

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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February 17, 2006

THIS JUST IN!

FILENET INTRODUCES HIGH-END WCM

FileNet has filled out its Web content management (WCM) portfolio with the introduction of *Web Site Manager*, a higher-end application that advertises dynamic content delivery. This feature allows for personalization of a user's site for specific audiences. "This is a more full-featured WCM offering than we've had to date," commented Tom Deutsch, FileNet's director of product marketing, content services. "It's aimed at large organizations in areas like financial services and government that have pretty robust WCM needs."

Deutsch provided the example of a large retail product manufacturer whose Web site has a worldwide presence. "In each country this manufacturer does business, it probably has different branding initiatives," said Deutsch. "*Web Site Manager* enables it to display different logos, colors, and text messages without having to create multiple Web sites. We've also included a relevance engine to better deliver personalized content."

FileNet will continue marketing its other two WCM solutions—its *Document Publisher* intranet solution, and *Site Publisher*, which represents the evolution of the eGrail technology FileNet acquired in 2002 [see *DIR* 4/19/02]. "*Site Publisher* is a good mid-tier or departmental solution, but our customers were asking for dynamic content capabilities that it doesn't have," said Deutsch. "We will offer all three levels of WCM because, as we've found through working with Global 2000 companies, one size does not necessarily fit all an organization's requirements. We expect many of our customers will use multiple WCM solutions."

According to Deutsch, at least one quarter of FileNet's current customers use its WCM technology. "People underestimate the amount of business we do in WCM," he said. "*Web Site Manager* will enable us to gain a larger share of this resurgent segment of

Kodak Tipping Toward Distributed Capture

ORLANDO – Malcolm Gladwell's *The Tipping Point* has come up in conversation more than once in the past couple weeks. From what I understand, the premise of the book is that you can work hard for years in relative obscurity, until one day you become an "overnight" sensation. This is the "tipping point," and it seems the document imaging industry has tipped.



Erwin Schwarzl,
general manager,
Kodak Document
Imaging

For the second straight week, we attended a reseller conference held by a scanner vendor boasting record numbers. "Last year, we grew more than we had in any of the previous eight years," touted Erwin Schwarzl, general manager of **Kodak** Document Imaging. He was speaking at Breakaway 2006 held at the **Renaissance SeaWorld**. "Last year, we grew revenue 12%, and this year we are shooting for 20%."

Like the rest of the industry, Kodak has enjoyed strong sales in what it refers to as the "distributed capture" segment of the market. For Kodak, this includes its i280 on down—basically any scanner with a list price less than \$10,000. Kodak's unit sales in North America and Canada in this segment grew 66% in 2005. Kodak executives predicted that this year, revenue from distributed capture products would at least equal that from its high-end production segments.

"We introduced five new products in 2005," Schwarzl announced. "In 2006, we will nearly double that total, with most of the products coming in the distributed portion of the market. Also, as the market gains more mainstream adoption, we will focus on ease-of-use."

Of course, 2005 was not a bad year for Kodak's

Continued on Page 8

traditional bread-and-butter, mid- and high-volume production lines. "In the last half of 2005, we bolstered our i600 (mid-volume production) line with the introduction of the bi-tonal only i610," said Roger Markham, marketing manager, Kodak Document Imaging, Capture and Imagelink Products. "For the year, we doubled sales of the i600 compared to 2004. [The line began shipping in May 2004.] Our top selling models were the i610 and the top-of-the-line i640.

"Another big move was the introduction of optional free VRS with the i600 series. I'd estimate 30% of our customers take advantage of this. It especially comes into play when we are replacing competitive scanners in an environment where VRS image processing has become a standard."

As always, when dealing with Kodak, service and support is an important topic. Now that the assimilation of Document Imaging into the company's Graphics Communications Group is complete, Kodak Global Services boasts some 3,300 field engineers under the direction of Dolores Traxler. "Kodak Document Imaging has always operated as kind of a standalone business," Traxler said at Breakaway. "Now, that we have completed our integration with the \$3 billion Graphics Communications Group, we are looking forward to leveraging some additional resources."

Kodak Document Imaging's service organization had approximately 1,400 engineers. Its size has doubled with the addition of support teams from several printing-centric acquisitions Kodak made over the past couple years. Some cross-training on product lines is currently taking place.

Anthony Barbeau, director, Document Imaging Global Services, said the additional personnel will be leveraged to help Kodak resellers better manage the fast-growing distributed capture market. "We will be able to better help our partners support national and international installations," he said.

Support will likely become more necessary as Kodak continues to move downstream and signs up resellers with less experience and expertise in document imaging. Last year, Kodak launched a Desktop Scanner Reseller (KDSR) program, which now has 100 members. "It's basically an acknowledgement that one-size does not fit all in a reseller program," said Kevin Keener, who was recently promoted to director of marketing for Kodak Document Imaging, U.S. and Canada. "In contrast to our KAIR [Kodak Authorized Imaging Reseller] program, the KDSR program is aimed at smaller partners and is focused on Web support, rather than the higher-end technical training we provide our KAIRs. Last year, we focused on recruiting KDSR partners; this year we are helping them create and sell document imaging solutions."

Kodak is increasing support for its national reseller partners, as well. These include Internet-based distributors like **CDW** and **Ingram Micro**. "We currently have seven national

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3. Forms Processing/OCR/ICR
4. Enterprise Content Management
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resellers that account for approximately 50% of our distributed capture hardware sales," said Bill Gates, GM and VP of sales for Kodak Document Imaging in the U.S. and Canada. "We are going to increase our marketing investments with these partners as well as the resources we provide them."

Check scanning ready for prime time

KAIRs still account for 98% of Kodak's production scanner sales, and at Breakaway, Kodak was offering training on a new solution aimed initially at some of its select KAIR partners. On Feb. 1, Kodak officially released the first two products in its check scanning portfolio, which we previewed in *DIR* last summer [see *DIR* 8/19/05]. These are the Kodak i6030 desktop scanner and the t6000 check capture software package.

"We have invited 20-25 of our top KAIR partners to offer this solution," said Andy Lawrence, solutions business manager for Kodak Document Imaging. "We have selected resellers experienced in solutions, especially in accounts payable applications. We have encouraged them to take a walk across the hall and discuss payment processing with the person running accounts receivable."

The new products are already in testing in organizations such as the **Bank of New York**. "Throughout the year, we will expand the breadth of

our check capture line with both new hardware and software," said Lawrence. "This will include a faster scanner and improved image processing and compression technology."

Kodak well positioned

Breakaway 2006 represented another successful partner event from Kodak. In addition to some 200-300 VAR representatives, there was also a healthy smattering of ISVs, including some new faces exhibiting at the annual mini-tradeshaw on Thursday night. We saw regular sponsors, such as **Kofax, ReadSoft, Nuance, ABBYY, I.R.I.S., Crael, NewWave, Hyland, Westbrook, and AnyDoc**. We also saw people like **Cabinet NG, Laserfiche, Liberty IMS, docSTAR, and Digitech** who are focused on the SMB space. This was definitely a sign that the one-time high-volume scanner specialist's act is starting to play successfully downstream.

Congratulations to Kodak for successfully maintaining its market share in the higher-volume segments, while effectively moving downstream into higher growth segments of the market. When you throw-in the launch of a new product line in the rapidly growing distributed check scanning market, 2006 is shaping up as another strong year for Kodak Document Imaging.

<http://www.kodak.com/go/docimaging>

EXPLORING CONSUMER CROSSOVER

Ease-of-use was one of the main topics at **Kodak's** recent Breakaway conference for Document Imaging resellers. There seems to be an industry-wide acknowledgement that as our technology grows from its back-office roots and spreads into the front office, user interfaces must become simpler. **Visioneer**, which held its reseller conference the week before Kodak's, plans to leverage its patented OneTouch technology to do this. Kodak is leveraging its digital camera experience.

"During a recent keynote address, our CEO, Antonio Perez, was bold enough to say that current digital camera technology is already outdated," Dolores Traxler, general manager, Global Services, Kodak Graphic Communications Group, told the crowd at Breakaway.

"Someday, I want my digital camera to recognize the people in my photos and automatically file or e-mail them based on that information. These are the types of improved workflows we can also apply to document images."

Through the application of IDR (intelligent document recognition), this type of recognition is already being applied in our world. Conversely, Traxler discussed how Kodak could leverage some of the GUI knowledge it has gained from digital cameras in the document imaging world. Stay tuned for more on this interesting crossover.

In addition to hardware, Kodak also introduced *Kodak Capture Software* 6.9 at Breakaway. One of the key new features is an upgrade of its search and retrieval functionality. *Capture* now allows users to search for documents across

multiple batches. Kodak has also added new digital signature capabilities. "We have sold 15,000 *Capture* licenses worldwide and doubled the attach rate in the U.S. in 2005," said Erwin Schwarzl, general manager of Kodak Document Imaging.

Finally, we saw a demonstration of the "Button Manager" functionality that Kodak introduced into *Capture* and its workgroup scanners last fall [see *DIR* 10/7/05]. Contrary to what we originally believed, this functionality does not seem to infringe upon a patent held by **Nuance**. In order for Button Manager to work, the application being utilized has to be launched and manually set up to receive the button-initiated scan. From what we understand, the Nuance patent involves automatically launching applications.

http://www.kodak.com/US/en/dpq/site/TKX/name/CaptureSoftware_Product

Banking ISVs Assimilate Document Imaging

Since Check 21 went into effect a year-and-a-half ago, there have been plenty of changes in the imaging industry. The ability to use check images to create replacement documents for paper checks has increased their value. Suddenly, check images are coming into play in mission critical workflows, which has led to their increasing assimilation into document-centric imaging systems. No longer is a check image just a reference document, managed separately from the rest of an organization's electronic content. Yes, check imaging is now part of ECM.

This trend can be seen clearly in the number of vendors of core processing systems for financial institutions that are jumping into the document imaging market. **Fiserv**, of course, has a long-standing relationship with **Hyland Software** to resell an OEM version of *OnBase*. But, over the past year-and-a-half, we have seen almost all of Fiserv's competitors make acquisitions to step up their document imaging technology. This has included **Metavante** acquiring both AFS and TREEV, **Jack Henry** buying the former Macrosoft Synergy line from **SER**, **Open Solutions** acquiring Michigan-based **COWWW**, and most recently, **Harland Financial Solutions** (HFS) acquiring Indianapolis-based **Financialware**.

DIR caught up with Raj Shivdasani, president of HFS' Core Systems Group and discussed the strategy behind the acquisition. "Financialware, which was founded in 1984, started in the COLD business, then transitioned into archiving statements; from there it moved into managing check images, and then documents," said Shivdasani. "Financialware's software represents a single repository, based on **Microsoft** .NET technology, for managing all those document types. This enables us to create a single link from any piece of data, like a customer name or account number, to all these documents, which can be stored in a PDF format."

According to Shivdasani, Financialware has approximately 80 customers, with an average asset size of \$400 million—which puts it solidly in the community banking space. "Financialware's technology scales," he added. "Its largest installation is a bank with \$10 billion in assets."

Scalability is one reason HFS appears to be replacing the *CheckQuest* and *CaptureQuest* image repository applications it acquired from **Mitek** in 2004 [see *DIR* 8/6/04]. "Those two repositories can be linked, but they are still two separate systems to

maintain," said Shivdasani. "While we will continue to sell *CheckQuest* as a POD application, we are going to make the Financialware repository available on an ASP basis, to make it attractive to smaller operations."

Ironically, before Mitek introduced *CaptureQuest* in 2002 [see *DIR* 12/20/02], it had a partnership with Financialware for repository technology. The *CaptureQuest* repository was based on technology licensed from French imaging specialist **Docubase**. Apparently, there was some controversy over intellectual property rights when the deal between HFS and Mitek was completed, but that should all be behind HFS now.

"Don't be fooled by my title. This acquisition could cut across the whole John Harland organization."

— Raj Shivdasani, HFS

According to Shivdasani, HFS has approximately 1,200 core processing system customers and several thousand more using HFS' complementary technology and services. "In addition to core processing, we offer best-of-breed applications in areas like commercial and mortgage loan origination, payment processing, bank telling, Internet banking, business intelligence, and CRM," said Shivdasani. "These can be used with our core processing systems, or wrapped around our competitors' systems. Overall, HFS has 6,000 customers that we can offer the Financialware application to."

"In addition, John H. Harland corporate has 12,000 customers of its forms and check printing services that could use the Financialware technology to take some of their documentation digital. Finally, Harland's **Scantron** subsidiary recently released a document capture application [see *DIR* 6/3/05], which could potentially leverage Financialware as the back-end. Don't be fooled by my title. This acquisition could cut across the whole John Harland organization."

Initially, however, Shivdasani sees tremendous potential in the integration of Financialware's ECM technology with HFS' other applications. Currently, HFS and Financialware have just over 20 joint customers. "HFS is focused on transaction processing," he told *DIR*. "Financialware's technology will help us better integrate transaction information in real time with our data mining

technology and use all this for decision support throughout the bank. ECM technology helps us fill a void, improve workflow, and provide better straight-through processing of transactions."

For more information:

<http://www.harlandfinancialsolutions.com/>;
<http://www.financialware.com/>

OMR Specialist Acquires Peladon

Hats off to our friends at **Peladon Software**, which was recently acquired by U.K.-based **DRS Data and Research Services**. Peladon is a San Diego-based forms processing software vendor that was launched in late 2004 through the combination of a former **Mitek** reseller in the U.K. and a couple former Mitek executives. DRS is a British OMR specialist that can be most closely compared to U.S.-based **Scantron**. DRS is publicly traded on the London Exchange and reported approximately \$10 million in revenue through the first half of 2005.

"DRS was attracted by the quality and the potential of our software," said David Pintsov, who was part of the trio that founded Peladon. This trio owned almost all Peladon's stock. "Peladon will bring some new blood and technology to DRS. For Peladon, DRS will provide an infusion of capital to increase our marketing and R&D."

The acquisition price of \$4.8 million represents slightly more than 2½ times Peladon's 2005 revenue. This is not quite the three times that **Captiva** got from **EMC**, but it's still pretty good for a start-up that pretty much broke even in its first full year of operation. "DRS sees tremendous opportunities both in the data capture and in the U.S. markets," said Noel Flynn, another one of Peladon's founders. "It really didn't have a presence in either area previously."

According to Flynn, in 2005, Peladon did approximately half its \$1.8 million in revenue in the U.S. and half in the U.K. Peladon's major U.S. customer is **SunGard**, which uses its capture technology in financial services installations. Peladon has also landed some additional U.S. customers in that vertical, but is not at liberty to reveal their names. Its U.K. branch has been in existence since 1998 and has a long list of installations, many of which are referenced on the company's Web site.

"We will continue to run our own operations in the U.S., and are looking to expand our team from the three executives that started the company," said

Flynn. "We are also planning expansion of our U.K. operations, which will be moved to the DRS headquarters."

Peladon currently advertises solutions for forms processing, invoice processing, mailroom applications, financial institutions, and check processing. "We have had some traction in the invoice processing market, but we see the market for processing purchase orders as even larger," said Flynn. "Everybody has POs, and they are almost always paper."

At last year's AIIM show, we were particularly impressed by Peladon's "character inspection module," designed to reduce substitution errors involving high-confidence characters [see *DIR* 6/3/05]. "We haven't sold that module as a separate product yet, but it has definitely helped differentiate us in some of our wins," noted Flynn.

Most recently, Peladon introduced an unstructured document classification module that it compared to SWT's *b-Wize Dispatcher*. "We take everything in a single batch and use four steps to separate them electronically into classes," said Flynn. "In addition to embedding this technology in our application, we are looking to market it as a tool for other capture vendors."

For more information: <http://www.drs.co.uk>;
<http://www.peladonsoftware.com>

Automated Redaction Becomes VAR's Calling Card

Vertical market focus is going to be the wave of the future for document imaging resellers. There is just too much going on in the way of standardization and application integration for horizontal document imaging to continue to be as important as it has been in the past. *DIR* recently caught up with a reseller who has already successfully leveraged the vertical model. That is **Computing System Innovations** (CSI) out of Orlando, FL.

CSI recently completed the installation of an automated redaction system with the **Marion County Clerk of the Circuit Court** in Ocala, FL, to help the county get into compliance with a new regulation that goes into effect at the end of the year. CSI's own-branded *IntelliDact* solution has helped Marion County prepare seven million back-file documents, as well as two million day-forward documents annually, to meet the requirements of Florida State Statute (FSS) 119.07, which makes county clerks responsible for protecting certain

information in public records.

This information includes Social Security, credit and debit card, and bank account numbers—data that could be used for identify theft. Currently, individuals are responsible for their own redaction of this information. “Florida is the first state to implement such a law,” said Henry Sal, president of CSI. “But, I’ve already had conversations with courts in other states, such as California, Alaska, Ohio, and Texas. Some of them are in the process of approving laws similar to Florida’s.”

To reference the reference we made in our cover story, CSI’s introduction of *IntelliDact* could probably be considered its “tipping point.” And typically, the company’s success in this niche was not an overnight sensation. CSI had previously been marketing a data extraction application to county courts.

“We had been working with Florida counties for several years, supplying technology to automatically locate and extract certain information from their unstructured court documents,” said Sal. “This might include names, case numbers, etc., to help the courts prepare cases. You can be looking for a multitude of information located anywhere on the documents within millions of court files. When FSS 199.07 was passed, we began working with Marion County on retrofitting our extraction technology to handle its redaction requirements.”

The nice part about FSS 199.07 is that it presently only requires CSI to locate and redact three categories of data. “Of course, this data can appear anywhere on a variety of document types, and there may not be any keywords preceding them,” said Sal. “Also, the redaction requirements are subject to change, so we have architected our technology to rapidly accommodate any changes to the laws.”

Other major challenges lie in the fact that this data is often hand-printed and in the sheer volume of documents that must be processed. “The biggest fallacy in the market is that you can’t automatically recognize hand-printed data,” Sal told *DIR*. “**Ocè’s** ICR engine enables us to find handprint. It has to be constrained and well-formed, but still, it’s a huge differentiating factor. It’s the only way to guarantee accuracy. If you can’t recognize handprint, your application might not even realize data that needs to be redacted is there. Then you end up having to review every document, which kind of negates the advantages of auto-redaction.”

CSI utilizes Ocè’s *DOKuStar* recognition engine in *IntelliDact*. “CSI has a very good understanding of how our engine works and has written business

rules to deal with its strengths and weaknesses,” said Michael Breithaupt, technical director of Ocè ODT. “We’ve worked with them a little, but CSI has pretty much taken our product out of the box and tweaked and tuned it to fit its application. One of their rules, for example, involves not necessarily recognizing all the digits in a Social Security number, but realizing there are, in fact, nine digits strung together—and, just based on that knowledge, performing the automated redaction.”

According to Sal, *IntelliDact* is now 98.5% accurate, right out of the box. “In production, more than 99% of the documents will be redacted completely correct,” he said. “To achieve these rates, we recommend our customers take a look at 8-12% of the documents we process, based on confidence levels. As far as errors go, we try to err on the side of over-redacting information.”

CSI has tackled the volume challenge by linking together multiple servers running Ocè’s recognition engines. “We even surprised Ocè by showing them we could run 120 engines at the same time and perform parallel processing for millions of documents,” said Sal.

IntelliDact has the ability to handle electronic, paper, or microfilm documents. “For backfiles, we can plug into various repositories and don’t even have to export the images,” said Sal. “We typically create a duplicate TIFF file that is redacted for public viewing, while the court’s private file remains in place. We can also provide our customers with electronic text of the files we redact. This enables them to perform full-text searches for images previously searchable only by a few index fields. To capture and process paper and microfilm images, we use a combination of **Kofax Ascent** and VRS and Ocè technology.”

CSI bases its billing on a per page model, which is the same way Ocè and Kofax typically charge for their technology. “We include our extraction, redaction, and full-text indexing capabilities all in the same package,” said Sal. “So, while *IntelliDact’s* extraction technology helps reduce manual labor, existing staff can be redeployed performing quality control for redaction. The bottom line is a wash. No one is losing their job because of technology, but the courts don’t have to hire extra personnel either, to meet new requirements.”

Yes, it seems CSI has found its vertical market. The company also sells a document management, case tracking, and workflow system to county courts. CSI has also filed for several patents based on the business logic it applies in *IntelliDact*. “Our primary focus now is the redaction of public records,”

concluded Sal. "Any government agency that has a large amount of records and can't afford to invest resources into manually redacting them is a candidate."

For more information: <http://www.csisoft.com/>;
<http://www.odt-oce.com/usa/default.asp>

Game Just Beginning For Kirtas

Over the past year, book scanning has become a lot more visible, but industry pioneer Lofti Belkhir is not sure he likes everything he is seeing. According to Belkhir, a lack of standards and inconsistent quality have marred the results of highly publicized initiatives by the likes of **Google** and the **Internet Archive**. "Take a look at some books Google has made available online," Belkhir, the founder and CEO of book-scanner manufacturer **Kirtas Technologies**, told *DIR*. "Do a search for books published between 1600 and 1750. I don't think I've found one yet in which there are no mistakes—a creased page, something cut off, or blurry text."

According to Belkhir, the manual scanning technology being used by both Google and the Archive is bound [no pun intended] to produce inconsistent quality. "Both the speed and quality of their operations are at the mercy of human operators," Belkhir bemoaned. "Even if 90% of your scans are reasonably good, that still leaves 50 pages in a 500-page book that are not so good. Even if you get 99% good scans and have five bad pages, that's unacceptable. To create a high-quality digital library, you need 99.8% reliability, and that's impossible with a manual scanning process."

Kirtas is the manufacturer of the APT (automatic page turner) line, which was introduced in 2003 [see *DIR* 4/4/03]. The APT 1200 and recently released 2400 models feature automated page-turning technology that Belkhir first explored while working for **Xerox PARC**. Kirtas also recently introduced a device that relies on manual page turning, the APT 800, but still leverages the Kirtas book cradle and software package to produce more consistent images.

Perhaps due to the high-price of the APT devices, Kirtas, to date, has been snubbed by both Google and the Archive, which have invested in their own platforms. "The book scanning market is exploding," attested Belkhir. "We have been getting inquiries from all over the world. When it comes to total cost of ownership and cost per page, our products make sense for anybody with more than 1,000 bound books to scan."

The APT 1200, which is rated at 1,200 images per hour, lists for \$129,000-149,000 [the lower price is for libraries]. The 2400, which is twice as fast and features improved optics, lists for \$189,000, and the 800 lists for \$69,000-89,000. The 800 is field-upgradable to the 1200. According to Belkhir, Kirtas has placed 30-35 machines since 2003. "Service bureaus have been our largest market, but libraries and corporations that have a lot of bound materials have also bought."

**"If digitized books can't be shared,
it's a wasted effort."**

— Lofti Belkhir, Kirtas Technologies

In addition to its hardware, Kirtas recently released a couple standalone versions of its software—*BookScan Editor*. Both versions feature image processing such as deskewing, intelligent cropping, and automatic page segmentation—which helps differentiate text from graphics. *BookScan Editor Pro* also offers OCR and XML tagging of meta data.

"The standalone software is aimed at users of other vendors' scanners who are not satisfied with the output they are getting," said Belkhir. "When developing our application, we considered some of the standards being issued by the library community. For example, using **ABBYY's** OCR enables output in 177 different languages. And incorporating XML meta data will contribute to the interoperability of digital books across multiple platforms."

Belkhir questioned the long-term viability of book digitization projects that don't incorporate standards. "If digitized books can't be shared, it's a wasted effort," he commented. "With Google and the Internet Archive, because they are paying for it, most of the libraries involved didn't force the issue of standards. But, those projects are just the tip of the iceberg. They served as a wake up call to other libraries to take their destiny in their own hands. This has spurred initiatives that are being more thoughtful about how to do it right."

Belkhir indicated one such initiative is a European digital library that involves 24 countries. "We've already done some consulting in France, which plans to scan 60,000-70,000 volumes from its National Library this year and 150,000-200,000 annually, over the next 10 years," said Belkhir. "Most of Europe's other national libraries have also responded strongly and are lobbying for funding."

For more information: <http://www.kirtas-tech.com>

Upgraded Scanner Expedites Classification

OPEX has upgraded its AS3600 document scanner and announced it under the name "AS3690." New features include increased processing power, a larger touch-screen monitor, and an extra sensor in the feeder—designed to improve the machine's document classification capabilities. OPEX has also incorporated a wider MICR head for improved check scanning.

"The new dual processing PC basically gives the AS3690 twice the power of our original model," said Bo Minogue, product specialist for OPEX. "Some sites using the 3600 were scanning remittance items at 90 ppm, but we wanted to run full-page in grayscale at the same rate. The 3600 was rated about 60 ppm for full-page documents."

Of course, in an OPEX environment, where scanners are primarily connected with envelope extractors and fed manually as each envelope is opened, the scanner can only go as fast as the operator. OPEX's new *idAssit* and *KeyAssit* technology are designed to improve operator speed. "We've added an extra sensor that can be leveraged for document classification," said Minogue. "For example, the 3690 can be programmed so that, when an operator drops a check on one side of the feeder, it is automatically recognized as an international check, while the sensor on the other side would automatically classify it as domestic."

"We found users experiencing delays while

operators were trying to find the right document classification button on the touch screen. During this delay, of course, no scanning was being done."

The AS3690 lists for \$46,995 and is scheduled to begin shipping on April 1. OPEX is taking orders now. The list price when it's installed along with an OPEX RED (Rapid Extraction Desk) Model 51 (the typical configuration) is \$67,000. Since its introduction in 2003, OPEX has installed several hundred 3600s.

"I expect 2006 to be a significant year for us in terms of integration with ISV applications," Minogue told *DIR*. "Most imaging ISVs are used to receiving documents nicely separated out in batches. In our capture process, each transaction basically represents its own batch. We are starting to see more ISVs coming around to our way of seeing things."

For more information:

<http://www.opex.com/as3600i.htm>

FileNet WCM, from page 1

the ECM market. We feel we've introduced something that will enable customers to get into a high-end WCM application without breaking the bank on software or services. The starting price is \$100,000, and *Web Site Manager* can be run either integrated with *P8* (FileNet's ECM platform) or as a standalone application. Initially, I expect about a 50/50 split."

For more information:

http://www.filenet.com/English/Products/Web_Site_Manager/

Subscription Order Form for RMG Enterprises, Inc.

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