

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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March 6, 2009

THIS JUST IN!

DIGITECH INTRODUCES ENTERPRISE CAPTURE PRODUCT

The concept of enterprise capture seems to be gaining traction throughout the industry, and **Digitech's** new *PaperVision Capture* is the latest application we've seen that introduces more capabilities in this area. Digitech is a Colorado-based ISV that is probably best known as one of the pioneers of the hosted ECM business model with its *ImageSilo* brand. But, Digitech has been in the capture and imaging market for a long time and also has a suite of traditional software products, including a high-volume capture application that has historically been used by a lot of service bureaus.

"Our legacy capture product, *PaperFlow Capture*, is known for its ease of use, and service bureaus like it because our pricing model makes it a one-time purchase—without any click charges," said Sean Morris, director of sales for Digitech. "We also include export capabilities to almost any back-end system.

"As we've expanded our reach in the ECM space, we've found that end users have a lot of the same needs as service bureaus, with a few additional requirements. *PaperVision Capture* is a completely rewritten product targeted at both end users and service bureaus. It includes improvements in areas like batch management, statistics and reporting, and flexibility for integration with third-party products. We've also set it up so it can be deployed in a standalone or distributed environment.

"And our pricing model still doesn't have any click charges. *PaperVision Capture* can be licensed on either on a named- or concurrent-user basis."

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BBH Scanners Debuts New Production Scanner Line

LED light source, adjustable 700-page ADF are key new features

In what Russell Hunt and Jackie Horn described as "a big day" for **Böwe Bell + Howell** (BBH) Scanners, on Monday, for the first time in almost four years, the Wheeling, IL-based vendor introduced a brand new, own-manufactured scanner. Built using feedback from BBH Scanners' customer- and reseller-base, the new Ngenuity mid-to-high-volume line features upgraded cameras and lighting, innovative feeding technology, and an improved user interface. The combination of these factors, along with several "hooks" built into the design to accommodate future improvements, should help the product line live on long after BBH Scanners' impending acquisition by **Kodak** is completed.



The Ngenuity represents Böwe Bell + Howell's first major new scanner design in four years. It features innovative feeding and camera technology.

"The last time we came out with a completely new product was when we introduced the Spectrum XF series in 2005 [see *DIR* 6/17/05]," said Hunt, president of Böwe Bell + Howell Scanners. "We've had great success with that product, so we were under pressure to come up with something else great. For the Ngenuity, we started out with a couple basic requirements—we had to maintain the durability and reliability that have helped us build our reputation. But aside from that, it was a clean slate.

"We decided that instead of trying to come up with a great product from an engineer's perspective, we'd really attack it from a marketing perspective and design a product that users really need. As we are not a solutions provider, but a manufacturer of a component

used in solutions, we looked at several years worth of input to determine how we could enhance the various vertical solutions our customers are using and our resellers are implementing. We worked with some big companies like **FedEx**.

"We had a large bank, for example, tell us it was implementing a lean manufacturing approach to capturing mortgage documents. Because of this, it needs to track everything, including the number of documents being captured by each scanner. We offer this capability in our new Operator Utility."



"We decided that instead of trying to come up with a great product from an engineer's perspective, we'd really attack it from a marketing perspective and come up with a product that users really need."

— Russell Hunt, BBH Scanners

Improved feeding options

According to Horn, director of worldwide marketing for BBH Scanners, the company had three key areas of focus when designing the Ngenuity. "We focused on improving the paper handling and the image quality, while making the experience really easy for the end user," she said. "We spent a lot of time paying attention to the little things that make a big difference for users."

To improve the paper handling, in addition to a traditional production rotary feeder, the Ngenuity offers a straight path feeder. "We think the Ngenuity can handle the widest range of documents of any scanner in its class," said Horn. "It can scan documents smaller than a business card, up to 200 meters in length. It can handle documents as thin as rice paper, or as thick as photographic card stocks and stuffed envelopes."

Hunt said feedback from BBH's Chinese customers pushed it to do a better job on thinner document types. "We've incorporated some different sensors in the rotary feeder and implemented a more intelligent document path," said Hunt.

The impetus for the straight paper path came from state and municipal governments that, for security reasons, want to capture unopened envelopes containing absentee ballots. "To accommodate the straight paper path, we had to reposition the cameras," Hunt said.

Based on feedback primarily from service bureaus, BBH Scanners has introduced a new 700-sheet tray on its ADF. "That's a 40% increase over the Spectrum and other scanners in the Ngenuity's class," said Horn. "In a high-volume

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environment, the time saved by being able to load more documents at once can add up.”

The tray also features variable capacity control. “This enables the Ngenuity to remember a batch size and automatically adjust to fit that number of documents when a new batch is loaded,” said Horn. “For example, let’s say a service bureau typically scans 145 pages per batch. When an operator loads a batch the first time, he manually adjusts the feeder tray to the appropriate height and presses a button. Each time he presses that button after that [until a new size is committed to memory], the feeder will automatically adjust to the 145-page level.”

One more feeding improvement that BBH Scanners has made on the Ngenuity is being able to manually override a double-feed detection through the push of a button—without having to re-scan the document that was deemed a double-feed.

LED light source eliminates warm-up

Like the Spectrum, the cameras in the Ngenuity are SharpShooter Trilinear CCD models. The Ngenuity features a newer version that is capable of outputting 600 dpi images. The Ngenuity also employs a white LED lighting source designed to reduce warm up time, as well as the need to change bulbs.

“There are a lot of advantages to LED lighting over traditional lamps,” said Hunt. “This includes eliminating warm-up time and the fact that the LED source lasts virtually for the life of a scanner, which helps keep consumable costs down. Our Infinity wide-format series also uses white LED lighting, so it is a tested technology for document scanning.

“We haven’t received a lot of requests for 600 dpi output, but have received quite a few for 500 dpi images. Since the new camera offered the capability, we thought we’d include it. There aren’t too many production scanners that offer 600 dpi output. We’ve had some great results with it in our beta testing. We’ve had users coming up with new applications that they hadn’t even considered before. It’s only a small segment of our customers, but the 600 dpi output could be important to them.”

Like the Spectrum series, the Ngenuity comes standard with an onboard version of **Kofax’s** VRS Professional image processing technology. BBH plans to release dedicated TWAIN and ISIS drivers for users that want an alternative to the VRS driver.

Ease-of-use improvements

BBH has also redesigned the user-interface on the Ngenuity. “We’ve included some frequently-used-function keys on the front panel, with additional

settings available from the Operator Utility that runs on the PC connected to the scanner,” said Horn. “The utility tracks things like maintenance and cleaning schedules, when users should change the rollers, etc. We’ve also tried to make changing the rollers as easy and as intuitive as possible.

“The camera and lighting components pull out like a drawer, so if a problem does occur, they will also be easier to change. In addition, the camera is sealed, which protects it against dust or errant paper clips or staples that make it through the prep process.”



Jackie Horn, director of worldwide marketing, BBH Scanners

Hunt added that with the Ngenuity, BBH Scanners has moved from a SCSI to a USB interface. “We offer an optional SCSI interface for users with legacy applications,” he said. “And we’ve redesigned our optional imprinter, which can be configured pre- or post-scan.

People who have been critical of our imprinter in the past will be happy with the new design. Also, we’ve rated the Ngenuity at an unlimited duty cycle, and we’ve tested it up to 50 million scans.”

The Ngenuity does not leverage any of the button-scanning technology that BBH Scanners licensed from **Visioneer** in a co-development agreement [see [DIR 12/7/07](#)].

Going to market

The Ngenuity is being positioned as a replacement for the Spectrum series, which is still being manufactured by BBH for the time being. The three Ngenuity models are rated at 90 ppm, 125 ppm, and 150 ppm, in a landscape mode at 200 dpi, while the Spectrum models are rated at 90, 120, and 140. The list price range for the Ngenuity is \$18,000 to \$45,000, which is similar to the range for the Spectrum.

BBH Scanners will start taking orders Monday and shipping the scanners early in the second quarter. It will be showing the Ngenuity at AIIM in a meeting room, as BBH has become the latest vendor to cancel its exhibition booth. “We’re spending money on industry specific shows like the HIMMS [being held in Chicago the week after AIIM] and some wide-format venues,” said Hunt. “We also plan to have some regional conferences to take the Ngenuity out to VARs. This will enable them to spend more time with it than they could at a show like AIIM. For the second half of 2009, we are going to focus a lot on training.”

Hunt concluded by saying that the Ngenuity has been designed with the potential for improvements and upgrades in the future. "It is built with what our engineers refer to as 'hooks' for adding components and features down the road," he explained. "There are both hardware and software 'hooks.' We expect this to be a very strong product for us now, as well as in the future."

<http://www.bbhscanners.com/history/index.html>;
<http://www.bbhscanners.com/products/ngenuity/>

Kodak Encourages Resellers To Keep The Faith

SAN ANTONIO—With the economy seeming to be crashing all around us, **Kodak's** overriding message at its second annual Executive Summit (KES) was one of confidence. Several hundred people, including representatives from approximately 100 Kodak reseller partners attended the event. It was held at the Hyatt Regency Country Resort and Spa. The event featured two days of educational conferences, a partner trade show, an awards banquet, and a recreational outing.

"We have confidence in the market," said Dolores Kruchten, general manager, Business Solutions and Services, and VP, Eastman Kodak Company. "We have cash to spend and are continuing to invest in document imaging. We are investing in our channel. Our biggest goal of this event is to instill confidence in our resellers—confidence in both the market and in Kodak."

Kruchten opened the event by telling the keynote gathering that 2008 started out as Kodak's best year ever, before a soft fourth quarter forced the company to make some adjustments. "In terms of worldwide unit sales, our production scanner [basically, scanners priced above \$12,000] business grew by 10% worldwide, while our distributed scanner [below \$12,000] business grew by 50%," she said. "We also introduced a new capture software product, which helped our software business grow by 50%."

"There are still opportunities out there," Kruchten stressed. "There may be some weakness in the financial sector, for example, but the healthcare market is stronger than ever. For healthcare providers, document imaging is progressing from an early adopter stage to a standard business practice. To be successful, we have to go where the opportunities are."

Kodak's recently filed annual report reveals that in terms of revenue, "net worldwide sales of Document

Imaging" in 2008 actually decreased 2% from 2007. "While volume grew in both the production scanner and distributed scanner categories," the report states, "a shift toward low-page volume units in both categories drove unfavorable price/mix."

Don McMahan, Kodak's VP of sales for the United States and Canada, followed Kruchten on the keynote stage and discussed some of the strategies Kodak is going to use in 2009. He confirmed what he previewed for us late last year [see *DIR* 12/12/08]—that the Kodak Desktop Scanner Reseller (KDSR) program is being integrated into the KAIR (Kodak Authorized Imaging Reseller) program.



*Dolores Kruchten,
GM, Business
Solutions and
Services, and VP,
Eastman Kodak
Company*

"Having two separate programs worked while we were focused on building the number of partners selling our distributed scanners," said McMahan. "But, it was always the plan to pull the whole thing together into one geographically managed program. The single KAIR

program will be more efficient and create less channel conflict.

"We will also continue to have salespeople focused specifically on areas like the federal government, supporting our Internet reseller and value added distribution channels, and selling our check scanning products into financial service institutions. And we have someone working nationally with office equipment dealers. In particular, we have strong relationships with **IKON** and **Pitney Bowes**."

McMahan also introduced the Kodak channel to Brian Bagan, a former systems integrator and Kodak reseller who was recently appointed as Document Imaging's director of business development for the US & C. "We are really starting to turn heads in the industry with the introduction of *Capture Pro* [software]," he said. "Historically we've been viewed by our partners only as a hardware provider. Now, we can really help them deliver solutions."

McMahan added that when you throw in Kodak's market leading product service capabilities, "It gives us a trifecta that none of our competitors can match," he said. "And, in these economically tough times, if the market is going to be flat, we're going to have to grow by taking market share from our competitors."

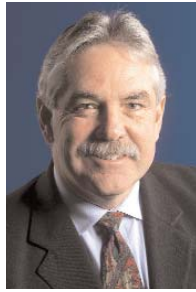
Acquisition avenue for growth

One way of taking market share is through buying

competitors. With Kodak's acquisition of Böwe Bell + Howell Scanners pending, we asked Kruchten if any more purchases might be on the way. "We are always looking for ways to expand and grow our organization," she said. "We are going to continue to increase our investments in, and build all segments of, our business. We are always making decisions on whether it's better to build something ourselves or to acquire it."

As general manager of Kodak's Solutions and Service business, Kruchten also talked about leveraging some of Kodak's Solutions resources for Document Imaging. "We have software developers, for example, that are involved in our print workflow solutions business," she said. "We could potentially leverage them to create document imaging solutions."

We asked Kruchten if having access to these developers influenced Kodak's decision to develop



Don McMahan, VP of sales for U.S. and Canada, Kodak Document Imaging

its own capture software platform, *Capture Pro*, after having outsourced the primary development of its legacy *Capture Software* application. "No, that decision was made because we wanted to have control over our own software," she said. Kruchten said *Capture Pro* sales have been especially strong at the high-end of the market, where users like the fact that there is no click-charge per documents scanned.

"By solutions, I'm talking about the work we've done to create systems like the bank-in-a-box check scanning bundle, or the s1220 photo-scanning system, or [**Scatron's** iNSIGHT 30] OMR/imaging scanner—which came about through our partnership with Pearson Assessments [see *DIR* 11/2/07]," she said. "You can look for a lot more of these types of solutions before the end of the year."

Kruchten concluded by restating that Kodak Document Imaging is not scaling back its efforts in 2009. "We will continue to invest in new products, services, and solutions," she said. "We are in a strong cash position that enables us to do that."

http://www.documentimagingreport.com/KES_2009_follow-up.1691.0.html

FOXRAY MARKETING ENTERPRISE CAPTURE PLATFORM

At the recent KES 2009, *DIR* caught up with former **Kodak** Document Imaging GM Erwin Schwarzl, who is now director of international sales for German ISV **foxray**. *foxray's* *Xbound* software is being marketed as an enterprise platform that can be used to manage and implement multiple document capture processes across an organization. Schwarzl compared *Xbound* to the old *InputAccel* product—as it is designed to integrate with multiple third-party applications.

"It's a tool that can be used to integrate various capture processes," Schwarzl told *DIR*. "We can take multiple inputs, tie together multiple workflows, and export to multiple destinations. All this can be set up by the user through a graphical user interface."

foxray is currently building a "community" of certified third-party applications. Currently products from vendors like **ABBYY**, **Paradatec**, **Open Text** [*RecoStar*], **Prime Recognition**, **Kofax**, and **Pixel**

Translations are represented. *foxray* uses some of these tools in its own-branded *Xbound* modules which it offers in areas like image processing, bar code recognition, automated document classification, data extraction, and verification. It also offers a scan client.

Xbound can be configured to handle distributed and/or centralized scanning. Its *Process Monitor* enables administrators to "monitor, control, and analyze ongoing processes in real time." This includes monitoring jobs on a statistical basis, as well as at the document level. Several different types of reports can be created for use in both process analysis and billing. *Xbound* also offers several document tracking and tracing functions to ensure compliance with regulations. Troubleshooting procedures can be applied to individual documents within processes.

foxray's technology and founders come out of the ticket processing arm of the German airline **Lufthansa**,

and the company has several large installations in Germany. These include an implementation at German tire and auto parts manufacturer **Continental**, which is processing 8,000 invoices per day through *Xbound*; an installation at service bureau **radiodata**, which is processing documents for **Citibank** from 120 different customers through *Xbound*; and a system at insurance provider **DKV** that is processing 100,000 reimbursement receipts for privately insured individuals each day.

Pricing of *Xbound* is based on a user's volume of documents, the complexity of the configuration, and the breadth of technology being licensed from *foxray*. *Xbound* can be purchased through an annual fee or perpetual licensing model. *foxray* has already established several partnerships in Europe and is currently looking to form partnerships with North American ISVs and systems integrators.

<http://www.foxray.com/index.php?id=16&L=2>

Kodak Reveals New Mid-Volume Line, Network Scanner

Of course, what **Kodak** event would be complete without the introduction of some new products? At KES 2009, Kodak introduced a pair of models that complete its i700 series mid-volume production line. Kodak also announced the availability of *Kodak Capture Pro*, version 1.1 and previewed the next generation of its Scan Station network capture device. The Scan Station 500 was formally announced this week.

At KES, Kodak showed the new i730 and i750 models, which are rated at 90 ppm and 115 ppm, respectively. These are follow-ups to the 130 ppm i780, which was introduced a year ago [see *DIR* 2/1/08]. On the outside, the i700 series looks very much like Kodak's i600 mid-volume line. However, inside the scanner is an improved image processing board that enables i700s to capture images at 300 dpi at rated speeds—a fairly unique capability in the mid-volume space.

Most scanners are rated at speeds of 200 dpi and slow down when the resolutions are raised. However, OCR applications, including many emerging IDR (intelligent document recognition) tools, work better with 300 dpi images. The i700 series also features auto-rotation of images based on the content of the image.

For now, Kodak will continue to manufacture both the i600 and i700 series, as there are still some significant price differences. The list prices for i700 models range from \$30,000-\$40,000, while the i600s list for \$22,000-\$30,000. The i610, which doesn't include color capture, lists for \$15,000. Kodak is offering its resellers some serious incentives to move the i700 units, including a sell 10, get an i730 free offer.

When combined with **Böwe Bell + Howell's** new Ngenuity line (following the expected close of Kodak's acquisition of BBH Scanners), the i600 and i700 series models will easily give Kodak the widest and deepest line of scanners in the tabletop production class. However, it's worth noting that when compared to this product line, **FCPA's** fi-5900C and **Canon's** DR-X10C still have some compelling price/rated speed ratios.

<http://graphics.kodak.com/docimaging/dipages/gotopic.aspx?Gotopic=i700>

Next-generation network scanning

Kodak's new Scan Station 500 represents a significant upgrade over Kodak's legacy network scanner, the Scan Station 100 Plus. The 500 is based

on Kodak's i1220 scanner, which means it is rated at 30 ppm, compared to 25 ppm for the 100. The 100 is based on i40 model, a product manufactured by Kodak OEM partner **Avision**. The transition to the own-manufactured Scan Station 500 is consistent with Kodak's strategy of seeding the market with OEM products before introducing its own-manufactured versions to follow them up.



The new Kodak Scan Station 500 is based on the Kodak i1220 workgroup scanner. It features several improvements over Kodak's legacy network scanner, as well as a list price of \$500 less.

The 500 also features the card-feeding capabilities included in the i1220 [see *DIR* 5/19/06]. In addition, like the i1220, the 500 includes ultrasonic multi-feed detection, and Kodak's optional tethered flatbed can be attached for special jobs. The 500 also introduces automatic blank-page removal into the Scan Station's PerfectPage implementation.

The 500 includes several unique new features. "The 500 brings forward everything in the 100 Plus," said Roger Markham, Kodak Document Imaging's marketing manager for scanners in the U.S. and Canada. (The Plus was introduced last fall as a minor upgrade to the original Scan Station 100, which came out in 2006.) "You can scan and e-mail documents or save them to network folders or USB drives. It offers secure log-in via LDAP, activity logging based on user ID, and PDF encryption. It enables programmable workflows, or it can be used with a printer as a network copier. It also has the ability to send and receive faxes. And we are still bundling the **NSi** AutoStore client.

"We are also introducing several new features. These include the ability to add voice attachments [via a .wav file] to scanned documents, a new larger, 8-inch touchscreen, and improved design of the display—which makes it easier to find tasks and enter addresses or phone numbers. We've also added two more USB ports, which brings the total to four, and a security port where a cable can be attached."

The i500 has a 32% smaller footprint than the 100, and for use in especially space-conscious environments, like a medical reception desk, it can be wall-mounted. Kodak will also be making a USB-attachable keyboard available as an alternative to the touchscreen for entering indexing data or other information.

Like network scanners in general, so far Scan

Station has had mixed success [see *DIR* 8/22/08]. One of Kodak's recent success stories involves the purchase of some 200 units by a couple branches of **Kaiser Permanente** for capturing patient admissions information. Kodak has also recently had success getting ISV partners to integrate their application interfaces into the Scan Station through a version of the device called the 120EX. A520EX will be released later this year.

Kodak is hoping the improvements in the 500, along with its price point of \$2,500 list (\$500 below the list of the 100 Plus), will help the market really take off. "Adoption continues to be fueled by the spread of distributed capture," said Markham. "Network scanning has two main advantages over capturing with MFPs—it offers more scalability and better image quality. Our new price is designed to get the street price of the Scan Station below \$2,000, which should accelerate adoption."

Through April 10, the Scan Station 500 will be shipping exclusively through **CDW**. Markham noted that the majority of network scanners have historically moved through on-line resellers. Kodak will discontinue shipping the 100 Plus before the end of 2009.

www.kodak.com/go/networkedscanning.

New Capture Desktop software

In addition to announcing that *Capture Pro 1.1* is shipping, Kodak recently announced a new *Capture Desktop* version of its software. The key new feature of *Capture Pro 1.1* is the ability to support any scanner with an ISIS driver [see *DIR* 10/24/08]—as the original version of *Capture Pro* only supported Kodak scanners through TWAIN drivers. The support of ISIS means that *Capture Pro* can now accept images from scanners using **Kofax's** VRS as well.

Capture Desktop is a scaled back version of *Capture Pro*. It will be bundled at no extra cost with Kodak scanners and replace *Kodak Capture Lite*. One advantage is that it uses the same code as *Capture Pro* and therefore can be upgraded without losing saved batch processing information.

www.kodak.com/go/docimaging

ITEX EXPO SET FOR THIS MONTH

The annual **ITEX Expo** is set for March 18-19 at the Las Vegas Convention Center North Hall. It appears that more than 200 vendors are signed up to exhibit at the MFP dealer focused event. This includes a handful of document imaging ISVs that target the dealer channel and at least one document scanner vendor. <http://www.itexshow.com/>

Atiz Bullish On Book Market

While the market for document scanners might have slowed somewhat in the second half of 2008, Nick Warnock, CEO of **Atiz Innovation**, is bullish about the demand for book scanners. Atiz is a Los Angeles-based vendor that specializes in selling book scanners. It recently released a new version of its professional grade device—the BookDrive Pro.

"The market for book scanners is very strong," said Warnock, a former finalist on "*The Apprentice*" who joined Atiz shortly after it launched its U.S. operations in 2006. "Four years ago, **Google** announced its book scanning initiative [see *DIR* 1/7/05], and since then it seems everyone else has something similar going on. Libraries are either scanning books themselves or contracting the work out to service bureaus."

According to a press release Atiz currently has about 500 BookDrive units placed worldwide. This is a number it anticipates doubling in 2009.

How's it work?

Atiz boasts some unique technology. The BookDrive Pro employs a v-shaped cradle with separate glass platens that push down on each side of an opened book. Separate cameras are used to shoot each the left and right pages. "This eliminates a lot of the curvature you get when you are pushing down a single platen and pressing into the gutter of a book," said Warnock. "Our method is not only gentler on the book, it creates much cleaner, more pristine images, which increases the accuracy of OCR results."

The BookDrive Pro is designed to work with off-the-shelf **Canon** SLR (single-lens reflex) cameras that sell for as little as \$500 apiece. "We can have a total book scanning solution, with software and cameras installed for less than \$10,000," said Warnock. "And when a user wants to upgrade, all they need to do is replace their cameras."

The BookDrive Pro is Atiz's second-generation professional V-shaped cradle solution. It boasts some ergonomic and ease-of-use improvements over the original BookDrive DIY model. It also features an LED light source, which Atiz touts as providing more even lighting than the fluorescent bulbs used in the DIY.

According to Warnock, the BookDrive Pro, which requires manual page turning, can be used to capture 700-900 pages per hour. This is several times slower than the rated speeds of the fastest book scanners with automatic page turners [see *DIR* 2/17/06]. Warnock noted, "Those are some great

devices, but even with automated page-turners, you still need a manual operator. You need someone watching in case a page gets stuck, and to change the books and settings. Our device is several times less expensive and typically fits better into library budgets—which are allotted on an annual basis.”

The BookDrive Pro comes with two software applications: *BookDrive Capture* for scanning and *BookDrive Editor Pro* for image processing. The device and software can be used to produce color or black-and-white images and grayscale thresholding can be applied. Raw, uncompressed images can also be output for archival collections. Atiz enables users to license and choose their own OCR.

The platens on the BookDrive Pro are 16-in. x 25 in., which enables the device to capture full-size newspaper pages. “This is a very versatile device for libraries,” Warnock said.

Atiz, which has a manufacturing operation in Bangkok, Thailand, also sells a personal scanner, the BookSnap, which lists for \$1,600. At one point the company had a tabletop auto-page turning device that has apparently been discontinued.

For more information: <http://www.atiz.com/>



The Atiz BookDrive Pro features a v-shaped cradle and utilizes off-the-shelf Canon SLR cameras.

PAPERVISION, FROM PAGE 1

For *PaperVision Capture*, Digitech has created a GUI for designing processes. “Ninety-five percent of what a user wants to do can be handled through this interface,” said Morris. “We’ve also introduced a custom code engine to enable users to do almost anything else they want to—like release information into a proprietary ERP system or validate captured data against information on a Web site. Those are just a couple possible examples.”

Morris explained that the custom code engine, along with the samples that Digitech provides, takes a lot of the guesswork out of this type of integration. “We saw a need within the end user community to be able to integrate with almost any line-of-business system and be able to create export processes to other data management systems,” he said.

PaperVision Capture is a client/server application, but Morris added, “everything we build, we look to eventually offer on demand.”

Morris concluded that *PaperVision Capture* provides Digitech with the ability to aggressively target global organizations with large distributed capture requirements. “This product can be deployed by an SMB with a single capture station,” he said. “But, it’s also designed to scale up and out. We’ve recently strengthened our professional services group to help VARs and end users that need help building complex capture workflows.”

<http://www.digitechsystems.com/product/papervisioncapture.htm>

http://www.digitechsystems.com/press/releases/2009_PaperVisionCapture.htm

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