

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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April 12, 2013

THIS JUST IN!

PARASCRIPPT UPGRADES CAPTURE APPLICATION

Parascrip has released a new version of its FormXtra Capture for automated recognition of text on documents. FormXtra 5.2 is based on Parascrip's recently released FormXtra 5.0 SDK [see *DIR* 9/14/12]. "Like our toolkit, FormXtra Capture offers a single product to deal with structured and semi-structured forms, as well as handprint, machine-print, and cursive writing," said Don Dew, senior marketing manager for Longmont, CO-based Parascrip. "We've also incorporated our new robust .NET API to enable integration with other business processes."

FormXtra 5.0 is designed to build on the momentum Parascrip has generated since it launched a revamped reseller program early last year [see *DIR* 2/17/12]. "Many of the new features are the direct result of feedback we received from the channel," said Dwayne Ritchie, Parascrip's senior VP, sales and marketing. "For example, when dealing with unconstrained handprint, we didn't formerly offer a lot of the data validation that you typically see in machine print applications. So, we've added that, which should improve our resellers' success in handprint applications."

Parascrip also has plans to introduce its check capture and signature verification into FormXtra Capture in the near future. "Our goal is make it so that through a single API, our partners can access all our technology, rather than having to juggle multiple programs," said Dew. "We are also developing a Web service to enable access to multiple recognition technologies through a centralized Web server."

Even though Parascrip continues to expand

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Spencer Remains Bullish on Capture Market Growth

There seems to be no question that the document capture software market was worth somewhere between \$2 billion and \$3 billion in 2012—depending on how you measure it. According to **Forrester Consulting** (in a study commissioned by capture ISV **Kofax**), the market for capture software and related maintenance fees was worth \$2.1 billion worldwide. The research firm **Harvey Spencer Associates** (HSA), meanwhile, had the market for capture software, maintenance, and professional services as worth \$2.5 billion in 2011, with a projected five-year CAGR of 11%, so we'll project HSA's 2012 numbers (which have not been completed yet) out to approximately \$2.8 billion.



Harvey Spencer,
principal, Harvey
Spencer Associates

However, there does seem to be some discrepancy as to how fast the market is growing—at least partially related to how the capture market is being defined. Here's how Reynolds Bish, CEO of Kofax, put it during a recent conference call on his company's Q2 fiscal 2013 numbers, "[Due to their not including professional services revenue], Forrester is saying that the market is perhaps a little bigger than what Harvey Spencer reported. However, on the other side of the coin, [Forrester is] projecting significantly slower growth than the low double-digit, low-teen growth that Harvey Spencer has been reporting."

In the same call, Bish said that Kofax had become skeptical of HSA's data, so it "commissioned Forrester to do a ground-up, basic, market-level research and assessment of the growth in the various segments of the marketplace that we attempt to address."

The result was a recent report which predicted the vertical smart process applications (SPA) space as having a five-year CAGR of close to 60%, while projecting that the much more mature capture space would grow 4.5% over the same period of time. SPAs

include a combination of capture, BPM, data analytics, and collaboration technology to create solutions that address specific areas of need like customer onboarding across industries, discharge management in healthcare, incident reporting in retail, and citizen self service in government. Kofax has been constructing its First Mile™ marketing message around the idea of SPAs as the bridge between systems of engagement and systems of record. Worth only \$600 million in 2012, Forrester is projecting that the market for vertical SPAs will reach almost \$4 billion by 2016, while document capture will still be worth less than \$3 billion at that time.

While Spencer agrees that there is certainly great opportunity in SPAs, he does not see it as completely separate from what HSA includes in its definition of capture software. "A lot of what is included in SPAs is what I have traditionally referred to as ad hoc, or on-demand, transactional capture," Spencer told *DIR*. "Basically, SPAs involve accepting unstructured image input from multiple distributed sources, cleaning it up, and then making an effort to understand the images and extract data from them so you can associate the information with business rules and back-end data systems.

"I don't think you can separate image capture from SPAs. Yes, there are some pieces of SPAs like BPM and BI that are separate from capture. But, to say that the capture market is growing only at 4.5%, I think ignores the capture pieces inherent in SPA, such as mobile capture."

Spencer believes that when you combine Forrester's SPA and capture numbers for 2012, you get a market worth \$2.7 billion, which is pretty much equal to HSA's 2012 capture market number. "I think Forrester's projection of a 60% CAGR is a lot greater than is going to happen over the next four years," Spencer said. "For the part of capture that I think falls into SPA, I am projecting a 26% CAGR through 2016.

"One element I take into account when predicting market growth are the technical underpinnings currently deployed by potential buyers—can they support a particular type of technology? I originally was more aggressive with my ad hoc transaction capture software projections—similar to what Forrester is projecting for SPAs. However, I came to realize that if end users want to take full advantage of this type of technology, they are going to have to have the infrastructures in place to fully utilize it.

"This infrastructure build out is happening, but it's not going to occur overnight. Some infrastructure upgrades that need to happen include moving to more cloud-based technologies, and this can cost an organization millions of dollars. These types of improvements are taking a year or two to even get approved before end users can move forward with them."

Evolving market segmentation

Spencer added that in the future he plans to change some of the segmenting he does of the capture market, including

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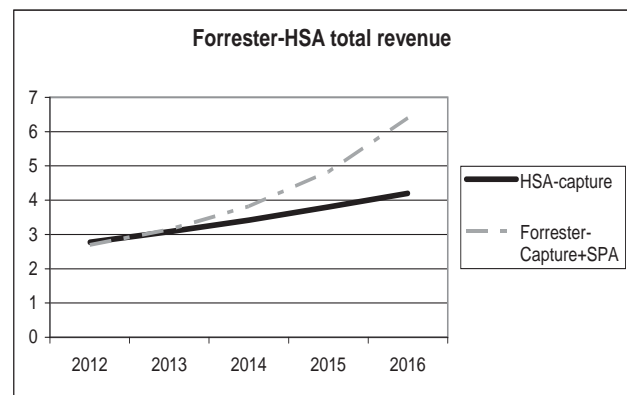
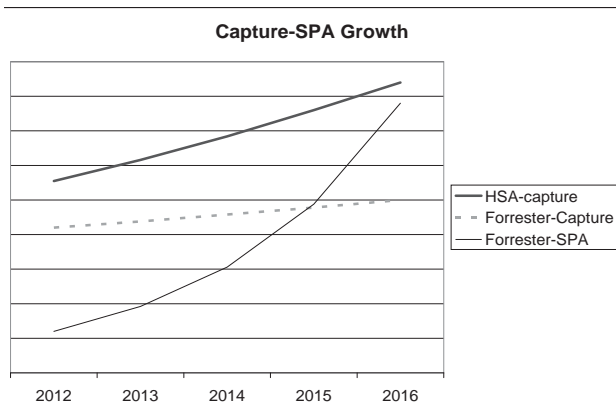
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There is definitely crossover between the capture and smart process applications (SPA) markets, the question is how much. When Forrester's SPA and capture markets are considered separately, each is smaller than Harvey Spencer Associates' (HSA) document capture software market. However, when you put Forrester's SPA and capture spaces together, they start out even with HSA capture numbers, but accelerate past on the strength of a projected 60% for the SPA market through 2016. (These charts are based on four-year CAGRs published by HSA and Forrester.)

changing the name of HSA's ad hoc transaction segment. "The bottom line is that whatever avenue information is coming in through—e-mail, mobile, MFPs, or through a scanner, it's all being put through a common server," he said. "So, it really doesn't matter if its batch or ad hoc capture—it's trending toward this idea of multi-channel capture.

"In addition, it's getting harder to differentiate between what I've traditionally called 'batch image' capture and transaction capture. You used to have forms processing that was separate from image capture. But, now everybody embeds OCR and forms technology in their capture products. It makes more sense to put it all together and look at what the output of a capture system is being used for. Are organizations using it to feed case management, archiving, e-discovery, or accounting systems? It makes more sense to start breaking down the capture market that way."

Spencer defends methodologies

Spencer took exception to a statement Bish made during Kofax's Q2 financials call about how the company believes Spencer has "corrupted his model." "There are two aspects where my data may have been subject to some error," Spencer admitted, "but both of those may have actually benefited Kofax. One had been the inclusion of procure-to-pay technology, such as Kofax's MarkView for AP and **ReadSoft's** workflow, in my invoice capture numbers. I haven't been including **Open Text's** Vendor Invoice Management, **Basware's** software, or multiple other P2P products. I think that has tended to push up Kofax's and ReadSoft's numbers.

"I have also not done a good job accounting for fax server software. I have been counting some of the revenue from the former Topcall [which Kofax acquired in 2004], but have not included the former Captaris [which is now owned by Open Text and is

the clear leader in this segment]. That fax server space is fairly large [over \$1 billion annually according to **Davidson Consulting**], and I think I need to include it as image capture."

According to Spencer, history shows that HSA has done a fairly accurate job of projecting market growth, and he disagrees with Bish's opinion that Forrester's forecasting methods are more reliable [see *DIR* 3/29/13]. "We utilize a number of factors to do our forecasts," Spencer told *DIR*. "We look at macro-economics and try to get down to the individual country level when talking about major markets. We look at overall IT data and how IT spending is trending in business.

"We have data from vendors and look at their projections and also look at channel data. We talk to a lot of resellers and ask what they are seeing and what their business plans are. Finally, we try and talk to end users. We combine all this together and consider some of the technical underpinnings that I mentioned before.

"Sure, there are some margins for error and there are always going to be distortions in any model. Our gross-up methodologies, for example, could lead to errors. We might be devaluing the contributions of resellers and/or overvaluing the contributions of OEM partners. That's why I always also publish ungrossed-up numbers and growth rates, which is something that will be more visible in the future.

"But if you look at our predictions vs. actual results over the past several years—and we've been doing this for eight years—I feel we've done remarkably well."

Kofax challenged by changing market

HSA's actual market size numbers come primarily from reporting by industry vendors. "The foundation of my data is what my clients and other ISVs report,"

Spencer said. “Overall, I track about 200 vendors and receive direct reporting from 80% of the market. Sure, there is a chance that people could be misreporting numbers, but I think that is very difficult to do.

“For public companies like Kofax and ReadSoft, which focus primarily on capture, it’s fairly easy to cross check against what they report publicly. For larger companies, whose capture revenue is not reported separately, to some extent you can balance out the numbers they submit against anecdotal evidence. Over a long period, if there are distortions, they will start to show up. And it’s really not to anyone’s benefit in the long run to distort their numbers.”

Spencer feels that Kofax has questioned the value of HSA’s growth projections in an effort to change the discussion the company is having with financial analysts. “Kofax is losing capture market share, and one of the reasons is that capture technology is becoming more mainstream,” said Spencer. “Kofax is attempting to embrace this with its First Mile marketing strategy, but in the meantime its traditional business is eroding. Historically, a lot of Kofax’s software has been sold as a front end to ECM systems. But, now all the major ECM vendors have their own capture.

“In addition, Kofax historically has had a strong reseller base selling \$10,000-and-under deals to the SMB. Under my revenue model, with a channel mark-up, those sales were very beneficial to Kofax’s market share. In recent years, Kofax has not focused as much on that part of the market and as a result we are seeing a number of smaller vendors like **Psigen**, **Ephesoft**, and **ABBYY**, taking some of their share.”

Spencer feels these factors may have conspired to give Kofax a distorted view. “The batch capture market may appear flat to Kofax, but I have it projected to grow at a 7% CAGR through 2016,” he said. “It’s really less saturated than I originally thought—especially in underdeveloped countries where there is still a lot of paper being used. [Probably not coincidentally, Forrester’s market study for capture involved talking to more than 200 end users across multiple verticals, but only in five countries: the U.S., the U.K., Germany, France, and Russia. Geographies like Latin America, Africa, and AsiaPac which are starting from a small base but showing some strong growth in scanner and capture software sales, were not involved].

“Kofax has had quite a few bad quarters recently, and I think its Q2 for fiscal ‘13 was particularly disappointing. That’s why it is trying to change the

discussion it is having with financial analysts and position itself in the SPA space. I think it’s important to note that Reynolds made his comments [comparing the Forrester and HSA numbers] primarily to a financial analyst community based in London. They are quite a long way removed from where the majority of the capture market is.

“And imaging and document capture are old and staid terms in an increasingly electronic world. I think new terminology like SPA is used to impress certain people like financial analysts. That said, I would be happy to meet in London the next time I am there to discuss my methodology with any analysts who Mr. Bish seems to be claiming are skeptical about my numbers.”

Spencer concluded that he is happy to have other market research firms like Forrester covering the capture software space. “If you look closely, I really don’t think our numbers are all that different,” he said. “And I think Kofax is on target in going after a market like SPA—which I regard as similar to the on-demand and ad hoc transaction space that I identified as a big growth opportunity three years ago.”

For more information:

[http://www.harveyspencer.com/;](http://www.harveyspencer.com/)

<http://www.documentimagingreport.com/index.php?id=2386>

AIIM Pulls Off Another Strong Conference

NEW ORLEANS—By all accounts the **AIIM** 2013 Conference was a success. When we talked with AIIM president John Mancini a couple months before the event, he was expecting a full load of 600 attendees, and AIIM definitely got that—as the event was sold out the week prior to its being held March 20-22. We’re guessing a few more people snuck in after the deadline, as the general sessions we attended played to mostly full rooms. In addition, multiple roundtable discussions were standing room only. The third-floor venue at the Hyatt Regency was ringed with more than 30 sponsors, most of whom seemed to be engaged in conversation throughout the day on Thursday when we were on hand.

As always, it was nice catching up with quite a few old friends and colleagues at the event. Next year’s conference has not been officially scheduled yet, but we’ve heard somewhere warm in March, with a slightly larger attendee capacity. We’ll let you in on details when we receive them. Here’s a round-up of some of the meetings we had at the show:

EMC upgrades mobile sync app

EMC introduced a new Enterprise Edition of its Syncplicity platform. Syncplicity is a hosted service designed to apply “business-class administration and tools” to files being accessed in a BYOD world. It’s positioned as a business-class alternative to shared file services like Box.com and Dropbox. The new Enterprise Edition enables Syncplicity to be integrated with in-house ECM systems.

When EMC acquired Syncplicity last year, its services were primarily aimed at the SMB market. “The Enterprise Edition builds on top of that platform,” said David Mennie, a Group Product Marketing Manager, for EMC’s Information Intelligence Group. “Syncplicity is still provided as a SaaS, but it can now be integrated with in-house systems like [EMC] Documentum or SharePoint.”

Syncplicity enables users to access their files and sync updates across multiple devices including mobile computers. It also offers security features like SAS 70 Type II compliance and remote wiping of corporate data on lost devices. Pricing is based on an organization’s number of users.

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

Lexmark adds video management platform

Lexmark recently made a couple more software acquisitions that bring its total number of acquired ISVs to eight, as the printer manufacturer continues to build up the **Perceptive Software** business it bought in 2010. The two most recent acquisitions were **Twistage** and **AccessVia**. Twistage develops a cloud platform for managing rich media like video, audio and pictures. AccessVia has software for creating signage in retail applications.

“There is no question that rich media is becoming more important to all types of organizations,” said Rich Bentley, product marketing director for Perceptive. “Twistage’s platform manages processes like uploading videos and providing stats on who is viewing and downloading what.

“Its platform is designed to be easily integrated with third-party applications. Historically, Twistage has done a lot of work with **Jive** [a leading business social collaboration platform]. We envision integrating it with our ECM platform in markets like healthcare where videos are now being captured as part of a clinical record, or higher education, where videos are now being used as content for courses. Human resources is another area.

“One of our goals is to continue to build out and supplement our core ECM system, and we see Twistage’s technology as very complementary to

that.”

The Access Via technology can be used to produce printed as well as electronic signage.

<http://www.perceptivesoftware.com/news/lexmark-acquires-twistage-and-accessvia>;
<http://www.twistage.com>

I.R.I.S. shows IDR technology

I.R.I.S. AG was showing its IRISXtract for Documents software. IRISXtract is an IDR solution that offers automatic classification and extraction. It is based on the technology I.R.I.S. acquired with German ISV Docutec in 2008. I.R.I.S. began marketing the technology in North America last year [see *DIR* 6/22/12] and has a showcase implementation with **Salumatics**, a scanning bureau that serves the Canadian healthcare market. I.R.I.S. is currently working on building out its North American channel.

Said David Dejean, head of partner sales for I.R.I.S. AG, “With our international orientation and the experience we have gained in America in the past year, we can state that we have created a remarkable position in this market—the AIIM Conference gave us the confidence that IRISXtract for Documents is an industry leader.”

For more information:

<http://www.irisxtract.net/home/products-solutions/irisxtracttm-for-documents>

Crawford targets ERM for SharePoint

Toronto-based ISV **Crawford Technologies** was exhibiting at AIIM. Crawford develops ERM/COLD software for digitizing print streams. It was promoting the potential of adding ERM technology to SharePoint implementations.

Crawford, which also has an office in Fort Collins, CO, was founded in 1995 and last year was ranked on Deloitte’s Technology Fast 500 for North America.

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

Kodak moving forward with sale, business

Finally, we caught up with Tony Barbeau, general manager of Kodak Document Imaging. Barbeau indicated that Kodak corporate’s negotiations to find a buyer for the \$400 million business unit were going well. Per standard bankruptcy proceedings, Kodak must first settle on a “stalking horse,” which is a company that puts up a minimum bid for an entity being sold—in this case DI. An auction is then held during which other companies can make their bids.

“The process is taking a little longer than we originally projected,” admitted Barbeau. “But, then

again, we didn't really know what to expect, as none of us have ever done this before."

There are two types of buyers looking at the company. Strategic buyers, such as other technology hardware vendors, as well as investment firms attracted by the organization's profitability.

In the meantime, Kodak DI continues to operate as usual and is currently ramping up its software sales and marketing efforts. At last year's inaugural Global Directions conference, Kodak premiered two software products: Info Activate and Info Insight. (This year's Global Directions will be held Sept. 22-25 in Washington, D.C. Early registration discounts are currently available.) A capture for SharePoint application, Info Activate is already on the market and has even been upgraded with a point release [see [DIR 2/22/13](#)]. Info Insight is an IDR platform based on technology OEM'ed from German ISV **ITyX**. The on-premise version of the system is available, but Kodak is currently still testing the SaaS version, which is being tailored toward the SMB.

"The engine in the SaaS version will not change," said Barbeau. "But, the concept of offering the technology through an on-line portal is new. We have to productize the SaaS version and help ITyX scale it to handle multiple customers through a single instance."

For more information:
<http://www.globaldirections2013.com/>;
<http://www.youtube.com/watch?v=AVIarGuny18>

Canon builds on strong 2012

Prior to the AIIM show, I had the opportunity to speak at **Canon's** ICS National Reseller Meeting at the Omni Royal Orleans in the French Quarter. There were over 150 people in attendance including multiple VARs and ISV partners. Canon USA had a strong year for scanner sales in 2012, reporting year-over-year growth of 24%, which includes hardware and service-related revenue. 2012 was characterized as a bounce-back year as Canon's worldwide unit sales began to approach their peak 2007 levels. North America accounts for 42% of Canon's worldwide sales.

According to the market share numbers that Canon showed, it is now firmly entrenched behind **Fujitsu** as number two in the worldwide document scanner market.

Canon had four scanner deals in 2012 that were worth more than \$1 million each. This included a \$5 million sale through **NCR** to a U.S. bank and another \$3.5 million deal to a bank through

Nuance and Canon Information and Imaging Solutions (CIIS). CIIS is a services-focused subsidiary of Cannon USA that was launched in 2011 [see [DIR 5/20/11](#)] and now employs more than 100 people.

According to Patrick Guinan, director of business development for Canon USA, going forward Canon ICS will be more focused on integrating with the MFP part of Canon's business. "We will try and present one face to customers in the future," he said.

Speaking of a single face, earlier this year, Océ Business Services, which has over 1,000 customers worldwide, was renamed Canon Business Process Services. CBPS offers a variety of document input and output services. In 2010, Océ opened a national document conversion services operation in Salt Lake City [see [DIR 4/2/10](#)], which is now part of CBPS.

Canon offered a full day of breakout sessions at its reseller event, almost all of which were put on by software vendors. "A scanner is not a solution," said Eiichi Shimizu, the general manager of Canon IMS, which manufactures Canon's scanners, during his keynote. "But in combination with some value-add like software, it can become part of a very good business."

Of course, Canon continues to develop new hardware, recently announcing a pair of production scanners. The DR-G1130 and DR-G1100 are rated at 100 ppm and above and priced below \$10,000. They both include Kofax's VRS image processing.

The DR-G1100 is rated at 100 ppm and 200 ipm (at 200 dpi) and carries a list price of \$6,775. The DR-G1130 is rated at 130 ppm and 200 ipm and carries a list price of \$9,975. Both scanners feature a 500-page ADF that can be adjusted to the height of a batch through a motorized control, a slew of image enhancement features, mutli-stream capabilities, and staple and ultra-sonic double-feed detection. The control panel on both devices can be programmed to launch one-touch jobs.

On the other end of the spectrum, Canon also recently introduced a new mobile scanner, the P-208. It features Canon's new CaptureOnTouch, for driverless scanning to cloud destinations like Evernote and GoogleDocs. The P-208 can also be connected to Canon's WU10 wireless scanning utility to capture documents without a wired connection to laptops and mobile computers [see [DIR 1/18/13](#)].

For more information:
<http://www.usa.canon.com/cusa/office/products/hardware/scanners>
<http://www.ciis.canon.com/>

ReadSoft Azure-Hosted A/P Solution Highlights Convergence

Microsoft's Dynamics Convergence 2013 conference was held the same week as AIIM in New Orleans. *DIR* was able to attend as a guest of **ReadSoft**, which, at the event, launched a cloud service for invoice processing that can be integrated with Microsoft's Dynamics AX software. AX is one of four products in the Dynamics suite, which is made up of ERP/accounting and CRM products aimed primarily at the SMB.

"We've been coming to Convergence for several years, and this is the most document imaging technology we've seen on the show floor," said Bob Fresneda, president, ReadSoft North America. "Each year, there seems to be more capture and document management vendors. For the past few years, we've been showing an on-premise capture-only solution for Dynamics. The new cloud solution includes both capture and workflow for approval."

ReadSoft's cloud solution runs on Windows Azure. It is designed to be integrated with on-premise versions of AX. Integration with other Dynamics products will be completed in the future, with Navision likely to be next. According the Fresneda, the cloud A/P service is already being used by multiple customers in Europe.

In a demo we saw, image invoices were uploaded from a hot folder. Header and line item capture options are available. Database look-ups into Dynamics content are also available.

Automation rates improve as the software learns from the manual data entry done on invoices it doesn't initially fully recognize. "Because we are hosting the application, our production team is able to monitor its performance," said Fresneda. "This enables them to provide feedback to users and also make improvements to the software if they see any consistent problems arising."

Pricing is on a per transaction basis, with ReadSoft aiming to sell three-year contracts. The workflow module is sold separately. The cloud solution will be sold primarily through a value-added reseller channel.

Several ReadSoft partners who have historically bundled ReadSoft's capture software with their own document management and workflow (and sold it into Dynamics environments) were also exhibiting at Convergence. These included **Altec**, **ACOM**, **CSSI**,

and **KnowledgeLake**.

KLake and Perceptive debut new products

At the event, KnowledgeLake launched a new A/P solution that leverages Microsoft's SharePoint technology. According to a press release, "The solution integrates with nearly all ERP software platforms, including Microsoft Dynamics. This integration facilitates immediate access to all financial documents without navigating away from the ERP system."

Lexmark's **Perceptive Software** also introduced a new product—Perceptive Interact for Microsoft Dynamics CRM. It basically creates two-way integration between the Perceptive repository and the Dynamics CRM application. This includes enabling users to capture documents from within Dynamics CRM and store them in Perceptive's ImageNow, as well as access documents in ImageNow from within their CRM applications.

For more information:

<http://www.readsoft.com/pressrelease?id=750284>

<http://bit.ly/KLakeConvergence>

<http://bit.ly/PerceptiveConvergence>

DYNAMSOFT INTRODUCES SANDBOX SUPPORT IN SDK

Dynamsoft has released a new version of its Web TWAIN SDK. Dynamic Web TWAIN 9.0 supports Sandbox, which is designed to securely separate browser-based scanning applications from scanning hardware. "DWT utilizes a client-side ActiveX/plugin," explained Rachel Jia of the Vancouver-based ISV. "In previous versions of DWT, we used the browser process to communicate with scanner drivers. In the latest 9.0 version, we use an independent process to do that, which provides better robustness and compatibility. It helps avoid browser crashes caused by scanner driver problems.

"The independent process used for scanning has higher permission than the browser process. This can solve the scanning issues, like browsers not being able to access the source, which can be caused by some of the increased security features of Windows/IE. So any Web application developed using the new SDK will have better compatibility. End users will find it easier to activate and use the scanning feature."

There is also new support for multi-threaded image uploading and downloading, which is particularly helpful when working with multi-page files.

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

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FormXtra's capabilities, Greg Council, director of product management, stressed that the recognition ISV will not expand outside its area of expertise. "We have changed the name to include the word "capture," he said. "We feel this is descriptive about where we are going, as well as where we are not going. Our goal is to provide a very robust, high value capture platform, not to get into areas like data analytics and BPM."

Parascript is also considering changes to its volume-based pricing model to better address emerging purchasing models. "It's clear that we want to support newer approaches like pay-per-use and subscription pricing, in which users do not have to lay out a large upfront capital expenditure," said

Dew. "And because document capture is a growth business for Parascript, funded through some of our other businesses, we don't have to worry about cannibalizing our existing revenue stream."

Ritchie concluded that Parascript wants to be known as a vendor that really addresses the needs of its reseller partners. "We are fine tuning our partner program and starting to provide some of the marketing support our resellers have been asking for," he said. "We are really increasing our efforts especially in areas like lead generation."

FormXtra 5.0 is scheduled to be released for general availability on May 15.

For more information:

<http://www.prweb.com/releases/2013/4/prweb10622111.htm>

DocuLex offering data center services to ISVs

Document capture and management ISV **DocuLex** has expanded its business and is offering managed data center services. DocuLex is already offering a hosted version of its Archive Studio suite to end users [see *DIR* 3/2/12], and it is now making its data center facility available to others in the industry who want to host applications and create cloud offerings.

"DocuLex's sister company, **Inland**

Fiber & Data, is an owner and operator of a Tier IV data center, co-location facility in Winter Haven, Florida," explained David Bailey, president of DocuLex. "Inland's primary facility includes over 40,000 square feet of co-location and private data space and approximately 45,000 square feet of carrier and telco hotel facilities. The Inland facilities are SSAE 16 compliant and were designed and developed with the needs of the mission critical end-user in mind.

"DocuLex is now the services provider for IF&D, offering managed

services such as: hosted dedicated servers, virtual dedicated servers, managed co-location and network backbone services. We could be the perfect data center partner for EDMS industry customers, providers, and service companies that require managed data center services in the cloud. The EDMS industry could use a data center partner that understands the needs of the solutions provider and the customers."

For more information:

<http://inlandfiber.com/>

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