April 26, 2013

DOCPOINT RECOGNIZED AS TOP NINTEX FEDERAL PARTNER

DocPoint Solutions recently came out with a press release stating that it has developed a reputation as **Nintex's** number one partner in the federal space. DocPoint is a systems integrator focused on developing ECM solutions on top of **Microsoft's** SharePoint platform. Nintex is an ISV that specializes in workflow for SharePoint. But DocPoint President Scott Swidersky stressed that while Nintex is a strong ISV partner for DocPoint, his organization's business is really centered on professional services.

"That's one of the main differences between what we do at DocPoint and what a traditional ECM VAR does," Swidersky told *DIR*. "Traditionally, VARs have had a very product-centric approach. They have represented an ISV and tried to solve their customers' problems with that ISV's products.

"That's not the case with SharePoint at all. We don't sell it. Microsoft does. We go in and help customers configure SharePoint to try to solve whatever problems they are trying to solve."

DocPoint was launched five years ago as a subsidiary of imaging-focused SI and service bureau **Quality Associates, Inc**. (QAI). The two companies share an office in Fulton, MD, and both have had significant success in the federal government market. Swidersky estimates that half of DocPoint's sales come in the public sector. "A lot of DocPoint's success has involved repurposing what we learned from going to market with QAI," he acknowledged. "This includes understanding the contract vehicles that enable us to go to market successfully in the public sector."

Brother Lays Down Initial Bid for Kodak DI

$210 million to serve as minimum bid during bankruptcy auction.

Brother Industries has staked the first claim for Kodak Document Imaging (DI). **Kodak** recently announced it has selected the Nagoya, Japan-based manufacturer's $210 million bid to serve as the "stalking horse" in the bankrupt company's sale of its document scanning hardware, software, and services business unit. An auction still needs to be held before any sale is finalized, but Brother is the "leader in the clubhouse," if you will, and its bid will serve as the minimum price that Kodak DI can be sold for.

Brother is bidding on a $400 million-plus business that is the market leader, in terms of units sold, for high-volume production document scanners. Kodak DI also operates an international hardware service business that works on Kodak, as well as third-party products, and a fledgling software business. Related to the service business, Brother has agreed to assume $67 million worth of unfulfilled contracts, which makes its bid worth a net $277 million.

Kodak was scheduled to file its auction procedures with the bankruptcy court last week. "Under the auction procedures, bids will be able to be made over the next couple months," said Kodak spokesperson Jonathan Ghent. "We are targeting the end of June to make an announcement as to who the final buyer is, but that could move slightly. If Brother prevails, we have targeted the closing for the third quarter of 2013. If another company prevails, the closing timeframe could be different."

Brother would appear to be the favorite to complete the acquisition of Kodak DI, but it is certainly not a done deal—something which many media outlets have incorrectly reported. While in **Hostess'** recent bankruptcy sales, almost all the stalking horse bidders ended up as buyers, in other recent sales, such as those involving **Blockbuster** and **Nortel Networks**' patent portfolio, the stalking horse was outbid.

Typically, a stalking horse company is compensated if it does not end up as the final buyer. The stalking horse also has the advantage of setting the terms of a deal. "There is no turning back now," confirmed Ghent.

Toshikazu Koike, representative director and president of Brother Industries, Ltd., was quoted in a press release as saying, "We believe that Kodak DI is an asset that will help to strengthen Brother's global position in document imaging solutions and enable us to provide an enhanced product and service offerings to an expanded universe of customers."

Brother's foray into our market

Brother first showed up on *DIR*'s radar screen back in 2009, when at the AIIM show it showed its MFPs integrated with document capture software from **GoScan**, as well as previewed ISIS drivers for its MFP devices. Then, in 2011, Brother entered the dedicated document scanner market with some mobile sheet-fed units. In 2012, it launched desktop workgroup models [*see DIR 6/8/12*], and followed up with a model that features wireless networking capabilities [*see DIR 11/9/12*].

When we discussed the ADS-2500W, the Brother executive we spoke with noted, "that more document scanner models will be on the way." An acquisition of Kodak DI would certainly ensure that. One of the pioneers in the document scanner market, Kodak DI offers a wide range of models from desktop workgroup (sub $1,500) up through high-volume production ($30,000-plus). In terms of units sold, Kodak probably ranks behind **Fujitsu** and **Canon** in market share, running neck-and-neck with **HP** and **Visioneer**. In terms of revenue, however, Kodak probably ranks slightly higher due to its success in the mid- and high-volume production segments. These segments also typically carry service contracts, which drives Kodak's success in that area.

Kodak's foray into software

Kodak DI first started getting serious about software five years ago. That's when it introduced its first own-developed document capture product [*see DIR 3/21/08*]. (Of course, eight years earlier Kodak had sold off Eastman Software, a document imaging and workflow software business it acquired from Wang in 1997 but never fully integrated into Kodak DI. See *DIR* 9/15/00.) Kodak Capture Pro is a batch capture application designed to run with any vendors' hardware. Last year, Kodak introduced its Asset Management Software for managing distributed or remote implementations of its hardware devices [*see DIR 9/14/12*].

Most recently, Kodak introduced a pair of more advanced capture applications. Info Activate, which is already in the market, is designed to simplify capturing documents into SharePoint. Info Insight, which will be available soon, is an IDR (intelligent document recognition) solution for automating document classification and extraction. Kodak is promoting a hosted version of Info Insight as an avenue for introducing IDR technology to the SMB.

Last year, the *Wall Street Journal* reported Kodak DI's total annual revenue as $466 million, a total we have reason to believe declined some in 2012. Kodak executives have admitted that the business was adversely affected by the corporate bankruptcy announcement, which came at beginning of 2012 [*see DIR 1/20/12*], as well as the announcement that DI was being sold as part of the bankruptcy proceedings, which came last August [*see DIR 8/31/12*].

Ghent told us that in 2012 DI combined with Kodak Personalized Imaging, which is also being sold off as part of the bankruptcy, produced a total of $1.46 billion in revenue. When it first was announced that DI and Personalized Imaging were up for sale (last August), the *WSJ* reported those two entities were generating more than $1.7 billion in annual revenue. Granted, we're not certain what exactly the *WSJ* figure was based on, but it leads us to believe there was at least some erosion in DI's business over the last year. That said, Ghent stated, "We believe the results have been very strong."

A means for moving upstream

Even with erosion, Kodak DI would likely be a good strategic buy for Brother. In 2012 Brother, which manufactures a variety of items, including sewing machines, typewriters, printers, and MFPs, reported total revenue of close to $5 billion. Almost 70% of that [approximately $3.5 billion] came from its Printing and Solutions Group, which includes MFPs, printers, label printers, and scanners. However, Brother's highest priced product in this group (at least from what we could find on its Web site) carries an estimated street price of $800.

By contrast, Kodak, which lists well over 20 scanners on its Web site, has only three that are priced below $800. On the high-end, its devices list for well over $50,000. These high-end devices, accompanying services, as well as Kodak's software, bring Brother into new, potentially higher-margin markets where it hasn't played before. Acquiring Kodak DI should also open up a new sales avenue for Brother, as Kodak DI has a fairly extensive value-added reseller (VAR) channel.

It's unclear what Brother's plans would be for the Kodak brand. From what we understand, whoever buys Kodak DI will have the right to license the Kodak brand under a separate contract. We understand there is also an option to subcontract Kodak's manufacturing facilities.

Will bid hold up?

We'll compare Brother's desire to acquire DI to **Lexmark's** recent run up of software companies under the Perceptive Software flag. Both acquisition strategies represent hardware vendors investing in organizations to help protect/increase margins as their legacy hardware gets more commoditized. The difference is that while Lexmark is making a straight software play, which has seen it pay three, four, and even five times revenue for ISVs, Brother is taking a more conservative approach and bidding less than 1x revenue for what is primarily a higher-end hardware vendor—that is starting to develop a software product line.

Whether or not Brother's bid holds up remains to be seen. "Typically bidders must qualify to participate in [a bankruptcy] auction," said Ghent. "A number of companies have already received the information on what is required to qualify and have received briefings on DI.

"The auction will operate like any typical auction with all qualified bidders participating. The objective is to maximize value, and auction procedures typically allow for successive bids. Brother is obviously already qualified as a bidder and will have the opportunity to increase its bid."

Brother's name has been being tossed around as a potential buyer for DI for several months, but many have also speculated that DI would be attractive to a capital investment firm—without naming anyone specifically interested. We will eagerly await the outcome of the bidding process and keep you

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IBML PACES HV MARKET IN EUROPE

The European research firm **infoSource** SA recently named **ibml** as the market share leader in the high-volume production scanner segment in Western Europe. The top ranking is based on 2012 revenue numbers. "We recognize ibml as having a leading market position in Europe for the high-end production sector and are able to report that the company has produced consistent market growth over recent years," said Mark Nicholson, European regional manager, infoSource SA, in a press release.

Based in Birmingham, AL, ibml is most well known for its ImageTrac line of open track high-volume scanners that often achieve speeds of several hundred items per minute. Recently, ibml has been improving its capture software and has also introduced a tabletop model [*see DIR 4/20/12* and *6/22/12*]. infoSource publishes the *Scanner Digest*, which covers EMEA and is updated bi-annually. It features detailed sales information by brand and segment and a five-year shipment and revenue forecast.

For more information:
http://www.documentimagingreport.com/index.php?id=2408;
http://bit.ly/infosourcescanners

posted on anything newsworthy that occurs. If all goes according to plan, we can perhaps look forward to being introduced to the management team of Kodak DI's new owners at DI's Global Directions event, which is scheduled to be held Sept. 22-25 in Washington, DC.

For more information:
http://www.documentimagingreport.com/index.php?id=2406;
http://bit.ly/BrotherPRKodakDI
https://www.globaldirections2013.com/

SDK Connects USB Scanners to Android Devices

Imaging tools specialist **AccuSoft** has released a new SDK for creating scanning apps for Android devices. Big deal, right? We've already covered at least a dozen companies with the same technology…Well, the difference is that instead of leveraging the cameras on phones and tablets, AccuSoft's USB Scanner SDK enables Android apps to accept images from document scanners connected to mobile devices through USB ports.

"I agree with the analysts who talk about the push to decentralized scanning and how important mobile devices are going to be in distributed deployments going forward," said Tom Setzer, product group director for AccuSoft. "However, all you mostly hear about is people using the cameras on their phones as scanners. As more document processing takes place with tablets and phones, there are going to be situations where a camera phone is not the best option."

AccuSoft actually debuted the technology utilized in its USB Scanner SDK a couple of years ago. It is incorporated in the AccuSoft USB Scanner app that is currently available on Google Play for $9.99. The app is listed as a 3.2 MB download and has been installed between 100 and 500 times. There is also a free-trial version available for up to 10 scans.

"We first showed the app at the AIIM event a couple years ago," said Tessa Magee, director of marketing for Tampa-based AccuSoft. "At the event, we started to get a lot of requests from ISVs for an SDK, because mobile capture often fits nicely into a distributed capture workflow."

Potential workflows that AccuSoft envisions its SDK being utilized in are in markets like transportation for weigh bills, home healthcare for forms, and insurance for claims and appraisals. "Scanning might only be a small part of the mobile app in some of these cases," said Setzer. "Or in the case of a truck

driver scanning weigh bills, the app developer might be able to pull in information from other sources like GPS to improve the workflow."

The Android OS does not support TWAIN drivers, so the AccuSoft USB Scanner SDK leverages the open source SANE driver standard. Technically, apps developed with the SDK will work with the hundreds of scanners that have had SANE drivers developed for them. "However, a lot of these drivers were developed as open source projects, so there are varying levels of support," said Setzer. "You are going to get better support from the vendors we worked with to really hone their drivers."

AccuSoft currently lists eight scanners as having been tested with its USB Scanner SDK. These include models by **Fujitsu**, **Canon**, **Brother**, and **Plustek**.

The SDK supports capture of multi-page documents and can output images in PDF, JPEG, TIFF, or BMP formats. "We also support color, black-and-white, and grayscale scanning, along with resolution adjustments," said Setzer. "At this point there is no deskewing, despeckling, or border detection available in our SDK. Contrast and brightness adjustments typically come in the scanner."

Setzer added that JPEG image previews are supported by the Android OS and included in the sample code that AccuSoft provides. "To speed up a process, our SDK can enable an app to scale down

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WILL PCs' DECLINE AFFECT SCANNING?

IDC's report earlier this month of a 14% drop in PC sales for the first quarter of 2013, compared to 2012, was indicative of more users than ever choosing to utilize mobile devices, like tablets and smartphones (as well as emerging hybrids) instead of PCs and laptops. There is no reason to think this move away form PCs won't affect the document scanner market, where hardware has traditionally been driven by PCs.

One thing we are already seeing is more scanning with MFPs than ever before. However, this is probably more a function of better scanning technology and applications on, and for, MFPs than anything to do with mobile computing. But still, in the future, as mobile devices continue to replace PCs, why wouldn't users choose to drive their document scanners, and even MFPs, through smart phones and tablets? We definitely think **AccuSoft** is on the right track with its new USB Scanner SDK for Android. (Check out a couple recent blog posts on this topic at Document Imaging Talk: http://documentimagingreport.blogspot.com/)

an image captured at 300 dpi to 60 dpi just for the preview," he said.

While AccuSoft is not the first vendor to offer technology for connecting mobile devices to scanners through a USB, it is the first we are aware of to offer technology that can be used in apps that can be utilized with multiple vendors' scanners. Other mobile apps that we have seen for driving scanners through USB connections have been proprietary to the scanner manufacturer distributing the app.

"One reason we feel it's important to connect scanners to mobile devices through a USB is because the scanners need something to power them," said Setzer. "In many cases, especially with smaller scanners and tablets, the mobile device can be used to power the scanner."

The AccuSoft USB Scanner SDK is available now and pricing is based on the number devices any app developed with the SDK is installed on.

Setzer cautioned that we should not expect an iOS version of the USB Scanner SDK anytime soon. "**Apple** won't let you have access to their USB port unless you are a partner, and connecting peripherals like scanners is something they try to discourage."

For more information:
http://bit.ly/AccuSoftUSBscannerPF
http://www.accusoft.com/usbscannersdksupported.htm

Experienced Industry Exec Takes Sales Reins at Novo

Art Nicholas knows about managing diverse sales channels. Before being appointed VP of global sales for **NovoDynamics** last month, Nicholas spent 15 years with **Nuance**, dating back to when the company was known as ScanSoft. His most recent role was VP, Americas, sales and services, for Nuance Document Imaging.

"In my last role at Nuance, I had responsibility for all imaging sales in the Americas," Nicholas told *DIR*. "This included capture, print management, OCR, and desktop document management software. I certainly saw a lot of change in my time there. Over the years, I spent time selling speech recognition software and also helped get Nuance's healthcare group off the ground."

However, Nicholas said he grew dissatisfied with his final role and decided to seek out a position at a smaller company. "Nuance is a fantastic company,"

he told *DIR*. "But, in my last role there, I was spending a lot of time working internally, doing stuff like researching potential acquisitions. I wasn't selling and managing salespeople, which is really what I wanted to do."

Nicholas, who resides in the Chicago area, will have that opportunity at NovoDynamics, a small ISV headquartered in Ann Arbor, MI. Like Nuance, Novo is in the recognition technology business. It is probably best known for its NovoVerus ICR technology, which specializes in Arabic languages. Novo also markets image enhancement, as well as classification and extraction software, in addition to having a sister business focused on analyzing data patterns.

Nicholas has been charged with overseeing the sales of all this technology. His plan is to develop a multi-channel approach, including OEM, ISV, SI, and VAR partners, as well as a direct sales force and integration team. "It really depends on the product, which channel is the right fit," he said. "And some of our products have historically been 'tweeners—in that they could be sold as OEM tools as well as applications. In most cases, there is no reason they can't be sold as both."

Art Nicholas, VP, global sales, NovoDynamics

In fact, Nicholas noted that leading recognition ISVs like **Nuance** and **ABBYY** have been very successful selling both applications and SDKs over the years. "The bottom line is that when you are selling through any type of reseller channel, you need to have a program that makes the resellers successful, and NovoDynamics is committed to developing that," said Nicholas. "You also have to realize that there is a distinct difference between OEM and VAR/SI channels. You have to build an approach and come up with sales material separately for each channel.

"Also, over time, as we update our products, we need to make a more clear delineation about which are being marketed as SDKs, and which are applications."

Nicholas gave us a progress report on each of Novo's current four product lines:

■ **NovoVerus**: As we mentioned, this is the ICR product. "In addition to Arabic, we support Chinese, Korean, Russian, Spanish, and English recognition," explained Nicholas. "Our imaging technology was originally funded by the **CIA**, and we are the only

ICR ISV I am aware of whose development and engineering is all based in the United States. That's pretty important to a number of U.S. government agencies."

According to Nicholas, to date, the market for NovoVerus has primarily been those government agencies, as well as foreign governments in regions like South America and the Middle East. "We've also sold NovoVerus to some libraries and universities with Arabic language studies programs," he said. "We are just starting to see some interest from the commercial market in the Middle East.

"What historically happened with OCR technology in the United States and Europe was that government agencies were the early adopters and were followed by commercial entities. This is exactly what we see happening in the Middle East. We've gained respect over the years by working with a number of different government agencies. We are now well positioned to reach out to SIs in that region. We may have been a bit ahead of the market, but it is now heating up, and we want to make sure we are established and ready to take advantage."

Nicholas acknowledged that the North American OCR space is pretty well covered, but said there is only one major Middle Eastern competitor—**Sakhr Software**, and he said they have been focusing a lot more on speech recognition lately.

■ **NovoImage+:** This is image processing technology that was initially developed to work in conjunction with NovoVerus. "If offers deskewing, image enhancement, and all those sorts of features," said Nicholas. "We originally broke it out for agencies that wanted to use it on its own.

"In the commercial market we view it as a competitor to **Kofax's** VRS, with a primary difference. VRS is typically tightly tied to a document scanner. Because it was originally designed to be used in an environment where there weren't a lot of document scanners, NovoImage+ can deal effectively with images coming from fax servers and MFPs, as well as scanners.

"We see NovoImage+ as a good fit for office equipment dealers and VARs that need more flexibility than what VRS offers. We have priced it fairly aggressively at $299 to work with one device through a watched folder and, at $2,000 for a version to support unlimited devices and folders.

"NovoImage+ is currently being sold primarily to the U.S. government, but we are getting ready to launch a reseller program, targeting both the North American and Middle Eastern markets. Eventually, we also plan to incorporate it in some sort of SDK, targeting capture ISVs."

■ **NovoDocufier:** This is classification and extraction software. The classification software was originally brought to market under the Coronado brand name and offers image-based grouping of files [*see DIR 10/8/10*]. Because it classifies based on pixel patterns, it works much faster than OCR-based classification. Its extraction technology is implemented through rubber-banding fields on forms and then applying OCR just to those fields.

"We envision Docufier's classification and extraction being used together in some specific cases where customers are dealing with a lot of different types of structured forms," said Nicholas. "This could be in loan or tax processing.

"Of course, if they have unstructured forms, they could potentially utilize our classifier and then pass on the forms to a more robust data extraction product."

Nicholas sees Novo's classification as a potential standalone fit in existing large capture implementations where manual sorting is being done. "We've attempted to do some direct selling into those types of environments, but we really need systems integrators who can provide professional services, because classification technology is best deployed as a piece of a larger document management system," Nicholas said. "On the lower-end, we think VARs will be able to take advantage of the classification and extraction running in tandem."

■ **NovoAnalytics:** This is a data analytics offering that is a combination of technology and professional services. "To a degree, it is using the same pattern recognition that is utilized in our imaging technology," said Nicholas. "If an organization has data from a variety of sources, we normalize it, then look for patterns and provide tools for predictive modeling.

Novo looking for marketing exec

Last time we did a story on **NovoDynamics**, we briefed with industry veteran Tim Dubes, who was then serving as Novo's VP of marketing [*see DIR 4/6/12*]. It was Dubes who first laid out the multi-product, single-brand strategy that Nicholas is building upon. However, Dubes has since left Novo and when we spoke with Nicholas, the company was looking for a marketing executive to work with both its document imaging and analytics software. If you know anyone interested, please get in touch with *DIR* Editor Ralph Gammon.

"Our first area of focus and our largest customer is in the automotive industry. They don't want to get caught short on parts, so we help them predict the life of their products."

Nicholas concluded that NovoDynamics is in an intriguing position as more established ISVs in the capture space, like Kofax, are beginning to add data analytics to their portfolios. "The goal has always been to do something useful with the data you are capturing," he said. "Capture vendors have to introduce new tools if they want to stay relevant.

"We think there is a connection between our analytics and image capture technology. Our plan is to expand and grow and approach both technologies with the right channels and partners so they both can flourish—in some cases together and in some cases separately."

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

Snowbound CEO Discusses Challenges of HTML5 Viewing

HTML5 is a hot buzzword in the document imaging industry. Through its canvassing capabilities, HTML5 enables users to manipulate pages, including doing things like zooming and panning, through their browsers without the need to download any plug-ins or third-party software. HTML5 is supported by all the latest browser technology, which is increasingly important in a computing world that continues to diversify—with the PC and its standard Windows OS with the IE browser being used less, and mobile devices with browsers from vendors like **Google** and **Apple** being used more.

"The big benefit to HTML5 is that the person viewing a document doesn't need anything other than their browser," explained Simon Wieczner, president and CEO of imaging SDK and viewing ISV **Snowbound Software**. "A lot of our customers are excited because HTML5 enables end users to effectively view documents without having to use a third-party tool like **Adobe** Reader, a program like **Microsoft** Word, or even a Flash Plug-in.

"We have seen interest in implementing our HTML5 viewing tools from larger corporate customers like banks and insurance companies, and even some government offices that want to disseminate documents to their customers and constituents, but don't want to have to worry about what these people are running on their computers."

Snowbound supports HTML5 document viewing through its VirtualViewer AJAX technology. "We use JavaScript to create the commands that run on the browser," said Wieczner. "As far as end users are concerned, it all runs in the background whenever they click on a document they want to view in their browser."

The tricky part is that browsers, even those that support HTML5, will not natively display Word, TIFF, PDF, or many other types of non-image documents that organizations may have stored on their servers. "So, if a user wants to open the document in their browser, our technology converts it on the fly to a PNG or JPEG for rendering," said Wieczner. "It only takes a second or two to render a 10-page PDF as a PNG. If you are dealing with larger documents, like a 1,000-page file for example, we can use techniques like rapidly creating thumbnails that can be used as a preview and rendering only the specific pages a user is asking for."

Wieczner added that there is one other challenge to setting up documents to be viewed in an HTML5 environment. "There may be some older browsers

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AccuSoft conversion application outputs SVG

AccuSoft has released a new Prizm Document Converter software application. Designed to help organizations enable more convenient viewing, it offers conversion of more than 300 file types into several different output formats. These include PDF, JPEG, and SVG (scalable vector graphics).

It can be used for batch conversion as part of a content management process, or ad hoc conversions through a widget built into a toolbar. It can also be used in conjunction with AccuSoft's Prizm Content Connect viewer, which enables users to apply annotation, redaction, and digital rights management to documents in any of the 300 supported file formats.

According to Brian Pageau, product group director for Accusoft, the ability to output SVG files is especially valuable in HTML5 viewing applications. "HTML 5 supports SVG, and with SVG you get a vectorized instead of a rasterized image like you do when you convert a document to JPEG or PNG," he said. "So with SVG, you don't get any pixelization when you zoom in on a document. Also in SVG, text data is maintained, so files converted from Microsoft Office formats, for example, will remain full-text searchable without the need to apply OCR."

For more information:
http://www.accusoft.com/prizmdocumentconverter.htm

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still in use, in particular IE 7 and 8, that do not support the HTML5's canvassing," he said. "We've created a way around that, where if it is detected that the browser doesn't support canvassing, we automatically invoke a different set of JavaScript commands. The viewer then goes through a process that provides similar functionality to canvassing, but is actually something different."

According to Wieczner, Snowbound has been offering support for canvassing and HTML5 for a few months now. "We've had a huge number of requests for evaluations of the technology, but the number of customers actually using it is fairly small," he said. "Some customers I think will end up using it in conjunction with our applet viewer, which they'll continue to utilize for more complex processes. But, like any new technology, despite the hype, it will take customers awhile to get fully comfortable with deploying HTML5 document viewing."

For more information:
http://www.snowbound.com/products/document-viewer

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DOCPOINT NINTEX, FROM PAGE 1

In a DocPoint press release, Jakob Maciolek, Nintex's regional sales manager for the Americas, is quoted as saying "DocPoint is a premier systems integrator in the Mid-Atlantic area, and we consider DocPoint a 'go-to' partner when it comes to implementing enterprise-class ECM solutions. In particular, DocPoint's experience working in the federal space is exceptional. In fact, DocPoint is the only provider of Nintex products on GSA Schedule 70 (Contract GS-35F-0654W) at present."

Swidersky noted that DocPoint's strategy of

building an ecosystem of partners whose technology is complementary to SharePoint is also something that carried over from QAI. QAI has partners like **Kofax**, **Kodak**, NSi, and **Open Text**. "Nintex is DocPoint's leading ISV partner," he said. "We also work closely with AvePoint for capabilities in areas like governance and migrations, and KnowledgeLake for some imaging-specific functionality."

And while DocPoint remains focused on ECM solutions, it has also diversified into other areas of SharePoint implementation. "The reality is that we can't afford not to branch out," he said. "The same customer that hires us to set up an invoice processing application might also have interest in deploying Microsoft's Project Server or utilizing some of the business intelligence capabilities in SharePoint."

According to Swidersky, DocPoint's goal is to drive 70% of its revenue through professional services and 30% through the sale of third-party software. "As a whole, DocPoint grew 150% in 2012," he said. "For 2013, our expectations are to grow product revenue by 20% and services revenue by 100%."

DocPoint is ramping up its hiring to handle this growth. "We will always need a combination of contractors and full-time employees," said Swidersky. "But, as the nature of our engagements becomes more long-term, and our customers build up a dependency on our services, we see an increasing need for more full-time employees."

For more information:
http://www.documentimagingreport.com/index.php?id=2410