February 2, 2007

Kodak Unveils New Image

Restructuring leads to leaner, meaner, operation.

NASHVILLE, TN—One peek into the room where the awards dinner assembly was being held at **Kodak's** recent Breakaway 2007 event would lead any market analyst to ask the same question: "How can these guys be fourth or fifth in the workgroup document scanning segment?" Some 400 people attended Kodak Document Imaging's ninth annual partner event, held this year at the spacious and elegant Gaylord Opryland Resort. The theme of the abbreviated conference was "This is not your father's Kodak," and one of the goals the Rochester-based vendor expressed is increasing its presence in the aforementioned workgroup scanner segment.

Dolores Kruchten, GM, Kodak Document Imaging.

Of course, this theme should have been apparent going in, based on the announcement the week prior to Breakaway that Kodak had hired former **Visioneer** and **Fujitsu Computer Products of America** (**FCPA**) sales VP Don McMahan. McMahan's hiring was actually part of a larger reorganization within the $13 billion vendor that included the sale of the company's Health Group for $2.5 billion and the appointment of Dolores Kruchten (formerly Traxler) as general manager of Kodak Document Imaging.

"Our Health Group was a successful, profitable business," Kruchten told the Breakaway assembly. "However, it was not large enough to really be a leader in its market. We've narrowed our focus to two markets, where we have leadership positions. Those are our Consumer Imaging and Graphics Communications groups; we plan to take the money from the sale of the Health Group and invest it in those two groups going forward."

OneTouch VRS Highlights Visioneer Conference

St. PETERSBURG, FL—You might say that **Visioneer** is coming full circle. The scanner vendor that began life as a software developer is now moving back towards its software roots. No, Visioneer is not getting out of the hardware business—far from it. It is, however, increasingly relying on its *OneTouch* scanning platform to differentiate itself from the horde of competition in the distributed scanning space.

At its recent PartnerVision event, held at the posh Renaissance Vinoy Resort, Visioneer made two significant announcements regarding *OneTouch*. The first is that VRS (Virtual ReScan) capabilities will be embedded in *OneTouch*. This means that imaging applications receiving scans from *OneTouch* will be able to benefit from the capabilities of the popular **Kofax** image processing technology. The second, related announcement, involves the release of a toolkit for enabling ISVs to connect with *OneTouch*.

Both announcements are part of Visioneer's overall plan to attack the distributed scanning space by making it simpler for non-dedicated scanning professionals to capture documents. "Running VRS in a traditional fashion can require between nine and 13 steps by an end user," said Harju. "We've reduced that to zero, because VRS actually is now running automatically as a step inside *OneTouch*."

Harju explained that the new *Visioneer OneTouch with VRS Technology* implementation changes the paradigm for VRS deployment. "In traditional systems, VRS is pulling images from a scanner; and the imaging application receives the images directly from VRS," he told *DIR*. "This adds an extra layer of drivers to the scanning workflow. With *OneTouch VRS*, our *OneTouch* application is both driving the scanner and connecting to the imaging software. We are actually pushing the images through VRS."

OneTouch toolkit for ISVs
The key to the success of this new paradigm will be

creating connections between imaging applications and Visioneer's *OneTouch*. To facilitate that, Visioneer has made its *OneTouch Links Software Development Kit* available for $499. This price includes support. "We are not trying to make a lot of money off SDK licenses," said John Capurso, Visioneer's VP of enterprise marketing. "Our goal is to get as many ISVs on board as possible."

At PartnerVision, Visioneer got things started on the *OneTouch* integration front by announcing links with Kofax *Ascent* and **Microsoft** *SharePoint*. *Ascent* is the most popular capture application among value-added resellers, who also happen to be the primary movers of the distributed scanners in which Visioneer specializes. Integration with *SharePoint* was apparently driven out of Visioneer's U.K. office, but we have also been hearing calls for more capture-to-*SharePoint* applications in the States, coinciding with the recent release of *SharePoint 2007*—which includes beefed up ECM capabilities.

How OneTouch VRS works

OneTouch VRS will come with preconfigured document profiles. Settings can be adjusted and new profiles created and loaded into the application through a VRS administrative tool. Working in conjunction with *OneTouch's* destination options, a different VRS profile could be used for invoices being captured into *Ascent*, for example, and for magazine articles being captured for distribution in *SharePoint*. The first might call for a high-quality, 200 dpi, bi-tonal image for OCR/ICR purposes, while the second might ask for an aggressively cropped color file.

Because the VRS processing takes place behind the scenes in *OneTouch*, some of the users' immediate interactivity options are limited. However, this can theoretically be looked at as a good thing. "In a distributed scanning environment, how often do you really want your users changing their scanner settings?" asked Harju.

Harju compared the *OneTouch VRS* process to **Kodak's** embedded *Perfect Page with iThresholding*. "We really didn't have much image processing capability in our scanners before this," he said.

Visioneer guaranteed itself at least a limited run as the only hardware vendor with embedded VRS by locking Kofax up in an exclusive arrangement. The way we understand it, no other scanner vendor is allowed to embed VRS in their scanning application for a period of at least 18 months, up to three years, depending on pre-set sales goals. This could be viewed as a bit of a coup, based on Kofax's long-standing relationships with vendors like **Fujitsu Computer Products of America** (**FCPA**) and **Böwe Bell & Howell**, especially on the VRS front, but then again, neither of those vendors has a scanning application they are marketing as aggressively as Visioneer is marketing *OneTouch*.

Visioneer plans to begin rolling out devices incorporating *OneTouch with VRS Technology* this spring. Visioneer will

make upgrades available for download by customers who have purchased Visioneer and **Xerox** DocuMate (Visioneer's OEM brand) scanners that include traditional VRS configurations. Kofax and Visioneer will also both offer upgrades to VRS Professional, which can be deployed within a *OneTouch* environment. VRS Professional includes most of Kofax's color image processing capabilities, as well as an Advanced Clarity feature for capturing extremely low-contrast or challenging documents.

How successful Visioneer's *OneTouch VRS* strategy will be depends on the value that end users perceive in *OneTouch*. The *OneTouch* concept certainly enjoyed considerable success in the consumer scanner market a few years back. We haven't seen much adoption of it yet on the enterprise-level for business scanning, but, then again, VRS and the potential to scan-to-enterprise-imaging-applications through *OneTouch* have not been available until now.

The closest parallel we can draw to *OneTouch* is **eCopy's** *ShareScan* application, which also leverages an SDK to connect to enterprise applications. Although it does offer some more advanced options, *ShareScan* can also be used to create button-scanning from digital copiers. eCopy currently has more than 100 businesses licensing its SDK, so, there seems to be some precedent for success. And with Harju's engineering team in Ottawa now employing some 15 people, the technical foundation for the *OneTouch* toolkit should be sound. In addition, until Kofax puts VRS on a server, there is really no simpler user interface for deploying the popular image processing technology than through a *OneTouch* configuration.

Playing with the big boys

In conclusion, *Visioneer OneTouch with VRS Technology* and *OneTouch Links Software Development Kit* are just two of the latest developments that have Visioneer now being mentioned in the same breath with scanning market leaders like Kodak, FCPA, BBH Scanners, and **Canon**, when just two years ago, the company was an upstart in the document scanner space with almost no real market share. Visioneer executives boasted that this year's PartnerVision was twice as large as last year's event, and *DIR* definitely encountered a more mature level of reseller. The event featured some 80 representatives from almost 50 VARs.

At PartnerVision, Visioneer also announced a new partnership with value-added distributor **Cranel Imaging** and introduced a new low-volume production scanner, the Xerox DocuMate 272, a 50 ppm/100 ipm device that includes a legal-sized flatbed, bundles VRS Standard, and carries a list price of $4,995.

Yes, Visioneer, which began life in 1994 as the vendor of *PaperPort*, the popular desktop document management software line it eventually sold to ScanSoft (now **Nuance**), and only got into hardware to seed the market for *PaperPort*, has effectively come back to its software roots. We expect those strong roots, along with the addition of some solid gardening skills picked up in the acquisition of JFL Peripherals [*see DIR 9/5/05*], to help Visioneer continue its rapid growth, even as the market for distributed document scanning hardware becomes more commoditized.

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

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KODAK, FROM PAGE 1

Kodak Document Imaging is a major contributor to the $3 billion GCG (Graphic Communications Group), both in terms of revenue and profits. It is also the longest continually operating piece of GCG under Kodak ownership. The rest of the group is primarily made up of printing specialists that have been acquired over the past few years. The last piece of the puzzle was put in place with the billion-dollar acquisition of Creo in 2005.

"A reorganization of GCG took place about a month prior to Breakaway," Kruchten told *DIR* in a one-on-one interview. "Through the acquisitions, we brought together a lot of companies going through different stages in their growth. After about a year of operating as seven or eight different entities, GCG had reached the point where it needed a more mature structure in place, one that reflected a more stabilized state. This is where we moved by reducing GCG's number of strategic product areas to four."

Each of those product areas has a GM, with Kruchten heading up Document Imaging. Kruchten had formerly led GCG's united global services efforts, with Irwin Schwarzl serving as GM of Document Imaging. Prior to her role with GCG, Kruchten had led Kodak Document Imaging Services. Schwarzl recently returned to Germany to spend more time with his family, and Kruchten now oversees both document imaging products and services. The services arm of GCG has been realigned to work more closely with the individual product groups.

McMahan, whose title is VP of sales for U.S. and Canada, reports to Kruchten, who described his hiring as a "buy vs. build" decision for attacking

what Kodak describes as the distributed, or sub-$10,000 document scanner market. "Don has demonstrated he knows what it takes to build a leader in this market," Kruchten told the Breakaway crowd. "Going forward, we expect to be more aggressive, pick up the pace, and ensure that we have the right products in the market."
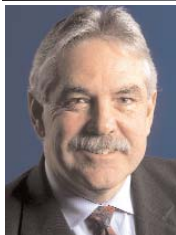
> ### "This is not the same Kodak as it was five years ago—or even a couple years ago…. The new Kodak isn't afraid to launch."
>
> **—Don McMahan, Kodak**

McMahan's pedigree is that the last two companies he was at, FCPA and Visioneer, are ranked number one and two, respectively, according to the latest market share reports, in the workgroup segment, with **HP** coming in a close third. The workgroup space is so important, because it now represents approximately 75% of document scanners being sold in North America. And while Kodak is the leader in the mid- and high-volume production segments of the market, it has struggled to achieve significant market share in the distributed (low-volume, departmental, and workgroup) segments.

"While we have generally outpaced market growth and grabbed some share in the distributed segments, we're not quite where we want to be, to be considered a significant player," said Tim Vaughan, director of worldwide marketing for Kodak Document Imaging. "To be a player, you need at least a 20% market share, and to be a leader, you need to get to 30%, or pushing 40%. That is where we want to be in a near-term number of years."

Part of reason for the disparity in success between Kodak's lower and higher-volume product lines is that until recently, Kodak has focused its manufacturing efforts on the higher-volume segments. However, starting in 2002, Kodak began to transition its OEM offerings in the distributed segments to own-manufactured products. It completed the transition last year with the introduction of its i1200 and i1300 workgroup and departmental models [see _DIR_ 5/19/06].

"Last year, we were still making the transition to our own products in the distributed space," said Kruchten. "This year, everything is in place. We can now develop a strategy around our entire product portfolio."

That strategy will be aimed squarely at the value-added reseller channel, where Kodak will also need to make a transition. "Even though we use two-tiered distribution, like our competitors in the distributed segments, our current channel isn't necessarily targeting distributed scanning opportunities," said Vaughan. "When we release a high-volume unit, like we did with the i1860 [see _DIR_ 10/6/06] in the fourth quarter of 2006, we can be successful with it in the remaining weeks of the year, because we generally know where to go to sell replacement units. It's not a direct sale, but we can go arm-and-arm with our resellers and get some sales done, because we're selling upgrades to a lot of our existing customers. We have a high confidence level that in the higher-speed segments, in a very short time period, we can move products.

"When it comes to the distributed stuff, we are much further away. Historically, we have looked at putting together some big deals and have won a few of them, but not enough to get the kind of market share we need. It's taken us a bit longer to build our pipeline in the distributed segments."

It's McMahan's job to rapidly increase the size of this pipeline, and according to Kruchten, "take business away from our competitors." McMahan stressed that he is not going to be afraid to make changes. "This is not the same Kodak as it was five years ago—or even a couple years ago," he told the crowd. "We need to be simpler to do business with, our channel programs need to be more responsive, and we need to increase our focus on field sales time.

"When I took this job, a friend of mine compared Kodak to an aircraft carrier and asked how I was going to be able to change the direction of something so large. I started to get worried, but after I thought about it for awhile, I realized that an aircraft carrier has a lot of weapons and firepower. Maybe it isn't such a bad thing to find under your Christmas tree. One big difference you'll see is that

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WHITTARD TO HEAD GAR SALES

One other personnel move at **Kodak** involves the appointment of Paul Whittard as head of sales for the Greater Asia Region (GAR) for Document Imaging. Whittard has most recently been the worldwide director for distributed capture. He is a native of Australia and will move back home to run GAR sales. His replacement as director of distributed capture is still being decided on.

http://wwwau.kodak.com/AU/en/dpq/site/TKX/name/DIHome

while the in the past that aircraft carrier may have been cruising down the Mediterranean, just kind of waving at the shore—the new Kodak isn't going to be afraid to launch."

McMahan has promised *DIR* a follow-up interview in the upcoming months to discuss his strategy in more detail. Stay tuned.

http://www.kodak.com/global/en/business/docimaging/globalPages/home.jhtml

Omtool Rides MFP Scanning To Success

Fax server vendor makes transition to distributed capture.

Word out of **InfoTrends** is that after years of explosive growth, sales of workgroup scanners have settled down into the 20% growth range. We've spent the last couple weeks speculating with various scanner vendors and analysts as to why this is. Although we've found little support for our thesis, it remains our belief that doing capture with digital copiers is finally cutting into the market for document scanners.

Consider this information from **AIIM's** recently compiled 2007 Capture Survey, as presented by AIIM President John Mancini. Out of more than 1,000 respondents (all of which we are presuming do some sort of scanning), almost 70% currently use their digital copiers for scanning. Granted, the primary use is ad hoc, scan-to-e-mail, or scan-to-folder type capture, which doesn't really compete with the use cases for dedicated document scanners, but other types of uses are on the rise. For example, approximately 25% of those doing scanning with MFDs (multi-functional devices—the terminology used by AIIM) are capturing images to ECM systems and another 25% to workflows. In addition, more than 45% of those scanning with MFDs said they plan to increase their MFD scanning in 2007, with an additional 20% saying, they plan to increase it *a lot*. Those planning a decrease in scanning from MFDs was around 5%.

It's our opinion that as digital copier hardware devices improve, both in their paper feeding and user interface, MFD capture is starting to compete more often with capture from traditional document scanners.

One vendor's success story

This brings us to **Omtool**, an Andover, MA-based developer of capture software, primarily focused on leveraging digital copier hardware. "We believe the market for workgroup scanners is going away," said Bob Voelk, chairman, CEO, and president of Omtool. "Document imaging is not a new technology. Most of the capabilities we offer have been available in dedicated document scanning systems for quite some time, but only now, as they are being offered through the convenience of MFDs, are users starting to adopt them. This trend is only going to proliferate as users continue to migrate away from print-only and copy-only devices, and install networked MFDs. More and more, we are seeing these types of devices tightly integrated with the infrastructure and workflow of large organizations."

Omtool, which Voelk helped found in 1991, has its roots in the fax server market, with a focus on high-end, distributed accounts. After a brief foray into secure messaging software, in the early 2000s, Omtool developed *AccuRoute*, a capture application originally based primarily on **Xerox's** FlowPort technology. "The feedback we got from talking with users, including a couple large law firms, was that they did not feel comfortable with an enterprise document strategy being dependent upon a particular brand of hardware," Voelk told *DIR*. "So, we went back, and leveraging our secure messaging server, undertook a more significant development effort. In Feb. 2004, we launched *AccuRoute 2.0*, which, although it had the same name, was really an entirely new product."

Focusing primarily on the legal services markets, *AccuRoute's* success has been staggering. "At the beginning of '04, 95% of our business came from fax server technology," said Voelk. "At the beginning of '06, 70% of our new business was coming from *AccuRoute.*"

Omtool is a publicly traded company that reported just over $14 million in revenue in 2005 and was on target for close to that through the first nine months of 2006. When we spoke, Voelk said the company had 170 customers using *AccuRoute*, including 40 of the top 100 law firms in the United States. Omtool also works closely with major facilities management (FM) providers, such as **Pitney Bowes**, **Merrill**, **Williams Lea**, **DTI**, and **Xerox**.

"One big differentiator for us is that *AccuRoute* was built from the ground up to do distributed capture," said Voelk. "So, with a single server, we can handle millions of documents per day."

Voelk also noted that *AccuRoute* was designed as a horizontal capture application, but the company chose to "Cross the Chasm" (my and Geoffrey Moore's terminology, not Voelk's) by focusing on legal services. "We offer a single platform that

enables any law firm or FM to capture a document in the proper format and deliver it to the appropriate destination. To accomplish this, we've built ties into the three major document management systems in the legal market— **Hummingbird, Interwoven**, and **WORLDDOX**. We also tie into the major litigation support systems from **Summation**, **Concordance**, and **Ringtail**. Finally, we tie into records management systems from vendors like **MDY**, **LegalKey**, and **Accutrac**. This diversity is important because while legal firms typically utilize only one document management system, they often use multiple litigation support applications, which can vary on a case-by-case basis."

> **"At the beginning of '04, 95% of our business came from fax server technology. At the beginning of '06, 70% of our new business was coming from *AccuRoute*."**
>
> **— Bob Voelk, Omtool**

On the hardware side, Omtool integrates most tightly with devices from Xerox, **Ricoh**, and **HP**, while providing capture from networked folders to handle any other devices. "We support the embedded platforms from those three vendors to the extent that it makes sense," said Voelk. "For example, after a user authenticates himself at a device, we can present him with a personalized list of cases, so he is not sorting through hundreds of cases to find the right one.

"However, we've also found that in many situations, a cover sheet works more efficiently than entering information at a device. We enable users to set up cover sheets without leaving the document profiling screen they are used to working in. In other words, it takes no training at all. In 30 seconds, without leaving Summation, they can print a cover sheet that reduces the scanning process to a single step. This has the advantage of not tying up a high-volume MFD for several minutes to input a single document."

Acquisition adds medical records expertise

In addition to the legal market, Omtool recently began offering *AccuRoute* to the financial services industry, and then, late last year, announced the acquisition of healthcare document imaging specialist **BlueChip Technologies** in a $4.1 million deal. "BlueChip is very focused on the workflow associated with imaged medical records like admissions forms, service forms, and data collected on the floor," said Voelk. "More than anything, with one fell swoop, we acquired a knowledge base in the medical market that it took us three to four years to develop in the legal space."

Similar to *AccuRoute* in the legal market, BlueChip offers integration into major electronic medical records (EMR) systems. "Even if a healthcare provider has a top-of-the-line EMR system, when it comes down to collecting data from the floor, doctors and nurses are still primarily using paper. You might see advertisements for Tablet PCs and other electronic input devices, but overall, that's not reality. Doctors are still filling out paper forms and signing them, and BlueChip's technology is designed to link those paper records directly into EMR systems.

"BlueChip is especially strong on the workflow component of this integration. It's software has some capture built in, but we are really looking forward to integrating *AccuRoute's* capture with their workflow. In addition, with BlueChip, we also picked up a sophisticated document archiving system that is really overkill for what BlueChip was using it for. It includes capabilities for data types like voice and video, and we are looking forward to integrating it with *AccuRoute,* as well as our fax server product. We will continue to support the major archiving vendors in our vertical markets, but we run into many situations where our customers don't have an archive, or might not have access within their group to the corporate archive, but still need to store their documents somewhere. We've seen some people use *SharePoint* in this situation, but we think it's to our advantage to have our own solution."

The starting list price for *AccuRoute* is $10,000 for the server component, plus a charge for integration into more than one back-end system. For embedded deployments, the cost is $300 per device. There is also $75 per user fee that scales downward depending on the volume of seats being purchased. "Our sales size ranges from $20,000-25,000 for a 50-100 user system, all the way to $400,000-$500,000 for installations at some larger law firms," said Voelk.

Voelk concluded by saying he is continuing to build a channel for Omtool's growing product line. "We prefer to work through the channel in all cases," he stated. "We have salespeople focused on our vertical specialties like legal and healthcare, but they are compensated the same whether they go through the channel or sell direct. The FM providers have been great partners for us, and we've also had success working with Xerox and Ricoh Business Systems."

For more information: http://www.omtool.com; http://www.aiim.org

Adobe Upgrades *PDF Scan Library*

With **Microsoft** having just released its purported "PDF killer" in XPS, **Adobe** continues its efforts to make its portable document format even more ubiquitous. The latest frontier for PDF is scanned images. Adobe recently announced version 3.0 of its *PDF Scan Library*, which includes upgraded security, digital rights management, and compression.

Adobe licenses its *Scan Library* to hardware vendors who use it to output Adobe PDFs. Adobe's current customer list includes **Canon**, **Ricoh**, **PFU**, **Avision**, and **Syscan**. "A lot of people in the hardware industry look at scanning as the end of a document process," said John Hoye, director of business development for Adobe's Print and Classic Publishing business. "Part of my job is to help them realize that it's just the beginning. Vendors have the potential to add value to their offerings by including capabilities such as PDF/A creation and digital rights management.

"These features are good for end users, because they enable them to extend the same protection to their scanned images that they have for electronic documents. This helps consolidate workflows. For vendors, it offers a chance to increase margins by selling more than just a paper feeder."

Specifically, in version 3.0, Adobe has more tightly integrated its *PDF Scan Library* with its *Policy Server* software. *Policy Server* enables users to add restrictions such as who can view a PDF file, how many times, and for how long. Adobe has also introduced the ability to activate its *Reader Extensions* for scanned PDFs. "Say you receive a paper contract and want advice on it from someone outside your firewall, like an attorney, and you don't know if they have *Acrobat* installed," said Hoye. "By applying *Reader Extensions* to your PDF image, the attorney will be able to do things like comment on the document, save those comments locally, and apply a digital signature—even if they don't have *Acrobat*."

Policy Server and *Reader Extensions* are server applications that need to be purchased separately and can be integrated with devices leveraging the *PDF Scan Library*. The new *Scan Library* features are complementary to password-protection and time-stamping options that were previously available. Adobe has also beefed up the digital certificate options in the *Scan Library*.

Adobe licenses compression
In addition, as we previewed last issue, Adobe has licensed advanced compression technology from **CVision**, a Queens, NY-based developer of JBIG2 and MRC (mixed raster content) software. "We've always had our own JBIG2 and MRC in the *Scan Library*, but have decided we want to focus on other key areas and work with an OEM partner for compression," said Hoye. "We looked at a lot of options, and while we feel CVision has best-in-class technology. It's also important to remember that a partnership is about more than just the technology. You want to make sure you partner with someone you can work with in the future. We looked at CVision's product roadmap, and it made sense to use. We feel comfortable that we will each be able to influence the other's future direction."

At first glance, the Adobe partnership seems like a bit of a coup for CVision, which is still a relatively small company. However, with the JBIG2 and MRC markets still very much in their nascent stages, CVision, which has several hundred customers, is as established as anyone in that space. CVision has definitely established itself as a niche player in the batch-scan-to-PDF space.

"Our clients are a mix of people that want really small PDF files and/or are doing a back-file conversion from TIFF to PDF and need a batch-oriented product that can produce optimized file sizes," said Ari Gross, founder and CEO of CVision. "We've had success across several markets, including banking and legal. In the next version of our software, we plan to add more batch features like bar code scanning. Because we view Adobe's *Scan Library* being used mainly in ad hoc scanning, we don't view our partnership as cannibalizing our existing market."

Also, while Adobe views color image files as the primary target for CVision's technology, according to Gross, 90% of the company's current business comes from compressing black-and-white PDFs. "Our current technology creates black-and-white PDF files that are approximately five to 10 times smaller than non-optimized PDF images," said Gross. "We are making some improvements to our JBIG2 code that will reduce those sizes another 30% in our next release. For color files, the size varies depending on the document content, but, on average, we can compress a 300 dpi color file down to about 35KB."

Staying ahead of the game
Hoye noted that while he is not currently seeing overwhelming demand for advanced compression from Adobe's customer base, he views it as a matter of time. "As the cost of color printing comes down, we are going to see more and more color documents creeping into business workflows," he said. "We are hearing this from our OEM partners.

"Historically, users have been forced to make a choice between converting color images to black-and-white and storing them as Group 4 TIFFs, or saving them as JPEGs. Group 4 TIFFs don't preserve graphics very well, and JPEG often doesn't give you an optimum file size. Auto-color detect technology, followed by MRC compression, could eliminate this dilemma."

Hoye added that time-stamping and digital rights management may also be technologies that are a bit ahead of their time. "As a vendor of OEM tools, we need to be 2-3 years ahead of the curve," he said. "Our customers need time to incorporate our technology into their solutions before they can begin marketing it to their customers. We have to anticipate our customers' needs, so they can address their customers' demands as they arise and before their competition can react."

No announcement on Acrobat

Hoye could not comment on whether CVision's technology would be deployed in future versions of *Acrobat*, which, like the *Scan Library*, has historically relied on Adobe's own advanced compression. If Adobe's recent track record is an indication, the answer is probably yes. Last year, Adobe's announcement that it was deploying **I.R.I.S**. OCR in its *Scan Library*, was followed up by the introduction of I.R.I.S. OCR in *Acrobat 8.0* [*see* DIR 10/6/06].

Hoye concluded that his vision for scanning-to-PDF goes all the way back to the late 1990s when he was working at **Fujitsu Computer Products of America** (**FCPA**). There, he helped lay the groundwork for the explosion in workgroup scanner sales that has taken place over the past couple years. "At FCPA, we realized we needed an alternative file format to TIFF if we were going to drive adoption of a distributed capture ecosystem," he told *DIR*. "So, we began targeting a format that we knew everyday business users were familiar with on their desktops. That was PDF."

For more information:
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BRIEFLY

ABBYY has added Thai and Hebrew language capabilities to its *FineReader Engine SDK*, bringing the total number of languages supported in the recognition toolkit to 188…. Speaking of OCR, Robert Weideman, general manager of productivity applications at **Nuance**, recently told the crowd at **Visioneer's** PartnerVision event, "We are the only OCR vendor working with the Vista team to create image services for XPS….We plan to infuse our software products with XPS the same way we infused them with PDF a few years ago."… Ever mindful of the competition, **Adobe** recently announced it was working with **AIIM** to make PDF version 1.7 an ISO standard. While XPS is not an ISO standard, the ability to create it will be included in **Microsoft's** new Vista operating system…. Also on the recognition front, **Pegasus Imaging** has released its first toolkit aimed at full-page OCR. *OCR Xpress* features .NET and ActiveX COM development interfaces and outputs to multiple text and text-plus-image formats…. Finally, *DIR* editor Ralph Gammon will be traveling to **Sharp's** SDSCA National Dealer Meeting next week in Las Vegas. He expects to bring back further insights into the rapidly evolving scanning-from-digital-copier market.

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