Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

December 7, 2007

WESTBROOK CONTINUES IMPRESSIVE GROWTH

Westbrook Technologies was recently named to the *Connecticut Technology Fast 50*, as recognized by **Deloitte & Touche USA**. Based on revenue from 2002 through 2006, Westbrook placed 46th on Deloitte's list with 62% growth. "In 2006, we were a $35 million company," said Westbrook CEO Paul Lord. "This year, we are on pace to grow another 30% and hit $45 million. We've also been profitable 17 of the last 18 quarters."

To date, Westbrook's revenue has been fueled by sales of its *Fortis* document imaging and workflow software. Building on an agreement struck with **IKON** in 2002, Westbrook was one of the first ISVs to really capitalize on the potential of MFP dealers in the document imaging space. "We are now driving about half our sales through the MFP channel," said Lord. "Of course, our VAR channel continues to grow too. We recently were part of an $82 million deal in Yemen working with **YemenSoft** as the reseller."

SOA product in beta

In addition to its traditional product line, Westbrook is still dedicating major resources to its *Fortis SOA* product, which is now due to be released for general availability in the second quarter of 2008. This product has been under development more or less since 2003, albeit with a major rewrite undertaken in 2005 [*see DIR 6/17/05*].

According to Lord, *Fortis SOA* is currently in beta testing at five customer sites. "We have chosen diversified beta sites to test the product's scalability for both transactions and number of users," he said. "Its Web services are being called by a multitude of applications, including

BBH Scanners, Visioneer Sign Co-Development Pact

Böwe Bell + Howell (**BBH**) and **Visioneer** have entered into a development and marketing agreement that should significantly expand the breadth of technology offered by both scanner vendors. Development efforts are underway to integrate Visioneer's patented OneTouch driver technology into the BBH scanner line. Plans have also been made to market BBH scanners under the **Xerox** DocuMate brand name, which is licensed from **Xerox** by Visioneer.

Russell Hunt, president, Böwe Bell + Howell Scanners

Murray Dennis, president & CEO, Visioneer

"We haven't determined all the specifics of the relationship yet," noted Russell Hunt, president of BBH Scanners. "We have announced a development agreement."

Apparently, talks between the two companies were initiated over a year ago by Roland Simonis, VP of technology and business development for BBH Scanners, and Jon Harju, senior VP of engineering at Visioneer. "Visioneer has some great software, and we have some great production scanning hardware," said Hunt. "We are looking to leverage the strengths of both companies. In the short term, you will see some new product around those two areas.

"However, we have a broad agreement and could do a lot of interesting things in the future. We think Visioneer has a lot of interesting products, technology, and development skills. Ultimately, we will come up with a long-term roadmap covering the next three years."

The companies hope to show their first joint product at **AIIM 2008** in March, with a product launch slated for the second quarter. "The joint development work is

being done around the next generation of our OneTouch software," explained Murray Dennis, president and CEO of Visioneer. "OneTouch 5.0 is going to introduce some additional features, such as the ability to send images to multiple destinations at one time. We are also continuing to work with partners who are leveraging our SDK to develop links to their applications."

OneTouch enables users to launch scanning workflows directly through the control panels of their scanners. Earlier this year, Visioneer successfully embedded **Kofax's** VRS image processing technology within OneTouch and made an SDK available for integrating software applications with OneTouch [*see DIR* 2/2/07]. So far, approximately 10 such SDK links have been created, by document image management vendors like **Hyland** and **Laserfiche**, as well as ISVs like **iDatix**, which specializes in the management of intellectual property, and **triVIN**, a provider of motor vehicle registration services and electronic titling.

MORE DETAILS ON FCPA'S NEW WORKGROUP MODELS

A couple issues ago, we touted **Fujitsu Computer Products of America's** (**FCPA**) new 60 ppm workgroup document scanners. In addition to more than a 100% speed increase, the fi-6140 (ADF-only model) and fi-6240 (includes flatbed) feature improved feeding technology over FCPA's legacy workgroup models and come bundled with **Kofax** VRS Professional 4.1.

"Mostly, we've taken some technology we already had on our higher-end models and brought it downstream," explained Scott Francis, senior director of product marketing for FCPA. "For example, the advanced paper-feeding is something we included on the fi-5900C (high-volume model) last year. Instead of our traditional pick roller and pad assembly system, we use a dual roller system. The rollers go in opposite directions to ensure documents are separated reliably.

"This is especially effective on mixed batches of thick, thin, and different sized documents. It also helps us protect paper; we use the gearing to detect if the rollers are not going in the right directions. If they aren't, it indicates there is a feeding problem, which will cause the scanner to stop before it damages the page."

According to Francis, the speed increase has been achieved by enhancements to the scanners' camera, circuitry, and memory. "One thing we've done is include a dedicated image processing chip," he said. "Processes like auto-sizing, deskewing, and auto-color detect can be performed right in the device. This means you don't have to rely on a PC, and it enables the scanners to output images at faster speeds."

In addition to the inclusion of VRS Pro software, FCPA has improved the capabilities of its own *ScandAll Pro* capture software. "We've added an ISIS interface option, as well as improved bar and patch code recognition, a profile manager, and the ability to output searchable PDFs," said Francis.

For more information:
http://www.fujitsu.com/us/services/computing/peripherals/scanners/

OneTouch is often marketed as a tool to make document capture accessible to knowledge workers in the distributed and SMB environments where Visioneer's lower-volume scanners typically play. We asked Dennis if OneTouch could also be an asset in the more production-oriented environments where BBH Scanners has traditionally been the strongest. "I remember when everybody had SCSI interfaces on their workgroup scanners, and we introduced the DocuMate 252 with a USB interface," reflected Dennis. "People said, what would you want to do that for? Resellers were making good money selling and integrating SCSI boards. Today, everybody offers USB connections. The point is that customers are always looking for an easier scanning solution."

Dennis concluded that the addition of the higher volume BBH scanners to the DocuMate line should perfectly complement the lower-volume models marketed by Visioneer. "We have an opportunity to create a best-in-class offering in every category of scanner," said Dennis.

Hunt is excited about the market opportunities the DocuMate branding strategy will open up for BBH. "Traditionally, we've had a very identifiable set of resellers," said Hunt. "Much of the Xerox DocuMate channel falls outside that base. This partnership is about creating new opportunities for both companies."

For more information:
http://www.documentimagingreport.com/V-BBH.1642.0.html;
http://www.bbhscanners.com;
http://www.xeroxscanners.com/en/;
http://www.visioneer.com/onetouch/index.htm

FCPA, Visioneer Improve Mobile Scanning Options

The mobile document scanning market has become a lot more competitive over the past month. First, production scanning specialist **Fujitsu Computer Products of America** (**FCPA**) announced the ScanSnap S300, which it is billing as "the world's smallest color duplex ADF batch scanner." On the heels of that, mobile-segment leader **Visioneer** announced that its OneTouch with VRS technology is now being included in its $199 RoadWarrior mobile device.

"The S300 represents another step in our efforts to expand document scanning to new users," explained Scott Francis, FCPA's senior director of product marketing. "The [fi-6000NS] network scanner that we introduced at AIIM [2007] was the first step. With the S300, we are offering users a

high-end mobile scanner."

The S300 measures approximately 11 in. long, 3.75 in. wide, and 3 in. high. "It's about the size of a piece of paper folded in half and can be carried in a briefcase," said Francis. "This S300 is a color duplex device rated at 8 ppm/16 ipm, when using AC power, and 4 ppm/8 ppm when powered through the USB port on a laptop. It features an adjustable ADF that can handle documents ranging from business cards to legal-sized paper. It can scan up to 10 pages in one batch.

FCPA is billing its ScanSnap S300 as "the world's smallest color duplex ADF batch scanner."

The features on the S300 are similar to those on FCPA's successful desktop ScanSnap S510 model. It incorporates the **Adobe** PDF Scan Library and **ABBYY's** OCR technology for outputting searchable PDFs. The scanner has the ability to perform automatic color detection, blank-page deletion, paper-size detection, image deskew, and content-based rotation. It includes the *ScanSnap Manager* capture interface, the *CardMinder* business card capture application, and the *ScanSnap Organizer* image management system.

The major feature difference from the S510 is that the S300 does not include Adobe *Acrobat Standard*. This helps keep the price down on the S300. It lists for $295, compared to $495 for the S510.

"This is basically an expansion on a good idea that started with Fujitsu's original ScanSnap," observed scanner market analyst Susan Moyse of **Moyse Technology**. "While some may consider a device that scans directly to PDF to be limited, it is a perfect solution for many office users who need a simple way to get their documents into electronic form.

"The S300 bundles some nice routing and organizational tools which should help ease users into document scanning. At $300, the price/performance is impressive. The S300 is another example of how Fujitsu has consistently raised the bar in developing and manufacturing document-class scanners and how it is driving the expansion of these devices into new markets."

VRS for the masses
The S300's most direct competition is from Visioneer's Strobe line, which has been on the market since the mid-1990s. The Strobe was originally introduced as a way to promote the use of

the *PaperPort* desktop document imaging software application. In 1998, *PaperPort* was acquired by ScanSoft (which later became **Nuance**), as Visioneer switched its focus to scanners. Over the years, Visioneer has gradually moved its hardware focus upstream and is rapidly becoming a major player in the production market where FCPA has traditionally been a power. With the Strobes, Visioneer has also maintained its position as the market leader in mobile scanners.

Visioneer currently offers several flavors of the Strobe, including the RoadWarrior, a USB-powered-only device that can output searchable PDFs. The RoadWarrior comes bundled with *PaperPort* and business card-reading software.

When compared to the S300, the Strobes can capture paper at about the same rated speeds, but do not include an ADF. The Strobe does have the advantage of weighing less than a pound, compared to three pounds for the S300. This makes the Strobe more convenient for transport.

Visioneer had previously offered OneTouch with VRS on its Strobe XP, AC-powered unit, which lists for $299. The inclusion of VRS Basic on the RoadWarrior, which lists for $199, brings VRS to another level of user. VRS provides users with image processing capabilities like automatic deskew and despeckling, as well as the grayscale thresholding that has endeared VRS to so many production capture users.

"At the lower-end of the market, users don't want to do a lot of work to get quality images," noted John Capurso, Visioneer's VP of enterprise marketing. "If you compare scanning to using a cell phone, when you enter a number, you want to push the green button and be connected. You don't want to know all about protocols and data packets. Similarly, if you don't scan documents all day long, you don't want to fool around with scanner settings to ensure you're capturing quality images. VRS makes complex technology very easy to use."

As part of its effort to promote the value of VRS to non-production users, Visioneer has created an educational area on its Web site: http://www.visioneer.com/vrs.

"The OneTouch with VRS integration in the RoadWarrior is a must-have for this type of

device," Moyse told *DIR*. "It exemplifies how sophisticated technology can be utilized transparently to ensure high functionality, especially in low-end devices. I have always been impressed by Visioneer's drive to make scanning more simple, reliable, and cost effective—and this is another example of its consistent dedication to this goal."

NEW VERSION OF WEB-BASED TWAIN TOOLKIT

Web-based capture and image-enablement of line-of-business applications are both trends helping drive imaging out of the back-office and towards mainstream adoption. Software developer **Dynamsoft** has a toolkit that can help ISVs embrace both these trends. It's called *Dynamic Web TWAIN*, and Dynamsoft has just released version 5.0, which is compatible with the TWAIN 1.9 specification.

"As organizations move from desktop applications to Web-based applications, we give them a way to incorporate document scanning without having to write their own TWAIN drivers," explained Amy Gu, VP and co-founder of Vancouver-based Dynamsoft. "As long as a scanner supports TWAIN, *Dynamic Web TWAIN* can work with it.

"Users or ISVs integrate *Dynamic Web TWAIN* with their Web-server applications through our DLLs or APIs. We provide all kinds of sample code in C#, VB, and now we have a .NET version. When users log on to to our customers' Web-server applications, they receive either an ActiveX control or a plug-in to run in their browser. This shows them a scanning interface."

For security, the ActiveX control is digitally signed by **VeriSign**. The interface enables users to select the device, preview and rotate their images, and then upload them into the appropriate file. Several image file formats are supported, including image PDFs, TIFFs, and JPEGs. Color, grayscale, and duplex modes are also supported.

According to Gu, more than 1,000 companies are running Dynamic Web TWAIN, which has been on the market since 2004. **Lockheed Martin** has more than 300 users scanning with it. ISV and OEM customers include **Xerox**, **IBM**, and **HP**. Dynamsoft has published a case study about EMR specialist **Grand Valley Technology Services'** decision to implement *Dynamic Web TWAIN* in place of *PaperPort*. Ease-of-use and lower cost were cited as the main factors in the decision (http://www.documentimagingreport.com/fileadmin/PDF_Content/gv_technology_case_study.pdf.).

"We offer a developer's license for a one-time fee $299," said Gu. "There are no royalties. A license to deploy *Dynamic Web TWAIN* on a Web server is $399, with a combination package available for $599. We also offer an unlimited server license for around $2,000. Finally, we have a virtual development service that will work with our customers to design, code, and test their integration of *Dynamic Web TWAIN* into their Web server environment." (For a complete price list: https://www.dynamsoft.com/Secure/WebTWAIN_BuyIt.aspx)

For more information: http://www.dynamsoft.com/Products/WebTWAIN_Overview.aspx

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Getting connected

To accommodate more advanced imaging users, Visioneer offers a toolkit that enables ISVs to integrate the OneTouch with VRS interface directly with their applications. Currently, FCPA does not offer such integration for its ScanSnap line, which doesn't even include a TWAIN driver.

"As we move forward and offer more features, we will address the ability to seamlessly hand over images and meta data from the ScanSnaps into software applications," said FCPA's Francis. "You're right about the need for connections. However, it might not be through a TWAIN or ISIS driver. Our focus in this area of the market is all about making imaging easier for users and eliminating the number of steps it takes to get documents from point A to point B."

Are cameras a threat?

Capurso concluded that the mobile scanning market is riding the wave of overall growth in the adoption of document capture technology. "As more scanners arrive on people's desktops, it penetrates their behavior," he said. "Managing paper better at the desktop leads to increased interest in doing it when you are away from the desktop."

Speaking of capture away from the desktop, we asked Francis if he felt the recent introduction of improved OCR for images captured with digital cameras [see *DIR* 8/3/07 and 10/5/07], as well as document imaging applications for mobile phones [see *DIR* 4/7/06 and 12/1/06], might adversely affect the market for mobile scanners. "I'll compare capturing documents with cameras and camera phones to scanning documents with MFPs," he replied. "They're both great introductory technologies, but as people start to utilize them, they begin to see the advantages of more dedicated, higher-end solutions."

For more information:

http://www.fujitsu.com/us/services/computing/peripherals/scanners/scansnap/s300.html
http://orders.visioneer.com/category.jsp?category=MOBILE
e-mail: Susan.Moyse@MoyseTech.com.

Optio Pursues Combined Input/Output Market

Document output specialist beefs up capture and BPM offerings through OEM agreements.
A few years back, the integration of document input and output solutions was all the rage. **Advanstar's** decision to co-locate the **AIIM** (document input) and On Demand (document output) shows in 2003 was seen by many as a harbinger of things to come [see *DIR* 2/7/03]. However, over the past few years,

with the input side of the market enjoying some impressive 10-15% annual growth, convergence with the less dynamic output space seems to have been put on the backburner.

Recently, with ERP and CRM integration serving as the center point, talk of integrating input and output systems is being revived. Alpharetta, GA-based **Optio Software** is definitely a proponent of such a convergence. The long-time output specialist recently upgraded its document input tools and is now shopping them to its more than 5,000 customers.

"We've always managed reports and forms that come out of ERP systems," said Ivan Lybbert, director of product management for Optio. "We capture and format these documents and deliver them via e-mail or fax, or send them to a printer. This includes items like purchase orders (POs), invoices, bills of lading, and delivery confirmation notices. We specialize in transactional documents related to ERP.

"A few years ago, we realized, in addition to these output documents, there are similar documents coming into our customers' mailrooms that also need to interact with ERP systems. The best way to create this interaction is to capture and manage these documents as images. We have since added technology to help us make the transition to a complete transactional document and process management company."

A unified repository

The centerpiece of Optio's offering is its *ProCentra Content Center* repository, which is designed to manage documents being put into and output by ERP systems. "That is the center of our universe," said Lybbert. "The message that we can manage all their documents in a single repository resonates well with our customers."

Malcomb, MI-based **Legend Valve and Fitting** is an example of a customer leveraging the *Content Center* for multiple purposes. An Optio output management customer since 2003, in 2006, the valve and fitting distributor expanded its repository to encompass incoming customer service and accounting documents. At Legend Valve, *ProCentra* is integrated with a JD Edwards ERP system.

"Optio's document capture solution has nearly doubled the value of our document repository for an even greater return on our investment," said Jeff Gamet, Legend Valve's network manager, who is quoted in an Optio case study. "Not to mention, having a single point of contact across a full complement of systems saves valuable time,

Improved capture and BPM offering

The latest additions to Optio's *ProCentra Solutions Suite* are designed to increase the potential ROI for capture customers even more. The first is *ProCentra IDC*, which was introduced this summer. The second is an advanced BPM offering that came out in August.

The IDC (intelligent data capture) product is an OEM version of **Datacap's** *Taskmaster*. "We were a reseller of another vendor's capture product, but there are a few things that technically appealed to us about the Datacap software," said Lybbert. "We like the click-and-key technology, the quick implementation, and the reusable rules. It also fits well with our SOA-oriented infrastructure."

Optio's BPM solution is based on the **RedHat** *JBOSS* software. "Our BPM software plays in the same sandbox as an ERP system, but does not require any programming or modification of the ERP application," said Lybbert. "It can be an expensive endeavor to modify workflows within an ERP system."

Reducing DSO is ROI

So far, Optio has less than 100 input customers, but expects its improved capture and BPM offerings to drive adoption. "We have a large customer base for which we have done a good job managing one side of their transactional document house," said Lybbert. "Now, we can go back and offer to manage the other side.

"Most of our competitors can do one or the other, but they don't have both input and output technology. Our combined solution can enhance the management of our customers' entire document lifecycle. One of our customers' biggest challenges is reducing days sales outstanding (DSO). Our integrated solution gives them improved visibility into all their documents related to this process. If we can help reduce their average DSO, the cost-justification is clear."

Currently, Optio's biggest vertical market is manufacturing. "Our target really is anybody that has an ERP system or a similar core business application," said Lybbert. "This includes distributors, financial services businesses, and retailers."

Waiting for the market to catch up

Clearly, Optio has a vision that embraces the converging worlds of electronic documents, e-forms, BPM, ERP, and document and data capture. However, like any complex technological solution, just because they've built it, doesn't mean that end users are ready to embrace it. Optio is currently suffering some growing pains as it attempts to market the value of its expanded solution set.

Last quarter (ended July 31), Optio, which is traded on the OTCBB, reported total revenue of $6.6 million, or a decline of $200,000 from the previous year. "Sales of Optio's multi-level BPI (business process improvement) solutions require a longer sales cycle than Optio's document management solutions," noted Wayne Cape, chairman, president and CEO of Optio, in a press release related to the company's financials. "We anticipated an increase in revenues from our BPI solutions this quarter. However, these products, while contributing to the revenue for the quarter, have not generated revenue as quickly as we expected."

Optio remains healthy with some $9.4 million in the bank, despite operating losses of more than $2 million through the first two quarters. We are looking forward to watching the company turn around as it kindles interest by its extensive customer base in its combined input/output document management technology. After all, when integrating with an ERP system, doesn't a true enterprise document management strategy also make sense?

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

NovoDynamics Takes On Messy Jobs

Pattern recognition specialist targets growing markets for Middle and Far Eastern OCR.

Last year, the *Document Imaging Report* identified globalization as one of the major trends that would drive the document imaging market in 2007. Twelve months later, as imaging adoption continues to gain momentum worldwide, we don't see the forces of globalization letting up at all. The Far East is one region, in particular, that continues to embrace document imaging in new ways. To a lesser extent, we are also hearing about large installations in Middle Eastern and African countries.

Of course, as imaging moves into new geographies, new technologies are needed to address nuances specific to those areas. For example, we recently did a story on a worldwide capture installation by **Artsyl Technologies** that touches many third-world countries. Because of a combination of unreliable Internet connections, as well as unreliable physical mail services, Artsyl is deploying a unique and highly customized distributed capture infrastructure [*see DIR* 8/3/07].

In addition to infrastructure issues, there are

language support challenges associated with expanding into new geographies. For example, while there are a multitude of English OCR engines, far fewer engines address Far and Middle Eastern languages. Ann Arbor, MI-based software developer **NovoDynamics** is helping to change that.

In 2005, NovoDynamics released the first commercial version of its *VERUS* OCR/ICR application for Arabic languages. In the past year, the company has upgraded that engine, as well as secured funding to expand *VERUS* to support Chinese, Korean, and Russian recognition. NovoDynamics has also hired former Captiva executive Mark Earles to promote adoption of its technology in the commercial imaging space.
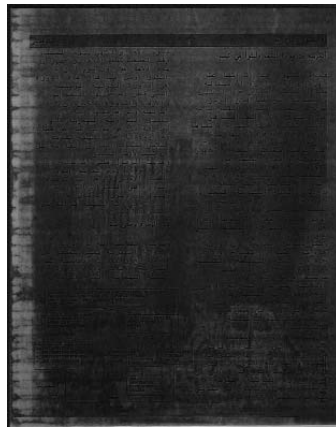
At left is an image of an Arabic language document before NovoDynamics' image processing technology is applied. At right is that same document after it has been prepped for OCR by NovoDynamics' VERUS application.

"Historically, most of our customers have been government intelligence agencies," explained Earles. "We've either sold directly to them or gone through government resellers like **CACI International**. We've also worked with facilities like the **University of Alexandria** in Egypt, which has what is considered the premier library for translating Middle Eastern reference materials. We also have a reseller in the Middle East that has integrated our technology with **Open Text's** software; we've done work with **Kofax's** software as well.

Roots in AI

Founded in 2001, NovoDynamics' development team has a background in artificial intelligence research at the **University of Michigan**. "Our team has done work in pattern recognition and predictive modeling," explained David A. Rock, the CEO of NovoDynamics. "Some areas in which this research has been applied are chemistry to discover catalysts and in the automotive industry for BI."

"In 2003, after we wrote a white paper detailing how our technology could be used for recognition of Middle Eastern language characters, **In-Q-Tel** made an investment in us to fund development of the technology that became *VERUS*."

Serving the intelligence community

In-Q-Tel is an equity investment firm founded by the CIA in 1999. According to its mission statement, "In-Q-Tel identifies and partners with companies developing cutting-edge technologies to help deliver these solutions to the CIA and the broader U.S. Intelligence Community to further their missions." In-Q-Tel has also invested in Kofax, and it invested in document classification and extraction specialist Mohomine before Mohomine was bought out by Kofax [*see DIR 4/25/03 and 1/23/04*].

"After Sept. 11, 2001, there was an urgent need for Middle Eastern language tools," recounted Rock. "Some challenges associated with Arabic recognition are that the characters are going right to left, they are typically connected, you have four different forms of each character, and there are dots above and below vowels that make a difference. Applying traditional OCR methods to Arabic is very difficult. We have an advantage, because our approach relies more heavily on pattern recognition."

Rock described a typical government intelligence application of *VERUS*. "Government agencies have large stacks of documents that vary greatly in quality," he said. "Many are very poor quality. Prior to capturing them and applying OCR, the agency has no idea what language these documents are in. They use our software to automatically detect the language, clean up the pages, and perform OCR."

The current version of *VERUS* (2.0) can recognize five Middle Eastern languages: Arabic, Farsi, Dari, Pashto, and Urdu. It also has the ability to recognize embedded English and French text. "We are very good at recognizing text on very degraded documents," noted Rock. He showed us an image of a mostly black document with only vague outlines of text visible. "Most OCR products would destroy a major portion of the text in the process of trying to pull out some of it. Because, we have knowledge of the type of text we are looking for, we can do a better job retrieving text from these types of documents." [*See graphic.*]

In April, NovoDynamics announced that In-Q-Tel had made a multi-million dollar investment to help fund development of Chinese, Korean, and Russian

recognition. These languages will be included in *VERUS* 3.0, due to be released in the first quarter of next year. "Even on clean documents, I'd take our technology head-to-head against any existing recognition engines for those languages," said Rock. "But, our ability with degraded documents is a key differentiator across all languages."

Looking for partners

According to Rock, today, NovoDynamics' technology is primarily used for full-page text recognition. "However, we have expanded our API to enable partners to utilize our technology not only for full-page, but also for zonal or area recognition," he said. "We are very interested in working with partners and are at the stage where we are creating integrations with solutions from other vendors."

http://www.novodynamics.com; mearles@novodynamics.com; PH (630) 554-1495

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Oracle Financials, *Great Plains*, and *Google Maps*."

While traditionally *Fortis* has been deployed mainly at the departmental level, Lord views *Fortis SOA* as competing at the enterprise level. "We are attacking the space left behind by some of the large ECM players that have recently been acquired and changed their focus.

"One key to the success of an SOA-based ECM solution is that, even if users haven't deployed an SOA architecture today, they realize that in the future, it's something they need to be prepared for. Because users typically keep their ECM systems for 7-10 years, if they're buying an ECM application now, it needs to be based on SOA."

http://www.westbrooktech.com

CANON ANNOUNCES NEW BRANDING FOR SCANNERS

Canon U.S.A. has unified the branding of its business-class document scanners under the imageFORMULA name. The new moniker will encompass Canon's DR-series of document scanners, as well as its recently introduced ScanFront network scanner [*see DIR 5/4/07*], and the CR-Series check scanners. The naming convention fits with Canon's other office solutions product lines, including its imageRUNNER MFPs, imagePRESS digital production presses, imageCLASS desktop MFPs, imagePROGRAF large format printers, and imageWARE software solutions.

Along with the re-branding, Canon announced two new workgroup models, the imageFORMULA DR-2510C and DR-2010C. The color duplex models are rated at speeds of 25ppm/50ipm and 20 ppm/40 ipm, respectively. They feature customizable "Scan-To-Job" buttons and a "new-and-improved" CMOS contact image sensor that scans color documents at the same speed as monochrome and grayscale. Both models feature Canon's Three-Dimensional Color Correction to produce truer images and reduce color staining.

The DR-2510C and DR-2010C are very competitively priced, with suggested retail lists of $895 and $795, respectively. This includes an impressive software bundle of *CapturePerfect 3.0*, *Adobe Acrobat 8.0 Standard*, *ScanSoft PaperPort SE*, *OmniPage 4SE*, and *Presto! BizCard 5*.

For more information: http://www.usa.canon.com/opd/controller?act=OPDCategoryIndexAct&fcategoryid=2204