and grayscale and 40 ppm/80 ipm at 300 dpi in color. The scanners also feature an improved feeder with "paper protection" that stops scanning faster when a jam is recognized.

The new models come bundled with **Kofax** *VRS Professional 4.1*, with Advanced Clarity for capturing especially challenging documents. List price on the units is $1,995 for the sheet-fed-only 6140 and $2,495 for the 6240, which includes a flatbed. Both scanners are available now.

http://www.fujitsu.com/us/news/pr/fcpa_20071025-01.html
http://www.kofax.com/products/virtualrescan/vrs_user.asp

Canon's High-Volume Play

While FCPA was upping the ante in the workgroup space, **Canon USA** was putting pressure on the high end of the market with the recent announcement of the DR-X10C. It will be the first CMOS-CIS scanner we are aware of that is rated at more than 100 ppm. To help keep the imaging sensors free from dust, the scanner features a new "Wiper-and-Blower" system.

The DR-X10C was announced as offering color scanning at up to 120 ppm/240 ipm. Its data sheet shows rated speeds of 100 ppm/200 ipm at 200 dpi in bi-tonal, grayscale and JPEG-compressed color. The scanner also features advanced image processing, including auto-rotation based on character orientation. It has three ultra-sonic double-feed detection sensors, as well as Canon's patented Staple Detection.

Pearson, Kodak Discuss Partnership Details

Leading imaging and OMR vendors combine forces to create new capture platform

ROCHESTER, NY – **Kodak** and **Pearson Assessments** are nearing the release of the first product based on a partnership announced this summer. The companies are co-developing scanning technology that combines Kodak's document imaging with Pearson's test-scoring technology. The result is innovative, patent-pending scanning technology that can produce full-color document images, while maintaining the high OMR accuracy rates historically only achieved through infrared lighting.

The key is a new method of image-based OMR made possible through automated multi-color dropout, or MCDO. "When we began looking into this project two-and-a-half years ago, it was with the understanding that we wanted to utilize a white light source," said Todd Radtke, director of scanning products for Pearson. "This means we needed to dropout all colors electronically."

Traditionally, in OMR, an infrared bulb is used to dropout all non-carbon colors on a form. This basically means that everything is dropped except for the pencil marks used to fill in the form or any carbon-colored ink that the form creator has utilized. An alternative OMR method involves using a red lamp to drop red colors. This enables users to fill in the forms with ink, but restricts the background colors that can be used.

Kodak had already introduced electronic color dropout into its scanner line, but for Pearson, it was asked to take the technology to the next level. Basically, in order to mimic Pearson's existing OMR processes, the color dropout had to be automated. "We wanted all colors dropped with minimal interaction from end users," said Radtke. "That was the challenge we presented to Kodak."

Kodak's response was to develop MCDO. "Our current multi-color dropout requires that users pick a color from a pallet or create a color through mixing from the

spectrum," said Sue Cardot, director, worldwide OEM business development for Kodak Document Imaging. "With MCDO, the only interaction by the user is to select a pencil or ink OMR mode, or a straight document imaging mode. The MCDO technology has been embedded into the Pearson device, and we have applied for a patent on it."

When an OMR mode is selected, once the colors are dropped, the image proceeds to pass through Pearson's proprietary OMR software. If an image-only mode is selected, the image can be passed on to any TWAIN-driven application. In the initial version of the device, there is no dual-streaming; in other words, a full-color image cannot be produced during a scan for OMR purposes.

"This partnership helps us bring a more versatile product to market," said Radtke. "We are not going after straight imaging applications. However, in situations where a user has OMR requirements and also might have some imaging applications they want to address, we are presenting the option of using a single device.

"For example, test scoring for secondary education is one of our biggest markets. Recently, we have been seeing an increasing number of schools that want to image their student records. Now, instead of having to buy two scanners, we will give them the option of using one Pearson scanner. This makes us relevant in more areas than just testing."

Radtke views turnabout as fair play, as he noted some imaging vendors are attempting to move into the OMR space. "Everybody thinks OMR is easy, because all you are

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KODAK'S NEW OEM FOCUS

The partnership with **Pearson** marks the first significant OEM relationship announced by **Kodak Document Imaging** since Susan Cardot was appointed director, worldwide OEM business development last May. Cardot told *DIR* she is focusing on four types of OEM relationships:

1.) **private label opportunities in new markets:** The Pearson deal is an example. A reseller markets Kodak scanning technology under its own brand in a market not directly competitive with the ones Kodak plays in.

2.) **private label opportunities in current markets:** This is the type of agreement Visioneer currently has with Xerox. These deals could help Kodak expand its reach.

3) **licensing of intellectual property:** This includes Kodak's imaging technology like PerfectPage, its CCD arrays, or some of its scanning electronics. Ideally, this licensing would not be to competitive scanner vendors, but perhaps to MFP vendors who are seeking to improve their scanning.

4) **capture software**: Kodak's *Capture Software* is a batch application that could be applied on other hardware devices or tweaked for a specific market.

For more information: e-mail: susan.cardot@kodak.com

reading is a mark in a bubble," he said. "Yes, anybody can read that type of mark, but how well can they do it? We were recently working with a school district that considered replacing our OMR scanners by utilizing their MFPs and OMR software. They ended up with something like 70% accuracy from the MFP scans. When scoring tests, you need 99%-plus accuracy, and we've worked very hard to achieve that."

Radtke noted that consistency is an important characteristic in test scoring "You can't introduce new technology in the education market as being more accurate than your previous generation," he said. "Then, customers start worrying about creating unequal comparisons with their historical results. With new technology like the device we've developed with Kodak, we will explain that it works equally as well as our legacy products for OMR."

Creating an OMR-friendly feeder
In addition to MCDO, Pearson required a couple other adjustments to Kodak's scanning hardware. Both were related to Kodak's feeder, which is renowned in document imaging applications, but was not designed with OMR in mind.

One adjustment involved finding a new material for the scanner's feed tires. Kodak's scanners utilize what is known as center-feeding, which means the feed tire that grabs paper and pulls it through the scanner is in the center of the device. This design can improve image consistency, but also places the feed tire in direct contact with the pencil marks on OMR forms. Traditional OMR scanners utilize edge-feeding.

In addition to jeopardizing the integrity of the OMR data, Kodak's regular feed tires were losing their effectiveness in early testing. "Graphite is by its nature a lubricant," said Cardot. "We tried several materials, before we finally came up with one that wouldn't pick up the graphite."

In addition, for Pearson, Kodak reduced the spectrum of document thickness levels, or weights, its feeder is designed to handle. "This was kind of counter-intuitive for us," said Cardot. "Traditionally, it's been our goal to create a feeder that can handle as wide a variety of mixed document weights as possible. However, doing that creates more potential for document movement in the feeder. We typically adjust for this with our deskewing technology. However, for Pearson, any document movement can hinder the OMR by causing the bubbles to become misaligned; so we reigned in the spectrum of paper weights the Pearson feeder is designed to handle."

First product out next year
Pearson and Kodak will release their first product

early next year. It will be branded Pearson, and Pearson will handle all sales and service. Pearson will market the product through both its direct and channel sales teams. Pearson Assessments' market is about half education and half commercial. Commercial applications include areas like corporate testing and customer satisfaction surveys. Pearson Assessments is actually the former NCS, which had acquired Nestor's data capture technology, so the company has a full repertoire of OCR/ICR technology as well as OMR.

"We are looking at this as an entirely new market for Kodak," said Cardot. "We have not played in the testing and assessment space before and have very limited penetration into the education market. So, we see this as new revenue opportunity without cannibalizing any existing business."

For more information:
http://www.PearsonAssessments.com;
http://graphics1.kodak.com/global/about_gcg/news/2007/070614.htm

A Look At Current Image-Based OMR Scanners

The **Pearson/Kodak** partnership by no means represents the first foray into imaging technology by OMR vendors. Pearson, in fact, already has a series of image-based scanners, branded as the iNSIGHT models. The key difference between the iNSIGHT and the new Kodak-manufactured scanners is that the iNSIGHTs use infrared and red light and cannot produce color images. **Scantron's** Clarity line of image-based OMR-enabled scanners offers similar output.

Historically, image-based OMR scanning has been useful when capturing test results that contain essays or survey forms with comment fields. Although the images being captured aren't archival quality, because all the color is dropped, the essays or comment content can be imaged and forwarded for reading.

Clarity's increased flexibility
Scantron recently released an upgraded version of the Clarity that is designed to be more tightly integrated with workflows. "With version 2.1, we introduced more flexibility into the Clarity platform," said Emily Deere, the CTO of Scantron's Data Collection business. "You could always get both an image and OMR data out of the device, but now you can choose only to capture snippets of the image, in an area where a comment field might appear for example, and pass that snippet on to a specific workflow. Those snippets can be black-and-

white or grayscale. We've also upgraded our bar code capture."

Scantron is offering a new Clarity toolkit to facilitate third-party integration. "The first integration of this toolkit is with our own *eListen* survey processing application," said Deere. "We have a number of partners in markets like healthcare that we expect to take full advantage of our new tools."

Scantron has considered white-light scanning, but says the Clarity has been a success in the markets where it's targeted. "The Clarity is a forms processing scanner," said Kurt White, product manager for the device. "The number one priority for any image-based scanner in our market is that the OMR is bulletproof, and we've achieved that. We've also opened up some image-based options for our customers, including offering a TWAIN interface for integration with applications to capture data from documents that don't require OMR."

List prices for the Clarity, which is available in simplex and duplex models with various options, range from $3,400-$8,000. "That's about a 10-20% premium over what users would pay for an OMR-only scanner with similar capabilities but no imaging functionality," said White.

Test initiatives drive growth

According to both Scantron and Pearson, the market for OMR remains healthy. "We're seeing increasing competition from technology like computer testing, click-based response systems, and even electronic pen technology," said Todd Radtke, director of scanning products for Pearson Assessments. "However, initiatives like No Child Left Behind and state-mandated testing programs have increased the size of the testing market 30-40%. As a result, the OMR market is actually growing."

According to Deere, sales of the Clarity continue to increase, and Scantron's sales of forms, which still drive significant amount of revenue in the OMR market, remain strong. "I look at it this way—almost everybody in the data capture market has a click charge," she told *DIR*. "Our click charge is the price of the forms."

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

For NSi, Success Lies In Diversification

Notable Solutions, Inc. (NSi) continues to diversify its business and now counts **Xerox** as its number one reseller. The capture software developer has also recently seen its software shipped with several hundred **Kodak** ScanStation 100 network scanners and is rapidly growing its business with **Ricoh**. Finally, this month NSi will begin shipping its QuickCapture Touch appliance, which is designed to give users an improved interface option.

NSi originally came to prominence as the developer of the **HP** *AutoStore* capture application for the groundbreaking Digital Sender network scanner. Since its exclusive agreement with HP expired in 2003, the Rockville, MD-based ISV has been busy allying itself with multiple players in the MFP space, including signing OEM agreements with Xerox, **IKON**, **Kyocera Mita**, and **Kodak**.

"We are still working with HP, and they have been a great partner for us over the years," said Ali Tehranchi, president and founder of NSi. "They helped pioneer the network scanning market. Our work with them taught us a lot about how people want to deploy distributed capture solutions. But, HP now accounts for less than 10% of our business."

According to Tehranchi, NSi actually turned down an opportunity to become an HP Platinum partner, a status that has been awarded recently to both **Kofax** and **Omtool**. "We have an established channel for *AutoStore*, and we did not feel it would be good to give an 800-pound gorilla like HP the advantages they wanted in order for us to become a Platinum partner," said Tehranchi. "HP is still a reseller of *AutoStore*, but they are no longer an OEM partner, as we've now established our own branding around the *AutoStore* name."

Attacking Canon

Xerox markets *AutoStore* under the *Freeflow Smart Document Travel* name and recently won a 400-device deal with the **Massachusetts Executive Office of Health and Human Services**. "Xerox was up against **Canon** for the contract, and Canon's inability to offer *AutoStore* was a major reason they lost," said Tehranchi. "One factor was that the scanning solution Canon was offering cost $4,000 per device, while the Xerox scanning solution, based on our technology, was $600 per device. There were other factors involving integration with an **Oracle** database and our ability to capture electronic files as well as paper.

"In the copier/MFP world, everybody is looking for a killer app to differentiate themselves. Our partners can leverage our technology against Canon USA. Another big win we had was being named the exclusive scanning software provider for the

Navy/Marine Corps Intranet, which is the largest intranet in the world. It's connected to more than 30,000 devices, and all scanning devices on the network must be *AutoStore* certified. This means Canon is shut out."

eCopy, of course, is Canon USA's long-time scanning partner, and while NSi has been able to forge a partnership with Canon Europe, it has been rebuffed in its North American efforts.

An eCopy alternative

The QuickCapture Touch appliance is part of NSi's effort to compete even more directly with eCopy. Originally introduced at AIIM 2007, the device is positioned against eCopy's ScanStation touchscreen appliance, except that it runs *AutoStore* instead of *ShareScan*.

Ali Tehranchi, CEO, Notable Solutions, Inc.

"You can basically put our appliance next to any device with scanning capabilities, and you have a network scanner," Tehranchi said. "This opens a new market for us. Historically, we have focused on embedding our software to be interfaced through the touch panels on MFPs. There are six brands we work with in that manner and that market is growing, but there is still a demand for this kiosk-type functionality—especially in a copier channel that understands hardware sales better than software.

"QuickCapture Touch will also improve our integration with Canon devices, as we can connect it through Canon's network TWAIN protocols. We actually received 250 orders after the AIIM show, but weren't ready to ship." A full version of *AutoStore* running on a QuickCapture Touch appliance lists for $4,300.

The opportunity for network scanners

QuickCapture Touch gives NSi customers another option when it comes to scanning from MFPs, but recently, we've heard a groundswell of demand for a single capture interface that can run across both MFPs and dedicated scanners. Tehranchi said that network scanners, such as the Kodak ScanStation, are proving ideal for such implementations.

"One challenge we're seeing in MFP scanning environments, is that, as volumes increase, it makes devices less available for printing and copying. This is where the ScanStation is so awesome. It's a $3,000 piece of hardware that gives you quality dedicated scanning, and for $600 you can add an *AutoStore* client that will transition your MFP

scanning seamlessly to the ScanStation.

"We are having a lot of success with Kodak, as we educate the market about the ScanStation. There are still a lot of people who don't realize there are network scanning alternatives to the Digital Sender."

Hot growth areas

Overall, Tehranchi said NSi is growing 30-35% quarterly compared to the previous year, with Europe representing the fastest growing geography. In terms of applications, he said interest in forms and invoice processing has been gaining momentum. "We have a very broad channel compared to some of the vendors that focus only on that space," he told *DIR*. "While our resellers might not understand all the details of a forms implementation, if we can at least educate them to spot opportunities, our team can follow-up and do the rest.

"In fact, we recently replaced a leading capture ISV at a large European financial institution that liked the ROI related to implementing forms recognition and invoice capture through its MFPs. As they expand outside of Europe, they will be expanding their deployment of *AutoStore* as well."

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

E-Discovery Old Hat For ZyLab

E-Discovery is one of the latest buzzwords in the document management industry. According to Dr. Johannes Scholtes, president and CEO of **ZyLab**, it's really just a new name for a type of implementation his company has been doing for several years. What Scholtes is seeing is an evolution of e-discovery from an incident-driven market to one more tightly integrated with knowledge management.

"What's known today as e-discovery used to be called investigation," said Scholtes. "We've been doing it for years. In fact, O.J. Simpson's defense team used our technology back in the mid-1990s; so did the **FBI** for the Enron case. The FBI was actually one of our first customers; going back to 1983. The FBI helped fund development of our search tools when PCs were being introduced.

"Historically, we've always had two major customer sets—law enforcement and law firms. Now, we're starting to see commercial organizations do their own investigations. In many cases, they're hiring ex-law enforcement personnel who have experience with ZyLab.

"This has been great for expanding our market,

because there are only a limited number of law enforcement agencies. Also, we've found that, because lawyers typically charge by the hour, they aren't necessarily motivated to install technology that will make the investigation process more efficient."

Cutting discovery costs in half

According to figures Scholtes has compiled, the document production and collection portion of an investigation accounts for 30% of the cost. "The remaining 70% is related to the review of documents, which has to be performed by attorneys," said Scholtes. "Our software can reduce the production and collection costs by 90% through automated searches for key words and other identifiers to determine which documents are relevant and also converting paper and e-mail to TIFFs that can be uploaded into case management systems. This conversion step alone can cost several hundred dollars per GB if you use a service bureau.

"In addition, because our search is so advanced, we can typically reduce the number of documents that need to be reviewed. This can reduce the cost of a review by up to 50%. We advertise that we can reduce the overall cost of an investigation by more than 50%."

Evolving from tactical to strategic

As companies bring their investigations in-house, Scholtes said it leads to their leveraging content management for other purposes. "Initially, people bought our software for incident handling," he said. "They had a trial they had to prepare for, so they'd install our software to help them with the discovery. Often, their decision to buy would come after they'd already been hit a few times with document prep costs and decided it would be less expensive to move some of this work in-house. It doesn't take too many cases to pay for a $50,000-$100,000 e-discovery system.

"The next step, for companies in high-risk industries or that find themselves being sued a lot, is to start running our investigative tools as a preventative measure. In other words, these customers monitor their data to stop incidents before they occur.

"Of course, I've given you two fear-driven reasons for buying. The fact is, once you've captured all this information, you can start applying knowledge management to it for more positive purposes. For example, a customer may install a system in HR to guard against sexual discrimination suits. They can leverage that same knowledge base for something like searching the resumes of their current employees to fill openings. We have a legal services customer that has more than 60,000 contracts online that it can leverage when it needs to come up with content for new contracts."

We noted that, while most ECM vendors are currently looking to build out their e-discovery capabilities, ZyLab seems to be going the other way. "Anything to do with searching and locating information is our focus," said Scholtes. "We started with imaged paper records, which are still important, but we now also search tremendous amounts of e-mail."

Optimized for e-discovery

When it comes to search, **Google** is the renowned heavyweight. However, Scholtes notes Google's technology would never play in the e-discovery market. "Google's search application is based on giving users the best hits for a search term, not *all* the hits," he told *DIR*. "For example, if you're doing searches on topics like 'terrorism' and 'fraud,' often times the most important documents are going to show up very low on a Google hit list, because the people authoring the documents are trying to hide their intent.

Johannes Scholtes, president and CEO, ZyLab.

"Our software is built to find all the relevant documents in a search, because one document could make or break a case. You don't want to miss the smoking gun. However, when applying search for e-discovery, you walk a fine line between finding too much and finding only what is relevant. If you return too broad of a list, it can greatly increase your review costs."

Scholtes noted that Google also bogs down when searching longer documents. "Often, lawyers will scan a whole file cabinet at once, because it's faster to sort through the images after they've been captured than to prep them before. In the Enron case, they captured a whole room full of paper as one document."

Partnering with a heavyweight

ZyLab's strength with long documents came into play during a recent installation with the U.S. **National Agricultural Library** (**NAL**)**,** where ZyLab actually ended up partnering with Google. ZyLab helped NAL create a digital repository (NALDR) of **USDA** publications that date back as far as 1864. "The documents are very long and graphic, which can create 200-300 MB files," said Scholtes. "In addition to applying our search technology to the text of these documents, we have done work to

help the images display more efficiently."

Initially, users could only access the NALDR through the NAL Web site (http://naldr.nal.usda.gov/). "The publications include some very interesting information and tips on how to do things like fight bugs or maximize crop yields," said Scholtes. "A lot of the material pre-dates the use of biotechnology and chemicals. The NAL is finding interest from third-world countries that don't have the farming resources the U.S. does, as well as the rising tide of organic farmers within the U.S.

"The NAL was concerned that, by not having these publications accessible through searches run by consumer engines like Google, Yahoo!, and MSN, they were not reaching everyone they could. So, we contacted Google and asked if they could help us rectify this. It turns out they utilize a technique developed by the WorldWide Web Consortium, involving something called a 'Sitemap.'"

Google gathers information through a Web crawler that accesses URLs. "We created a URL for each image in the NALDR, and when the crawler hits the URLs, we give it back the OCR'd text from the file. Most of our programming work involved ensuring the Google crawler interacts properly with our URLs. For example, we don't want it to view our files as search spam.

"This feature is now an option we can offer to other customers in areas like government or newspaper publishing. We are planning to do similar integration with the Yahoo! and MSN engines."

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

PARC Discusses Advanced Redaction

Xerox's fabled **Palo Alto Research Center** (PARC) has introduced technology that promises to take auto-redaction to the next level. Combining PARC's work in several areas, including security and natural language recognition, PARC's "Intelligent Redaction" is designed to automate redaction processes in a variety of markets, including e-discovery and freedom-of-information applications. It combines elements of both knowledge management and document capture.

"The automated redaction technology that we've seen to date basically looks for a well defined expression, such as a name or a Social Security or bank account number," said Jessica Staddon, area manager of security and privacy at PARC. "Our technology can go after more subtle breeches of privacy.

"We did a number of interviews to help us understand the issues around protecting sensitive data. For example, we talked to folks in the healthcare market who need to redact certain things from medical records to comply with HIPAA and other privacy regulations. In particular, one group was dealing with patient records being subpoenaed. They needed to redact any reference to HIV, mental health conditions, and drug and alcohol use. This goes way beyond the challenge of looking for Social Security numbers.

"One way to approach this situation is to develop a list of key words related to those topics. To do that, you can train our application using an authoritative source, such as a book on HIV. From that source, you can extract key words and then test them against a corpus like the Worldwide Web."

Staddon said applying natural language technology would be the next step. "Our work in that area is not as far along, but it involves establishing relationships between terms, based on parsing sentences and parts of speech," said Staddon. "For example, our technology could determine that John Doe works at IBM based on how the terms are used."

More than search and destroy

Once Intelligent Redaction has determined what needs to be removed from a document, additional PARC technology is applied. "We've had requests for flexible redaction, meaning that some information would be redacted only when viewed by certain people," said Staddon. "For example, we had a mortgage company that asked if we could set it up so Social Security numbers on loan forms could only be seen by those that need to see them.

"We also realize that any successful redaction product requires a good user interface. We know there is no hope for a completely automated tool and that humans have to be in the loop. It's our aim to make it as easy as possible to evaluate redacted documents."

According to Staddon, PARC is developing the technology to be applicable in multiple vertical markets. "This would represent a new area of business for Xerox," she said. "We expect to have software in production in two to five years."

For more information:
http://www.parc.com/about/pressroom/news/2007-10-15-redaction.html

Daybreak Announces IBM Partnership

Software developer **Daybreak ICS** recently announced that it is developing integration for its *eCapture* distributed capture platform with a pair of **IBM** ECM products—IBM *Content Manager* and FileNet *P8*. The announcement was made at IBM's Information On Demand event held last month in Las Vegas. "We recently executed a partner agreement with IBM and are committed to having the integration to both platforms completed by the end of the year," said Rusty James, VP of worldwide sales and marketing for Daybreak. "We are forecasting general availability in Q1 of 2008."

Daybreak first appeared in the pages of *DIR* for the OneTouch integration it created with Documentum's *eRoom* collaboration software [*see DIR 11/4/05*]. This summer, Daybreak unveiled its *eCapture* platform, designed for integration with ECM applications [*see DIR 7/20/07*]. *eCapture for Documentum* was recently released for beta testing.

"We've been a long-time Documentum partner, so it made sense to go to market first with them," said James. "We are now extending our support to other vendors, with IBM and FileNet up next."

According to James, *eCapture* will continue to differentiate itself by leveraging the ease-of-use features associated with newer scanning hardware. "For example, the bulk of the new **Kodak** and **Fujitsu** models have buttons that can be programmed to enable users to select a destination and launch a scan," he said. "Our application takes it from there and can capture the meta data and route the documents to the appropriate end destination or site."

In addition to Kodak and FCPA (Fujitsu Computer Products of America), James said Daybreak is in discussions with some MFP vendors about integrating with their hardware. "I want to stress again that we don't compete with batch scanning applications from vendors like **Kofax** or **Captiva**, or even FileNet," he said. "We are more similar to someone like **NSi**."

James added that eCapture's "launch pad" is fairly unique. "It can act as a single interface to multiple ECM systems," he explained. "Images are captured into a queue, from which they can be sent via the same interface to multiple different repositories."

Another thing that makes Daybreak somewhat unique is its pricing model, which is based on concurrent licensing.

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

CANON, FROM PAGE 1

Canon is estimating the list price of the DR-X10C to be $18,000, which is about 30% lower than Fujitsu's competitive fi-5900C model, which was introduced last year. The Fujitsu model is appreciably lower-priced than competitive models from long-time high-volume segment leaders **Kodak** and **BBH Scanners**. The DR-X10C is scheduled to ship in early 2008.

For more information: http://www.usa.canon.com/

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