Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

November 4, 2011

KOFAX, KODAK STRUGGLE IN RECENT QUARTER

Yesterday's financial news related to the document imaging industry was tumultuous at best. Very early (at 7 a.m. GMT), we had **Kofax**, which was coming off a weak fiscal Q4 for 2011, follow up with the announcement of a fairly weak Q1 for its fiscal 2012. This included a 7% decline in applications software license revenue. Overall, Kofax reported 7% growth in revenue to $58.5 million for the quarter, but only a 1% increase measured in "organic constant currency."

That said, Kofax remained profitable with an 8% margin (albeit about half of what its margin was in Q1 2011) and has increased its amount of cash in the bank over the past year by approximately 52% to $92.5 million. That includes proceeds from the sale of Kofax's hardware distribution business earlier this year, which netted approximately $20 million [*see DIR 1/21/11*].

Kodak, which reported its third-quarter 2011 [same time period—ended Sept. 30] results mid-morning yesterday actually has considerably more cash in the bank than Kofax—$862 million, but apparently that may not be enough for the Rochester-based imaging giant. For the quarter, Kodak reported $1,462 billion in revenue, which represented a 17% gross drop from Q3 2010, but only a 5% drop when excluding a one-time exceptional payment Kodak received last year. Either way, this revenue total generated a $222 million loss for Kodak.

Along with its financial report, Kodak made a filing with the SEC that indicated, "The company's ability to continue its operations... within the next 12 months is dependent upon

Scanner Vendors Embrace Solutions Approach

There certainly has been a lot of scanning news in the past month. While the traditional measurements of scanner quality, like speeds, feeds, and image quality, continue to improve, we are also hearing a lot more talk than ever about scanner vendors addressing solutions. **Fujitsu**, for example, is marketing its network scanner as a key piece of a platform for integrating unstructured records with healthcare databases. And top executives at **Kodak** recently discussed how they are leveraging their worldwide strength in professional services to wrap together a unique combination of capture, workflow, and output technology into bundled solutions.

That's not to say the traditional document scanner market isn't healthy. According to market analyst Susan Moyse, who recently completed her annual *Document Scanner Forecast and Analysis*, in terms of units sold, the document scanner market grew 14% in North America in 2010. This drove a 7% growth in revenue.

However, even as Moyse is projecting a five-year compound annual growth rate (CAGR) of approximately 11%, she has observed that, more than ever, scanner vendors are taking a "solutions approach." "Scanner vendors are constantly trying to find ways to make their products more usable," Moyse told *DIR*. "The best example of success may be the Fujitsu ScanSnap [a lower-end desktop and mobile model that includes scanning to **Adobe** PDF among other features]. The ScanSnap is a boxed, simple solution for converting paper to an electronic format. It's a beautiful thing because of that.

"There are a lot of solutions that scanner vendors want to provide beyond just creating images. They are trying to figure out scenarios right now. They are working with application vendors and channel partners. They need to get their partners to make this leap with them."

FCPA, ISV partner address EMR standard

It seems Fujitsu Computer Products of America (FCPA)

has found a partner to take that leap. Along with ISV **Osmosyz**, FCPA recently announced a solution that combines Osmosyz' Inofile software with Fujitsu's ScanSnap fi-6010N network scanner. The solution enables healthcare providers to add specific meta data to unstructured documents like patient encounter forms. The meta data is related to an "Unstructured Document" standard that has been developed by an organization known as the **Health Story Project**.

"The Health Story Project is a non-profit organization whose sole purpose is to enable a patient narrative to be viewed and shared," said Peter Bedell, business development manager for FCPA's Imaging Products Group (IPG). "The consortium includes a combination of technology vendors, integrators, consultants, and healthcare providers. The Health Story Project was started three years ago. It works under the guidelines established on an international level by **HL7**—an organization focused on creating healthcare information interoperability standards.

"The Health Story Project was basically founded to determine how HL7 standards could be leveraged within the healthcare reform being undertaken in the United States. FCPA got involved because, as a leader in document imaging, we've identified the need for standards within document management to improve efficiency, as well as patient care."

The fruits of the Health Story Project's labor include the introduction of an "Unstructured Document" standard, based on the HL7 Clinical Document Architecture (CDA). The standard was published last year. It's designed to address an estimated 60% of medical records, including important material like patient encounter forms.

"There is a lot of information about patient treatment in those types of documents," said Mark Lewis, director of marketing for FCPA, IPG. "A patient encounter form may include information like 'a patient is suffering stress at home that could be contributing to his hypertension.' Without the CDA standard, there is really no way to catalogue that type of data in a standardized way that can be shared across EMR (electronic medical record) systems."

The CDA Unstructured Document Format includes a set of 29 meta data fields stored in an XML format. Meta data includes information like patient and provider identification, the location of the facility where a patient was seen, and the date and time of an encounter, as well as information related to the person capturing and formatting a record.

"The XML file can be expanded to include additional information, but the initial 29 required fields don't include any specific diagnostic information," explained Lewis. "However, the fields can be used to indicate that there is further diagnostic information within the body of a document."

Federal government to mandate adoption

According to Lewis, the **Office of the National Coordinator for Health Information Technology** (which is part of the **U.S. Department of Health and Human Services**) has identified compliance with the CDA Unstructured Document standard as a key element for healthcare providers for meeting the second stage of meaningful use requirements related to EMR, which are due to be announced early next year.

The first set of meaningful use requirements were published last summer [*see DIR* 7/16/10]. "Healthcare providers were required to meet that first set if they wanted to receive the reimbursements promised in the federal stimulus package," said Lewis. "We expect the second set of requirements to be announced next February—with adoption required by providers by 2014.

"The details are still being determined, but the ONC has confirmed that the CDA Unstructured Document standard will definitely be in there."

This is especially exciting for FCPA, because it feels its partnership with Osmosyz has given it a head start on the market for compliance with the new standard. "The standard is public information, and when it was being created, everybody had a chance to contribute to it and comment on it," said Lewis. "We fully expect some of our competitors will try and duplicate what we've developed, but we've been working on this for several years. By the time they come out with their solutions, we will be on our second-generation technology. We've also made our solution very affordable at approximately $5,000 per device, including the Osmosyz software."

A gateway to compliance

So, what do users get for their $5,000 investment? Well, they receive a Fujitsu fi-6010N—a 25 ppm duplex color network scanner, which lists for $2,995, and can be purchased through FCPA's standard distribution partners. The Osmosyz software has to be purchased separately, but it is also being made available through OEM arrangements with EMR vendors. From our standpoint, what makes the solution especially intriguing is that it can be used to capture and format paper documents as images, as well as electronically generated records. "In this solution, the device is being used for secure messaging, as well as scanning," said Lewis.

The paper capture application is fairly obvious. "A nurse on a hospital floor could be creating forms related to several patients she is checking on," said Lewis. "She would go to the network scanner and drop the papers in the ADF. The software

application would be pre-loaded with information about the date, location, and time, as well as, through her log-in information, the nurse doing the scanning. It could also be pre-loaded with a list of patients currently on the floor."

Basically, the goal is to fill in the 29 meta data fields required by the CDA Unstructured Document standard with as little interaction from the nurse as possible. According to Lewis, for electronically generated documents, the XML data will typically need to be entered only when records are being shared with other providers or submitted to a shared database of healthcare records. "Electronically generated documents are typically generated within an EMR system, and, as long as they remain internal, there isn't too much problem sharing them," he said.

"However, let's say I'm traveling, I become ill, and the provider I'm seeing needs my records from the last six months. Say my home provider has a Cerner system and the doctor I'm seeing has McKesson. To share documents with the remote provider, my home office would first have to put them in the CDA format.

"To accomplish this, the electronic documents could be sent to a queue that could be accessed through the touchscreen on the Fujitsu network scanner running the Osmosyz software. The software would then automatically add as much of the XML data as it could with an operator manually filling in the rest utilizing the keyboard and touchscreen on the scanner. My home healthcare provider could send the CDA formatted documents in a variety of ways—using the fax, e-mail, or cloud uploading capabilities of the scanner."

Lewis described the network scanner as acting like an "iPad that eats paper." "We recognize that, in the future, as EMR systems become more widely adopted, there will be less paper records to deal with," he said. "That said, today we think the majority of patient records are still created on paper, and we suspect there will always be a need for document imaging in this application. But, we will continue to innovate, as it's our goal to provide the technology that best meets the needs of the healthcare industry.

"This solution is designed to fill a gap that we saw in the market. There was a need to take unstructured healthcare records and format them to meet a standard. We've had the technology available for awhile and **Aprima**, a partner of ours that develops EMR software, has already incorporated the Osmosyz software as an OEM offering. We felt the right time to publicize our offering was following the ONC's announcement

that it would be including the CDA Unstructured Document standard as part of its next set of requirements for EMR meaningful use."

For more information:
http://tinyurl.com/FCPAOsmosyz

Moyse projects hardware growth

It's solutions such as the Fujitsu-Osmosyz application that have Moyse predicting some significant growth in sales of network scanners over the next five years. "As a category, I have network scanners growing at a 35% CAGR," she said. "Last year, there were less than 20,000 shipped [out of more than 600,000 total document scanners in North America], so we're starting from a relatively small base.

"Network scanner unit sales grew only slightly in 2010, after having shrunk by 5% in 2009. However, I like a lot of the new products being introduced in this segment. They are second- and third-generation devices, and I think the scanner vendors are finally learning the ropes. Each new product release and continued efforts at integrating with software products are steps in the right direction."

One interesting note about Moyse's 2010 numbers is that the segment for personal scanners (rated at 9-15 ppm and priced below $750) shrunk by "a couple percentage points after seeing some strong growth in recent years. "Pretty much every other segment, aside from high-volume production, grew," Moyse told *DIR*. "I see that trend continuing, which reflects my belief that document scanners are going to come into play more in the general office market in the future."

Moyse noted that while the top end of the market (scanners with a list price $30,000 and higher) is declining, it's something most vendors have adjusted for. "You're already seeing many vendors on the high-end take a more solutions-oriented approach," she said. "They are offering more business-process oriented options, as well as outsourcing services. They are leveraging their expertise around scanning and capture to help customers solve business problems. They are not just selling $200,000 worth of hardware."

Moyse added that the shift toward decentralized scanning, as well as improving mid-volume production products, have contributed to the decline in higher-volume sales. "Basically, if all you need is standard document scanning, and you don't require any of the specialized processing that some of the really high-end scanners offer, many of the mid-volume production models now offer speeds that were previously only available at the very high-

North American Scanner Unit Sales Growth
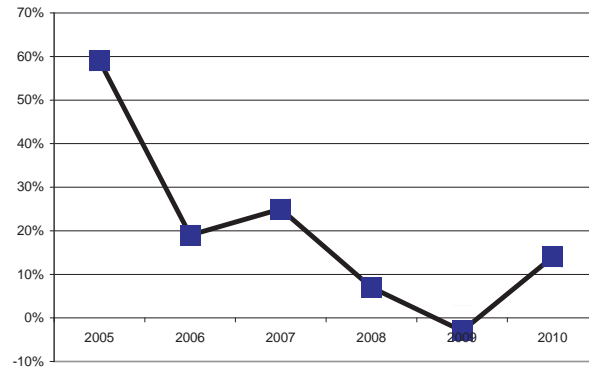
After showing a decline for the first time in 2009, document scanner sales bounced back strongly in 2010. Market analyst Susan Moyse has projected a double-digit CAGR for the next five years.

end. So, as some users update their hardware, they are deploying mid-volume production units where formerly they had utilized more expensive scanners.

"The price point in the scanner market continues to drop slightly and users are getting more bang for their buck than ever. The price/performance ratio in our industry in general is stellar."

It's Moyse's view that as the technology improves and the worldwide economy remains sluggish, scanner adoption will continue to grow. "The main difference between 2009, [when unit sales fell for the first time since Moyse has been tracking them, *see DIR 8/6/10*] and 2010 was the improvement in the economy," Moyse said. "However, scanner vendors continue to worry about the economy.

"That said, related to the current high unemployment rates, businesses are being forced to do more with less. They can't hire more bodies, so they need to improve efficiencies to handle growth. That's a market where document scanning can definitely shine."

Moyse added that while sales in the U.S. market have rebounded strongly, sales in the Latin American and Asia-Pacific geographies were especially strong 2010. "Worldwide, I reported 1.45 million units shipped, which represented growth of 27%," she said. "North American sales represent only 42% of that total, which is down from 47% in 2009."

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

Kodak enjoying worldwide success

Kodak, which is one of the worldwide leaders in the sales of document scanners, is certainly seeing accelerated growth outside of North America. "We

are having a strong year overall in 2011," said Tony Barbeau, general manager of Kodak Document Imaging. "We've seen good growth in our scanner and software businesses. Our year-to-date revenue is up more than 20% compared to 2010.

"In Asia-Pac and Latin America, our growth rates have been even higher. In Latin America, we grew almost 100% through the first half of the year. We've seen a lot of traction and opportunities in countries like Mexico, Brazil, and Argentina. In Mexico, for example, there was a presidential election that created some activity.

"Historically, in Latin America, we've primarily had success in the financial services market. Now, we're starting to see traction in markets like legal services and general accounting and finance. Those markets are more mature in North America but relatively new in those regions.

"In China, Kodak made heavy investments early on, and we've established some strong relationships with the national banks. We are now starting to move into the larger regional banks—which are still very large by U.S. standards."

Dolores Kruchten, a VP for Kodak and general manager of Business Solutions and Services, added that the healthy GDP growth in BRIC countries like Brazil and China is helping drive increased sales. "We look at our partner network and potential customers and try to figure out the best strategy for going to market in each country," she stressed. "In Argentina, for example, we have a partner that has a very strong government relationship, so we let them take the lead in government sales, and we provide services.

"In Mexico, we recently sold a large solution where we were the lead but were actually selling book scanners manufactured by one of our partners. In Asia, we have a healthy services business that provides a combination of outsourcing and professional services to our partners. There are some cases where we take the lead, and others where our partners take the lead."

"In the United States, we have a very healthy and mature reseller channel that can provide most of their own services. But, there's not that same level of sophistication around the world."

SharePoint a big push

Basically, Kodak offers a full line of document scanning hardware, which is being complemented by a growing software portfolio. And, if the market dictates, Kodak can bring to bear professional services in both conversion services and installation of ECM systems. "We continue to invest in our scanner technology," stressed Barbeau. "Over the past few years, we've put well over $50 million into our production scanning program, and this has resulted in some significant and award-winning new product releases. We certainly haven't lost our focus on hardware.

"That said, we continue to strengthen our software business, both by increasing our number of ISV partners and through our own development. Going forward, you will see a lot more discussion about our software direction. One of our goals is to become a significant player in the SharePoint capture space.

Dolores Kruchten, General Manager of Business Solutions and Services, VP, Kodak

"We believe SharePoint is going to be a major ECM play, both in the SMB and the enterprise spaces. Right now, the feeling I had at the recent **Microsoft** SharePoint Conference is that it is being used by a lot of people who are not really interested in document imaging and management. However, as the SharePoint market continues to mature, we expect to see more interest.

"With the combination of our Capture Pro software, which is tightly integrated with SharePoint, as well as our [SharePoint specific capture and viewing] products [*see DIR 5/20/11*], and the Smart Touch technology on our scanners, we think we have an entire platform of products that can work with SharePoint."

Kodak is still exploring sales channels to execute its SharePoint strategy. "We have to change our channels to fit the market for the software we are selling," said Barbeau. "We recently made our SharePoint-specific products available through our traditional Document Imaging distribution channels. There is an advantage of hardware sales creating some software pull through.

"However, we have also been working with newer partners. We're trying to determine the best ways to provide customers with the professional services they need to successfully work with all our products. It's hard in this case to have one model that fits all."

Embracing a services mentality

In addition to targeting SharePoint as a back-end infrastructure play, Kodak has its own technology in areas like workflow and printing that it is positioning as part of an "information management" strategy. "You can take Capture Pro and put in on the front-

end of a system, and we have printing technology that can handle output. In the middle, we have some asset management that can be complementary to document management. And we have workflow that can be used to tie everything together.

"Our professional services serve as the wrapper we can put around all this. Based on conditions in the market, we will offer different services in different regions. It makes sense for us to take a very modular approach."

Kruchten said Kodak is not targeting the management print service (MPS) space. "Basically, we focus on hardware, software, and services and try and determine which components best complement our partners' offerings," she said. "You can clearly see that we are changing our mentality to be more of that of a services company. That's not to say we're not in the hardware business, but our mix of offerings is certainly evolving.

"A couple years ago, I remember going into a meeting with the CIO at a large bank that had purchased 160 high-volume scanners from us. He shared with me that it took them 10 years to figure out what they were doing with those scanners. I never want something like that to happen again."

For more information:
http://graphics.kodak.com/DocImaging/US/en/index.htm

Accusoft Pegasus Acquires Zero-Footprint Viewer ISV

Imaging tools specialist **Accusoft Pegasus** recently acquired browser-based viewing ISV **Adeptol**. Adeptol's "zero-footprint" technology can handle more than 300 document formats and is available in multiple flavors, including a SaaS-based offering. Accusoft Pegasus President Jack Berlin described the acquisition as a decision to buy rather than build.

"We all know what is happening with ActiveX and the same thing might happen to Java," Berlin told *DIR*. "As part of our vision statement, we had included plans to build a clientless, Ajax-based viewer. It was part of our three-year plan.

"We were getting ready to ramp up our staff and develop the technology on our own, when it was pointed out that Adeptol was already doing something similar. I got in touch with Prateek Kathpal, Adeptol's founder and CEO, and after our first conversation, I thought there was no way we were going to get a deal done. However, after about 12 weeks of intense negotiations, we were able to

come to terms."

A former product marketing lead at **EMC**, Kathpal founded Adeptol in 2008, with its first product hitting the streets the next year. When *DIR* first caught up with Kathpal last year, Adeptol was touting close to 200 customers. At the time, it was in negotiations with "major ISVs" considering embedding its viewer in their technology [*see DIR 2/5/10*].

Since then, Adeptol has developed integration with leading ECM platforms Documentum and SharePoint. "Adeptol has seen a lot of success in the SharePoint space, thanks to a very attractive pricing model to accommodate hundreds of users," said Berlin.

Adeptol has also introduced an HTML 5 client to complement its Flash technology. This enables its viewer to run on **Apple** devices.

In addition to document viewing, the Adeptol technology offers features like commenting and mark-up, watermarking, and PDF conversion. OCR, bar code recognition, and digital signature features are also under development. "This type of technology will enable us to transition to emphasizing content over imaging, as we can now work with electronically generated documents like Office and CAD files," said Berlin.

Jack Berlin, president, Accusoft Pegasus

Accusoft Pegasus plans to continue to offer Java- and ActiveX-based viewers. "It's our feeling that we want to offer as many solutions as possible because one size does not fit all," Berlin said. "We will likely re-name the Adeptol product as we try to bring all our viewers together under a single brand."

Kathpal, who is based in northern California, and his development team will remain with Accusoft Pegasus. "Prateek has a vision that he wants to see through," said Berlin. "Also, our size should help the Adeptol technology get into some larger customers. Larger organizations are often hesitant about dealing with companies with under 10 employees."

This is the third major acquisition for Tampa-based Accusoft Pegasus, which was founded by Berlin as Pegasus in 1991. In 2004, it acquired TMSSequoia [*see DIR 9/3/04*] and in 2008, Accusoft [*see DIR 1/9/09*]. Both were competitors in the imaging tools market.

"Adeptol was not a typical acquisition for us," said Berlin. "This is the first time we have acquired a

company with a product line that we didn't already have. Although there were some differences, TMS and Accusoft essentially had similar businesses to ours.

"Adeptol helps get us into a market we weren't addressing. Because of that, we valued it a little higher. We're getting into that market two-and-a-half years earlier than we would have on our own. Even then, our product would have only been on its first generation, whereas Adeptol's is already on its third."

For more information:
http://www.accusoft.com/news_accusoft-pegasus-announces-acquisition-of-adeptol.htm
http://www.accusoft.com/adeptolviewer.htm

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the ability to monetize its digital imaging patent portfolio through a sale or licensing," or "the issuance of additional debt." The patent portfolio currently being shopped by Kodak is estimated to be worth $2 billion to $3 billion.

Kodak created a stir amongst investors in late September when it drew $160 million on a line of credit and later announced it had contracted **Jones Day**, a law firm that specializes in restructuring. Another restructuring firm, **FTI Consulting**, recently announced Kodak as a client. These relationships have led to speculation that Kodak is heading for bankruptcy.

"Kodak is not going into bankruptcy," stressed Dolores Kruchten, a Kodak VP, during a recent briefing with *DIR* on the state of Kodak's document imaging business. "Tapping the line of credit does not mean we ran out of cash; it's just that all the cash wasn't where it needed to be at that time. We are working with Jones Day to help monetize some of our intellectual property.

"We realize that our competitors may be using the news to create fear and doubt in the minds of our customers. But, our document imaging and service businesses are very healthy and profitable, and nobody wants to do anything to change that."

Kodak CEO optimistic
In a statement issued yesterday following Kodak's financials announcement, CEO Antonio Perez said the Graphic Communication Group, in which Document Imaging falls continues "to see pricing pressure on digital plates as industry growth slows. This issue is compounded by higher raw material costs, especially aluminum. We are working hard to address this issue." He did not comment specifically on Document Imaging.

Overall, Perez did not paint as bleak a financial picture for the company as many headlines and articles have. As the fourth quarter is traditionally the company's strongest, he said Kodak is still on target to finish the year with $1.3 billion to $1.4 billion in cash in the bank. "That's before the sale of our digital imaging patent portfolios, which would materially increase our cash balance," stated Perez. "By the way, we're pleased with the progress we've made on the patent sale, and we're confident that the value of these patents, which represent just 10% of our total patent portfolio, will be recognized in the marketplace and materially increase our cash position."

Perez added that 2010 and 2011 "represent the peak years for cash usage by our business units during our corporate transformation. The good news is that in 2012, we expect cash usage attributed to the operating businesses to decline notably."

Perez concluded, "For all of 2011, we now are forecasting a growth rate from our four digital growth businesses of approximately 25%, in markets that are generally flat, because we are stealing market share from our competitors. That's lower than the 30%-40% growth we had predicted in late July, reflecting slower economic momentum. However, 25% is still a substantial improvement year-over-year and points to a very promising future for these businesses. It is for this future that we are making investments today."

EMEA market appears weak
Kofax blamed its weakness for the quarter on the European economy and is restructuring its EMEA business. "In order to maintain the absolute EBITA reported in fiscal year 2011 during fiscal year 2012, we are restructuring our EMEA sales organization and also reducing operating expenses in other functions to a lower level while preserving our new product development initiatives and a strong balance sheet," said Kofax CEO Reynolds Bish in a press release.

Kofax will cut more than 60 jobs in EMEA, which will result in a $4 million restructuring charge in its fiscal second quarter.

ReadSoft, one of Kofax's major competitors in the document capture space, recently reported another strong quarter. However, its results also showed some potential weakness in Europe. Overall, ReadSoft, which is based in Sweden, reported 15% growth in terms of local currencies for its Q3 2011,

including a 24% growth in the sale of software licenses. Through three quarters, ReadSoft has reported more than $70 million in revenue for 2011.

ReadSoft's growth was spurred by exceptionally strong results in the U.S., where revenue increased by more than 30%. "If not for economic uncertainty, the quarter could have been even bigger," noted Bob Fresneda, president of ReadSoft North America. "We had some large deals that did not close as companies started to get nervous that we were going to see a repeat of the end of 2008 and early 2009."

That said, Fresneda said ReadSoft's U.S. pipeline remains strong. "We remain strong in the **SAP** space, where we've expanded beyond providing accounts payable solutions," he said. "And, although they're starting from a smaller base, our **Oracle**-related sales are actually growing at a faster percentage. And we continue to build out our business as a capture component of third-party ECM and workflow systems, such as **Hyland** OnBase.

"Finally, our recent deal with **IBM** partner **PreferredPartner** will help us tap into IBM's SAP practice. In addition to selling our software directly to IBM customers, PreferredPartner can sell it through IBM."

For its Q3 (ended Sept. 30), ReadSoft also reported strong growth in the Nordic market, but its sales in "other European markets" were essentially flat. At his Document Capture Conference market last month, Harvey Spencer had said he was considering recalculating his worldwide forecasts because of potential weakness in Europe due to macroeconomic conditions.

Top Image Systems (TIS), another publicly traded document capture ISV, is due to announce its third-quarter results next week. TIS, which does the majority of its business in Europe, has turned in a number of consecutive impressive quarters. It will be interesting to see if it can maintain its momentum in light of Kofax's recent struggles in EMEA.

For more information:
http://www.documentimagingreport.com/index.php?id=2218;
http://tinyurl.com/KodakQ3; http://tinyurl.com/RSFTQ3;
http://tinyurl.com/TISQ3Date

MORE BIG STORIES UPCOMING

We've been pretty inundated with news over the past few weeks and still have several great interviews in the hopper ready to go for future issues. These include

■ a conversation with new **Databank** CEO Fred Zaeske on the document imaging service provider's recent acquisition of **Information Access Systems**. Zaeske was brought in by **Svoboda Capital**, which announced an investment in Databank early this year. Information Access is a systems integrator/VAR, and it is part of a solutions-oriented expansion plan by Databank.
■ a briefing with executives at **Canon Information and Imaging Solutions** about a pair of new solutions being developed by the **Canon USA** subsidiary. One is a forms output platform for **Salesforce.com** customers. The other is an EAI platform that connects printing and document capture technologies with back office applications.

Please continue to check in on our blog:
http://documentimagingreport.blogspot.com