*March 19, 2010*

### ARIBA ALIGNS WITH READSOFT FOR CAPTURE & WORKFLOW

Electronic invoicing network provider **Ariba** has teamed with **ReadSoft** to better automate invoice processing within the Ariba Network. In 2009, the Ariba Network drove more than $114 billion worth of invoice payments. ReadSoft technology will be used to provide workflow for approval of electronic invoices, as well as document capture for paper invoices.

"We already partner with a couple other e-invoice network providers, including **OB10**," said Bob Fresneda, president of ReadSoft North America. "We met Ariba through **Gartner**, which recommended we get together to create a best-of-breed invoice processing solution that could run outside of **SAP**."

Ariba's goal is to transition its customers from using paper to taking full advantage of its e-invoicing network. "However, Ariba is smart enough to realize that this is a gradual process and there will always been some paper," said Fresneda. "We have three joint customers already and four or five more proposals out there.

"Ariba will tell its customers that if they are receiving a million paper invoices today, within a year, they might be able to migrate that down to 500,000. And within three years, it might be down to 100,000, but that might be as low as it will get. So, Ariba encourages them to buy a document capture license from ReadSoft based on gradually falling volumes."

#### Partnership Push
Ariba is the latest in a series of partners that ReadSoft has signed on over the past six

## ACS Introduces Smart Phone Capture For Truckers

There has certainly been a lot of talk about using mobile phones to capture document images. Aside from a few people using them to capture business cards, however, we haven't seen a lot of real-world applications combining smart phones and document capture. **ACS** is hoping to change that. The $6.5 billion dollar BPO specialist, that was recently acquired by **Xerox**, is introducing a mobile phone capture option for users of its TripPak Services.

TripPak is a line of business that was acquired by ACS in 2004. It provides scanning and imaging services to truckers and trucking companies. "We focus on capturing any documents related to transportation of freight," said Chad Goins, VP of service delivery for ACS TripPak. "These include way bills, weight tickets, receipts for tolls, proof-of-delivery documents, and anything related to driving processes or efficiencies.

"In general, one issue that has plagued the trucking industry is drivers submitting their documentation to trucking companies in a timely fashion. Many industries have gone paperless. But, in trucking, in most cases, a driver receives a paper proof-of-delivery copy that must be received by a trucking company before it can invoice a customer for a delivery. We have developed solutions to make it as easy as possible for truckers to submit their paperwork."

TripPak's original "claim-to-fame" are the drop boxes it now has at more than 1,500 truck stops in the U.S. and Canada. "Basically, drivers put their trip documents in an envelope, and our partner, **UPS**, picks them up and delivers them to our hub in Louisville, where they are sorted and distributed by fleet. We then scan and identify the documents, typically using bar codes and send the images to the trucking companies. We've been doing that for about 15 years."

At more than 500 truck stops, ACS also offers scanning services. At these sites, a clerk will scan truckers' trip documents behind the counter. This accommodates

more immediate delivery of the documents.

ACS also offers services to the trucking industry in areas like safety and compliance, as well as recruiting and retaining drivers. "We have relationships with more than 1,000 trucking companies who use at least one of our services," Goins said.

Through these relationships, ACS has integrations into the back-end systems used by many trucking companies. TripPak also offers its own hosted ECM solution to trucking companies.

### Mobile scanning solutions

About a year ago, in an effort to offer more convenience to drivers who were often finding themselves waiting in line to take advantage of truck stop scanning, ACS began offering a mobile scanning option that could work with any TWAIN driven scanner. "Drivers are increasingly carrying laptops, which they use to connect to the Internet through the Wi-Fi offered at truck stops," said Goins. "So, we decided to offer them the option of doing their scanning through their laptops.

"We are not the first company to offer this type of solution, but one reason we've been so successful is that we are able to support the application through our network of call centers. A lot of drivers have been asking trucking companies for a mobile scanning option, but the carriers were afraid of potential support issues. Our subscription includes support, so if there is a problem with the set up of a scanner, for example, the driver calls us, not the trucking company. Our offering fulfills the drivers' desire to scan from their laptops, without forcing the trucking companies to increase their IT headcount."

### Two new options

At the recent 2010 Truckload Carriers Association convention in Las Vegas, ACS introduced two new TripPak mobile scanning options. One involves the integration of a mobile document scanner into a utility distributed by **PeopleNet**, which develops onboard computing and communication systems for the trucking industry. The other involves an option for capturing shipping documents with mobile phones.

We'll cover the PeopleNet integration first, because it's a step closer to the laptop-driven system we've already discussed. Basically, instead of using the laptop to drive the scanner, the truckers use the PeopleNet utility, a mobile computer which sits inside their cab and connects to the Internet through PeopleNet's g3 network (which PeopleNet advertises as taking advantage of third-generation mobile computing technology). The PeopleNet device features a USB connection, to which an ACS-branded mobile sheet-fed scanner can be connected.

"Basically, we took the laptop version of our mobile capture application and modified it for the Windows CE platform,

which is run on the PeopleNet device," said Goins. "We then piggyback our software on their platform [and drive the scanner through a direct integration.]"

In the new ACS TripPak MOBILE solution, a smartphone will be used as both the computer and camera for capturing documents. "We are trying to capitalize on the wave of smart phone adoption," said Goins. "Even though smart phone adoption by truckers may be lower than it is in some segments of the population, the studies we've done show their penetration is at about 45%. This is up from 30% a year ago, as drivers increasingly want the technology associated with devices like iPhones and [the Google] Android [operating system].

**"The studies we've done show [that smart phone penetration among truckers] is at about 45%. This is up from 30% a year ago, as drivers increasingly want the technology associated with devices like iPhones."**

**—Chad Goins, Xerox ACS**

"For the iPhone, we are really concentrating on the 3G model because of the improved camera. That is the initial model we will support. Over the next couple months we plan to introduce support for phones that run Android, as well as select Blackberry models like the Storm."

There are two components to TripPak MOBILE. One is software that is downloaded onto the smart phone. The other is a specialized clipboard designed to ensure consistency of the captured images.

"We did testing to find the best way to ensure there is no significant skewing or keystoning [an effect caused by a document and camera not being held parallel to each other] of the images being captured," said Goins. "We found it's important to hold the phone steady on a plane parallel to the document.

"If you think about the process, truckers already have a clipboard with documentation on it that they need somebody to sign. We're offering them a specialized clipboard with an arm that folds out with a clear, hard plastic sheet on the end of it. The user positions this sheet above the documents on the clipboard, places their phone on top of it, and takes the picture.

(To view an animated GIF showing how this clipboard works, go to:
http://www.documentimagingreport.com/fileadmin/images/ACS.GIF)

"We are trying to meet the users where they are. We realize they are not capturing document images every day, so we felt it was important to make the capture process as easy as possible."

According to Goins, the clipboard will cost approximately $5 and may be given away with a subscription to the TripPak MOBILE service.

The downloadable software application has some image processing capabilities. "We run a couple algorithms at the time of capture—for deskewing and adjusting brightness and contrast," said Goins. "We also enable truckers to use their fingers on the touchscreen for things like dragging corners and making images lighter and darker. Once they are satisfied with the image on the screen, they confirm it, and it is sent for back-end processing.

"We've done tests where we've compared the images captured with smart phones to those captured with mobile document scanners and through clerks scanning at truck stops. As long as the driver is holding the phone at the appropriate distance and there is not a bunch of vibration, the images captured with smart phones are arguably as readable as those captured through the other methods."

In addition to image capture, the TripPak MOBILE app has a GPS feature that enables trucking companies to track deliveries. "At the time of dispatch, the trucker can enter their load number, and at any point along the way to the delivery, they can hit a button and their location will be transmitted back to the carrier, broker, or shipper," said Goins. "This load information serves as the key indexing field when the documentation is captured. Since we have this information already, we haven't seen a need to implement OCR technology."

Goins said there is also a signature capture option in the MOBILE application that involves drivers signing their mobile phone touchscreens with their fingers. "The plan is to continue to grow the application," he said. "Eventually, we'd like to take the whole process paperless. We think we have the infrastructure and partnerships in place to possibly do that someday. Smart phones could be a means for delivering electronic documentation."

### Keeping costs down

ACS plans to have TripPak MOBILE available at the Mid-America Trucking Show being held March 25-27 in Louisville. "Truckers can sign up for our in-cab scanning solutions right in our booth," said Goins. "This year, if they have iPhones, they will be able to subscribe to our MOBILE service and be in a position to start capturing documents that day."

Goins said that TripPak services are purchased by both independent truckers that work with multiple carriers, as well as trucking companies that work with a dedicated fleet of drivers. "A mobile scanning solution is really a lower cost option compared to having a clerk scan documents for you at a truck stop. Using a smart phone for scanning will cost even less than our traditional mobile scanning service, because it eliminates the cost of the scanner.

"Trucking is a low-margin business to begin with, and the industry was really hit hard by the economic downturn. As the economy comes back, we want to help trucking companies be able to hire more truckers while keeping their top-line spending down. With our broad set of offerings, we think we are in a good position to do that."

For more information:
http://www.trippak.com/
http://www.peoplenetonline.com/
http://www.truckingshow.com/
http://tinyurl.com/DIRblogACS

# J&B Introduces SaaS Option for RDC with Mobile Phones

Transaction capture specialist **J&B Software** has introduced a SaaS (software-as-service) version of its platform for capturing check images with mobile phones. The Blue Bell, PA-based ISV, which is a wholly owned subsidiary of the Indian company **3i InfoTech**, announced it will be targeting the new offering at entities like community banks, credit unions, and brokerages. These are organizations that might not have the resources to install in-house remote deposit capture (RDC) software but are looking to improve their service and/or differentiate themselves from competitors.

"For several years now, we've offered a RDC solution utilizing dedicated check scanners," said Mike Packer, head of business development at J&B. "As RDC has moved outward from corporate customers to SMBs and consumers, for many of whom it is not feasible to invest in a dedicated check scanner, we've made our RDC application compatible with TWAIN-driven scanners. The

natural next step is to develop an interface for mobile phones."

Packer does not expect mobile phones to replace scanners. "If an organization is scanning 25-30 checks per day, it's never going to use a phone," he said. "However, for a business depositing a few checks per day or per week, RDC might only make sense if it doesn't require any dedicated hardware. We think our combination of a SaaS mobile deposit offering, along with the increasing number of 2 MP camera phones in circulation, will enable banks and other entities to offer remote deposit capture at a price not feasible in the past."

Packer said that historically banks have charged corporate customers an average of $40-$50 per month to deploy RDC using dedicated check scanners. "Eliminating the scanner reduces the bank's cost $200-$300 off the bat," he said. "We think they should be able to offer RDC through mobile phones for something in the neighborhood of $15 per month."

While this still might be too much to ask from consumers who are used to not being charged anything to deposit checks, Packer said it might make sense for an entity like a brokerage house to offer RDC through smart phones as a convenience to its customers. "If I'm dealing with something like private wealth management, and I'm receiving checks in the mail or people are bringing them into my office, it's something I might want to offer to help keep my customers happy," he said. "Usually, these firms are dealing with such large amounts of money that their fees for our SaaS service would be negligible."

J&B's preferred billing model is per volume of deposits with a contract that calls for a minimum annual spend. "Through our meetings with various financial institutions, it's our understanding that setting up an RDC system in-house requires a substantial investment," said Packer. "And most organizations don't have enough data to forecast adoption rates, so they really don't know if the investment will be worth it. Many told us they'd be comfortable increasing their RDC spending as more customers sign on, which aligns well with our SaaS model. At the very least, we offer them the flexibility to start with a SaaS offering and migrate to an in-house solution as they ramp up."

### How it works

J&B has partnered with **Mitek** for its capture interface, which means its mobile capture application will work on any phones Mitek's technology works on. This includes more than 30 models from multiple manufacturers. J&B will work

with its customers to integrate the capture interface with their existing mobile applications.

"Our plan is to minimize the number of applications a user has to download onto their phone," said Packer. "If a customer downloads ABC Bank's mobile application, a tab within it could launch a mobile deposit screen, which would take the user into our system. We will work with our customers to make sure our interface, color scheme, and font is consistent with their existing mobile applications."

Once the check is captured by the phone, it enters J&B's server for data extraction and image conversion. "We take the image, which comes in as a standard JPEG, and convert it to a 200 dpi bi-tonal TIFF," said Bhavik Patel, the principal for remote capture products at J&B. "This is the format required to clear it through Check 21 systems. We also extract MICR and CAR/LAR data and then validate it against the amount entered by a user. Finally, we validate the image to ensure that it is good enough to pass through to the Check 21 network.

"Within 30-45 seconds, the user will have confirmation about the quality of their transaction. If the transaction is confirmed, the check and data will pass through to the bank's back-end system. If the check image is not good enough, the user will receive feedback as to why not. We've also built in a series of fraud tools that will do things like check the CAR/LAR figures against the deposit amount entered by the user."

Through 3i InfoTech's Regulus BPO subsidiary, J&B can manage processes like manually looking at CAR/LAR data that cannot be read automatically. "It's our association with Regulus that really makes our SaaS offering possible," said Packer. "It enables us to offer 24/7 services. If someone deposits a check at 7 p.m., they're not going to have to wait until 6 a.m. the next day for it to clear."

"Organizations can also set up rules in our system, like every check over a certain amount needs to be looked at by a person," added Patel. "Through Regulus, we can provide those types of services as well, or we can export the information to the bank so they can follow-up themselves."

### Doc capture in the future?

According to Packer, J&B does not plan to initially market its SaaS RDC solution to larger banks. "Larger banks have invested in hundreds and thousands of branches that have tellers for receiving checks," he said. "In the long term, they may get on board with RDC using smart phones, but, it's not on their schedule for 2010.

"What's more immediately attractive to us are entities like brokerage houses or insurance companies that want to enable their clients to deposit checks remotely. Or, even smaller community banks and credit unions that are looking to differentiate themselves. Branchless banks like **USAA** [which caters to military personnel stationed worldwide], have actually had the most success so far with RDC through mobile phones."

Patel concluded that J&B, which handles more than checks with its traditional capture software products, eventually plans to expand its mobile capture offering. "Essentially, we plan to use the phone like a scanner," said Patel. "Checks are a good place to start because they are fairly structured documents. What we can do now with mobile phone capture is much more advanced than what we could do a couple years ago. A couple years from now, we expect it to be that much more advanced."

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

# KM Offers First MFPs With ABBYY Embedded SDK

**Konica Minolta** is now shipping three bizhub MFP models that include embedded recognition technology from **ABBYY USA**. The bizhub C220, C280, and C360 models all currently incorporate ABBYY's technology to help create searchable PDF files. According to Joe Budelli, ABBYY's VP of sales, this represents the first time *ABBYY's FineReader Engine Embedded SDK* has been fully incorporated in an MFP series.

"We've been talking about our embedded SDK for three or four years," Budelli told *DIR*. "We've done integrations with a pen scanner, on mobile devices, and last year at AIIM, we showed integration with Fujitsu's network scanner," he said. "These bizhub models represent the first MFPs utilizing true embedded technology from ABBYY. They certainly won't be the last."

Budelli discussed how the evolution of MFPs has helped make integration of an embedded SDK a possibility. "Our *Embedded SDK* is designed with a small footprint, so it can be run directly on a device," he said. "That said, over the past three years, MFP devices have become more powerful. They now all have a hard drive with some RAM, as well as an operating system—typically some version of Linux."

The advantage of embedded technology is that it makes recognition capabilities easier to access for end users, as well as the channel. "Traditionally, applying technology like OCR has been a bolted-on process," Budelli said. "You use a scanner or MFP to capture an image, and then you send it to a server for processing. It takes some training to execute this process. Especially, when you're going through a dealer channel, ensuring that this training gets communicated properly to the end user is difficult.

"Embedded technology helps remove the learning curve. As we've seen with the adoption of features like button scanning on dedicated scanners, people like simplicity. Users want to put a document in a device, hit a button, and know what to expect. Embedded technology makes it possible for them to execute an entire workflow by hitting a button that says, 'save as a searchable PDF' to a location like a desktop or a document management system."

### Just the first phase

Budelli stressed that ABBYY's embedded SDK is capable of a lot more than just helping to create searchable PDFs. The press release announcing the bizhub integration refers to its "easy-to-use tools for creating templates of fixed forms, such as questionnaires, surveys, and tests," which Budelli said is related to the SDK's OMR capabilities. He also discussed the SDK's *TouchTo* touchscreen feature, which was shown at AIIM last year, integrated with Fujitsu's fi-6010N network scanner [*see DIR 4/3/09*].

"What we've done so far with the bizhubs is the first phase of automation that we can accomplish with the embedded SDK. If you look at our *TouchTo* interface, it can be used to simplify data capture requirements for multiple document types. The implementation we showed at AIIM was for invoices, but it can be used to turn an MFP into a scanning kiosk. Increasing adoption of touchscreen technology is being driven by its use in smartphone applications. We think that leveraging the touchscreens on MFPs for more applications is a natural next step.

"It's our goal to remove inefficiencies related to training that are reducing the adoption rate of MFPs for many capture applications. We think we can help reduce sales cycles, because if more recognition technology is embedded, it means dealers have to spend less time explaining external applications."

Comment: The timing of the ABBYY-Konica Minolta announcement was interesting because it came on the heels of our attending a **Nuance** event, where **Canon** and Nuance talked about

doing more recognition on MFP devices [*see DIR 3/5/10*]. Nuance referred to this trend as the next wave of distributed capture, and it's really part of a larger trend toward more distributed computing. Smart phones are the most obvious example, but for years, technology pundits have been forecasting the spread of computing power into common appliances like cars, home entertainment centers, and even refrigerators.

MFPs are just another appliance being swept up in the move toward distributed computing. Of course, everyone knows that computer hardware is not worth much without a software application to make it meaningful. And document capture is certainly an appropriate application for MFPs.

For more information:
http://www.documentimagingreport.com/index.php?id=1819;
http://www.abbyy.com/ocr_sdk_embedded/;
http://kmbs.konicaminolta.us/content/products/subcategories/os_colormfp.html

# LuraTech Introduces App. Monitoring Cockpit

For years, people talked about the application of OCR technology as a black-box operation. In other words, you put a document in a scanner, sent it to a server somewhere, and images and data files come out the other end. As OCR applications have matured, however, users have become more concerned about optimizing them. To accomplish this, they want a peek into this black box to ensure that everything is running as efficiently as possible.

**LuraTech** has become the latest capture vendor to introduce a cockpit for monitoring the progress of its document capture application. This month, the Germany-based ISV, which has its U.S. headquarters in San Jose, made available *DocYard*, an optimization module for its popular *PDF Compressor* application. *PDF Compressor* is most commonly used for converting scanned documents into full-text searchable PDF files of an optimized size. Last year, LuraTech introduced a document classification and extraction module for *PDF Compressor* [*see DIR 5/1/09*].

"*DocYard* really puts *PDF Compressor* on steroids," said Mark McKinney, president of LuraTech, Inc., the company's U.S.-based subsidiary. "*PDF Compressor* itself scales great. We have customers converting 50 million pages per year with it. But, for users looking to implement more distributed workflows and run *PDF Compressor* on multiple computers, *DocYard* will be a big benefit.

"It enables users to monitor the progress of *PDF Compressor* across multiple machines. Let's say a user is processing a bunch of newspapers and because the text is so small, the OCR engine is processing pages slower than the compression engine, causing the whole operation to slow down. *DocYard* would enable a user to see that, so they could then apply more CPU power to the OCR process and more efficiently execute their conversion.

"*DocYard* also has features like an API to enable options such as the introduction of a different OCR engine into a *PDF Compressor* process, maybe for a job with specialized language requirements. Users can also monitor the progress of their manual validation stations through *DocYard*. The bottom line is that *DocYard* makes *PDF Compressor* a more flexible application that can be deployed across multiple locations and devices, but centrally monitored and managed."

To validate some of the capabilities of *DocYard*, LuraTech turned to Howard Gross, president of conversion services provider **E-BizDocs** and a long-time user of *PDF Compressor*. "A centrally managed platform like *DocYard* enables us to quickly set up new jobs and track quality assurance at every step of the document conversion process," Gross said in a LuraTech press release. "These capabilities will allow us to significantly lower our production costs, ensuring that we can competitively bid new jobs and ensure our customers' satisfaction."

### PDF/A gaining traction in North America

In addition to being document compression experts, LuraTech has been a pioneer in driving adoption of the PDF/A standard for long-term digital document archiving. McKinney said that the standard, which was conceived in the United States through the work of AIIM and another trade organization [*see DIR 9/20/02*], has seen most of its early adoption in Europe in industries like banking and insurance, as well as government. "But, we're now starting to see it gaining traction in North America," he said. "Highly regulated markets, like nuclear energy, are looking at it. Both **NARA** (the National Archives and Records Administration) and the **NRC** (Nuclear Regulatory Commission) have addressed PDF/A. Also, I believe 14 states are considering legislation around making PDF/A a standard.

"A lot of organizations continue to use TIFFs because they have been doing it for so long. But, more forward thinking ones are considering PDFs because of the benefits they offer in areas like meta data, viewing, compression, and full-text searchability. As these organizations are restructuring

their workflows to take advantages of smarter documents with PDF, they should also be considering the advantages of PDF/A."

For more information:
http://tinyurl.com/docyard;
http://tinyurl.com/lucadoc-PDF-A

# Gaming Scanner Manufacturer Exploring DM Market

**Chatsworth Data** has been making scanners for a long time—almost 40 years, since it was founded in 1971. The southern California-based manufacturer has historically targeted the gaming industry with analog OMR (optical mark reading) devices. However, as more of its customers have started to demand imaging scanners, Chatsworth has delivered them. In fact, Chatsworth recently upgraded its imaging scanners by introducing ISIS and TWAIN 2.0 drivers.

"Historically, we have sold to primarily the lottery and gaming markets," said Sid Anderson, president and CEO of Chatsworth Data. "The requirements of that market used to be mostly for 3.25-inch [analog] OMR scanners [which use infrared light to determine the areas marked on a page]. Now, most of our market is evolving toward imaging scanners that utilize digital OMR. Imaging scanners offer more flexibility, like the ability to use them to implement processes like bar-code recognition, OCR, workflow, and archiving."

Chatsworth currently manufactures and markets three imaging scanners: The cScan 3250 is designed for lottery and gaming tickets up to 3.25-inches wide. The cScan 8500 can handle documents up to 8.5-inches wide. Both models can scan documents up to 22-inches long and are hand-fed models. In 2008, Chatsworth introduced a version of the 8500 with a 50-page ADF. Through this ExecuSCAN model, Chatsworth is looking to break into more traditional document imaging applications.

Actually, both the 8500 and ExecuSCAN feature the new TWAIN and ISIS drivers, as well as on-board (firmware) image-based OMR and bar code reading. "Our traditional sales model has been through OEM agreements with resellers that focus on the gaming market," said Anderson. "Lately we've been working closely with **EMC** [which develops and certifies ISIS drivers through its Pixel Translations division], to identify opportunities in the document management market. We are also working with some retail distributors like **Ingram Micro** and **D&H**."

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The ExecuSCAN is rated at 40 ppm/80 ipm at 200 dpi. It's a bi-tonal and grayscale scanner that offers JPEG, TIFF and PDF output. It carries a list price of $2,995. The hand-fed 8500 lists for less than $1,000, and there is also a more expensive metal version of the product. "If the device is being used in a restaurant or a location that is even remotely industrial, we recommend users get the metal version," Anderson said.

Anderson cited the entire line's durability as one of its differentiating factors. "The 8500 is as good a piece of equipment as we've ever made," he said. "Everything we manufacture is designed for light industry because of the durability requirements of the gaming and, to a lesser extent, election markets that we participate in.

"The ExecuSCAN also features a recommended maximum daily duty cycle of 14,400 pages, which helps differentiate us from other [departmental] document scanners. Also, if a scanner is under warranty and something goes wrong, users just put it in a box, ship it to us, and we can fix it. We offer one-week turnaround time, and if we have a replacement unit available, we can ship it to them immediately."

Anderson added that Chatsworth's ability to offer a variety of scanners is an advantage. "If someone doesn't have the volume to justify our ADF model, we'll happily sell them the 8500," he said. "We have a Los Angeles company, that does testing for charter schools, looking at the 8500. It's a good fit because they only scan about 800 documents a year."

We concluded with a question about the election market, an area where *DIR* has always felt

document imaging technology has been underutilized. Anderson said that Chatsworth has had some success with corporate and organizational elections, as well as those in foreign countries. "However, the certification costs to play in the U.S. market are prohibitive for a company like ours," he said. "And each time you make a change to your equipment, you have to get re-certified. To some extent, we have partners that can afford to spend the money on certification, but it's so expensive that they have to be sure it is going to be worth it."

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

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### READSOFT PARTNERS, FROM PAGE 1

months. **KnowledgeLake**, the imaging-for-*SharePoint* market leader is another.

"KnowledgeLake will be reselling our software for both invoice capture and automated document classification," said Fresneda. "As more people enter the *SharePoint* space, I think KnowledgeLake sees us as a potential differentiator."

Fresneda said that ReadSoft's increasing number of partnerships with repository vendors is reflective of a changing market landscape. "It used to be we'd come into a customer and they'd ask us to integrate with their existing repository," he said. "Now, we find them asking us if there is a lower cost alternative to what they already have. They might ask us about posting their invoices in *SharePoint*, at which point we can recommend KnowledgeLake."

For more info: http://tinyurl.com/ReadSoft-Ariba