

# Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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May 21, 2004

## THIS JUST IN!

### DUNORD RELEASES LONG-DOCUMENT CAPTURE APP

**Kodak** recently announced that **Dunord's** *Long Document Scanning Utility (LDSU)* is the first software application developed by a partner to support the long document mode on the Kodak i280 scanner. Kodak introduced the i280 as the newest member of its i200 low-volume production family in January 2004 [see *DIR* 1/23/04]. Dunord, headquartered in Montreal, specializes in scanner interface cards and software.

*LDSU* is a Windows-based tool that can be used to save continuous documents up to 350 feet in length to a PC's hard disk in standard TIFF or JPEG formats, single-sided or double-sided. *LDSU* comes with a software library that allows developers to include long document viewers in their applications. The package includes a foot pedal to start the scan and a metal paper holder to help operators manipulate the long documents.

*LDSU's* suggested list is \$2,495 and the product is available from Dunord.

For more information: **Dunord**, Montreal, Qc, Canada, PH (514) 284-3123, [www.dunord.com](http://www.dunord.com).

\* \* \*

Kodak also recently announced that its mid-volume production i600 scanner series is now shipping. The i600 comes in three models rated at 80, 100, and 120 ppm in a landscape mode for both color and bi-tonal scans. The scanners feature Kodak's iThresholding IP technology.

To help maximize the features included on the i600 series, Kodak has released a new version of its capture software. *Kodak Capture Software Version 6.4* has a U.S. list price beginning at \$6,900. ■

## Industry Could Face Second Round of Patent Claims

Round two in the document imaging patent wars has been officially launched. On April 26, **Digital Imaging Systems (DIS)** of Mesquite, TX filed infringement of patent complaints against **Scan-Optics** and **DocuWare**. The complaints pertain to patent number 5,191,525 for "a system and method for extraction of data from documents for subsequent processing."

Among the inventions claimed in the patent is "a method of electronically processing data to facilitate user interaction with the data, comprising:

- (a) feeding documents through an optical scanning device;
- (b) recording electronic images of documents;
- (c) identifying document formats and transaction boundaries using identification areas or identification words;
- (d) extracting data fields from identified document images using automatic character recognition techniques and key correction;
- (e) recording electronic data; and
- (f) transmitting recorded images and data to digital storage for subsequent processing."

Hmmm, sounds pretty much like the whole document imaging industry might be in violation of this one... So, just who is DIS? We first covered them in February, when we learned they had filed a patent complaint against New York City-area service bureau **MicroMedia Imaging** ([www.imagingservices.com](http://www.imagingservices.com)). Former **BancTec** employee Tom LeBrun seems to be the president of DIS.

LeBrun's name appears as an inventor on the patent in question, as well as those of Kerry Cage, and Dennis Arnold. We've confirmed that Cage is a former BancTec employee also. The patent was filed in January, 1990 and granted in March, 1993.

The DIS patent is being handled by the same group of attorneys that is currently handling patent cases involving **Millennium L.P.**, which has been running

roughshod through the document capture space recently [see *DIR* 1/9/04]. That firm's name is **Zimmerman, Levi, and Korsinsky** of Westfield, NJ.

No dollar amount is mentioned in the DIS complaints. From what we understand, 92 claims have been made against each Scan-Optics and DocuWare. If the same formula is applied that was used by Millennium, the initial settlement offers by DIS will be between \$250,000 and \$500,000, depending on the revenue of the defendant.

DocuWare, like most Millennium defendants, has initially expressed outrage at being accused of violating a patent it believes has little, if any, credibility. "The DIS and Millennium patents are both very broad and general in terms," said Greg Schloemer, president of DocuWare's American operations. (DocuWare is based in Germany, where it does the majority of its business.) "In many instances, we believe the patent office should not have granted the patents. We believe the technology was already in place and products were already on the market prior to these questionable patents."

So, once again, the search is on for prior art. "We have found that if a litigant can show the industry was already using the technology, or products were developed, a year

#### **PATENT HEADACHES HIT HARDWARE VENDORS**

Perhaps it's a good thing color document imaging has yet to really catch on, at least in its current form of using JPEGs as the default file format. As you may have seen last month, Austin, TX-based **Forgent** has filed suit against 31 companies for violation of patented digital imaging technology, which it claims is used in JPEG compression.

Leading document scanner vendors **Kodak, Fujitsu, and Canon** were all named as defendants. **Adobe, HP, IBM, Océ North America, Panasonic, Ricoh, Savin, Xerox, Toshiba, and Agfa** were also named.

Forgent plans to argue that any device used to compress, store, manipulate, print, or transmit digital still images must be properly licensed if it is to use the compression technology. Because JPEG is used in so many popular applications, including digital photography, we're confident that document imaging was pretty far down the list of Forgent's priorities. However, it's worth noting that document imaging vendors **Pegasus Imaging, VisionShape, and Scan-Optics** are among 30 licensees that helped Forgent generate \$90 million in revenue over the past two years on this patent. \$16 million of that is reported to have come from **Sony**.

Forgent, a video conferencing specialist, acquired the patent in question, number 4,698,672, through the acquisition of **Compression Labs** in 1997. "It wasn't until we went through a restructuring in 2000 that we started to look at the patent portfolio and realized we had this great opportunity," said a company spokesperson. "The amount of the damages will depend on each of the defendant's products and their associated revenue. It is fair to say that we could end up asking for damages in the millions of dollars."

## **Document Imaging Report**

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before the patent was filed, then there is a very sound basis for saying there is no patent infringement," said Schloemer. "My feeling is that a trade organization like **AIIM** could easily produce a relevant research paper.

"AIIM could then publish this paper so any member could reference it as evidence. This would make it very easy for a judge, who is non-technical, to see there is no basis for patent infringement. It would also take the wind out of the filing attorney's sails very quickly, and these frivolous legal actions would cease."

One problem with Schloemer's idea is that, at least in the Millennium suits, AIIM showed no inclination or willingness to compile such a document. Even with AIIM's help, it's likely that fighting DIS is going to cost a lot of money. Estimates we've heard for taking a patent suit to court start at around \$1 million.

This is the primary reason that at least a dozen companies have already settled with Millennium, including the likes of **Captiva, Kofax, Recognition Research, Cardiff, AnyDoc, Datacap, and Top Image Systems**. We believe several of those vendors could have proven some type of prior art.

About the only proven way that we've seen for small to mid-sized companies to fight patent suits is to band together in a unified effort. Posted on our Web site ([www.documentimagingreport.com](http://www.documentimagingreport.com)) under the "Thinking Out Loud" section is a story about a group of vendors in the bar code industry that got together to fight the **Lemelson Foundation**. Lemelson claimed to have invented the concept behind their technology. After the group spent millions of dollars on the case, a judge ruled in its favor earlier this year.

From what we understand, a group of Millennium defendants achieved at least a small measure of success by threatening to force Millennium to re-file its suits in each of their individual jurisdictions. This reportedly compelled Millennium to negotiate more agreeable terms. "They made it so it was easier and cheaper just to pay them to go away than to continue to try to fight them," one source told us.

Choosing the relatively low-profile DocuWare as one of its initial targets may be an attempt by Zimmerman to avoid any headaches caused by the potential changing of venues. DocuWare's Newburgh, NY headquarters are not far from Zimmerman's offices. MicroMedia Imaging is also close by.

Scan-Optics is headquartered in Manchester, CT, so

it's also not too far. The decision to go after Scan-Optics may also have to do with the fact that back when LeBrun worked at BancTec (and previously at **Recognition Equipment**, which was acquired by BancTec), Scan-Optics was a major competitor.

What is curious about targeting Scan-Optics, however, is that the company has been in the document imaging business since 1968. If anyone is going to be able to prove prior art, Scan-Optics would be a good candidate. Maybe DIS figures that if it can convince Scan-Optics to settle, it will be able to strengthen its case against any vendors that came into the industry after Scan-Optics.


### **DocuWare Seeks Allies**

DIS' LeBrun would not comment on the patent or the suits and referred us instead to his attorneys. They, of course, did not comment either. LeBrun appears to be out of the imaging business these days and is associated with a resort in Puerto Vallarta, Mexico. You can find details at [www.casa-angela.com](http://www.casa-angela.com). Cage is currently working for Plano, TX-based EDI vendor **S2 Systems**.

DocuWare's Schloemer told us he is currently looking for allies in a bid to fight DIS. Obviously, contributing to DocuWare's efforts to prove prior art should protect other imaging companies from potential suits.

Yes, the decision to get involved now is going to be a tough one. Why not just wait and see if you can fly below the radar until this thing blows over? If DIS follows Millennium's pattern, chances are it will catch up with you. Millennium launched its first suit against **Compaq** in 1996 and is still at it. Millennium has gradually increased the number of companies it is going after annually from one or two in the first few years, to nine in 2003. Through April, Millennium had made claims against four new companies in 2004.

We realize that it is probably more prudent to wait until you are sued and then work something out that doesn't hurt too badly. Of course, then again, Brutus was an honorable man, or so sayeth Marc Antony... Over the course of the past couple years, we've talked to several angry vendors regarding the Millennium case. Nobody has been happy about writing them a check. And while writing checks for patent defense attorneys might not be a reason to jump for joy—stopping DIS in its tracks just might be. It's your call.

For more information: **DocuWare Corporation**, Newburgh, NY, PH (845) 563-9045; **Zimmerman, Levi, and Korsinsky**, Westfield, NJ, PH (908) 654-8000. 

# Kofax Lands Two Super-Sized Ascent Deals

**Kofax** credits the ever expanding breadth of its *Ascent* image capture platform for helping it win two large deals recently. The first involved a loan document processing application at **Countrywide Bank**. The second, announced a day later, is a \$20.9 million, five-year blanket purchase agreement for *Ascent* by the **U.S. Social Security Administration (SSA)**.

Let's start with the second deal first—just because of its sheer magnitude. The overall SSA application is being touted as the largest document imaging deal ever. The capture software purchase actually represents just the first part of an implementation that also will include the purchase of scanners and integration between the *Ascent* application and the SSA's **IBM Content Manager** document repository. To kick off the deal, the SSA has already purchased \$3 million worth of *Ascent* to process disability claims.

Although the dollar amounts represent money paid to Kofax, the deal was actually brokered by value-added reseller **Quality Associates, Inc. (QAI)** of Columbia, MD. QAI's work to make *Ascent* more compliant with Section 508 of the Rehabilitation Act of 1973 was a key to the sale. Section 508 was amended in 1998 to require that federal agencies' electronic and information technology (EIT) be accessible by people with disabilities.

"Our Section 508 strategy differentiated us," said

Scott Swidersky, director of QAI's information systems division. "Most of our competitors ignored the 508 requirements of the contract. In reality, once the capture requirements were met, the bids were evaluated by a special government group for Section 508 compliance."

According to a Kofax press release, "This award is the first SSA EIT procurement to incorporate SSA's newly implemented Section 508 scoring system, designed specifically to identify the most Section 508-compliant product in the group of tested products that met SSA's business requirements."

According to a consultant that worked with QAI and was quoted by *Computer Reseller News*, "The SSA, which has about 800 blind and low-vision workers, is by far the largest federal employer of disabled workers and takes Section 508 requirements seriously."

QAI worked with accessibility solutions consultant **Bartimaeus Group** of McLean, VA, to integrate software developed by **Freedom Scientific** ([www.freedomscientific.com](http://www.freedomscientific.com)) with *Ascent*. "Freedom Scientific provides tools such as voice-enabled screen readers and magnification devices," said Swidersky. "We had worked with those tools on a limited basis before, but this was the first major Section 508-compliance project we've been involved with."

Swidersky does not think it will be the last such project for QAI, which focuses on the federal market. "We envision Section 508 compliance as becoming more of a need than a want on future

## CRANEL OFFERS IAX AS LOW-COST ALTERNATIVE TO ASCENT

Value-added distributor **Cranel Imaging** has signed a deal to resell **Captiva's** software applications. This includes Captiva's channel targeted *InputAccel Express (IAX)*, which was introduced last year, as well as the higher volume *InputAccel* and *FormWare* lines. According to Scott Slack, Cranel's VP of marketing, the addition of the Captiva applications represents a step forward in Cranel's strategy of offering more software to its customer base of 500-600 value added resellers VARs.

"Historically we've been more hardware oriented," Slack told *DIR*. "The software we sold was typically used to enable hardware devices like optical jukeboxes. As margins have

become tougher to earn on hardware, our resellers are turning to software to differentiate themselves. And as a trusted partner, they count on us to check out and bring applications to them."

Cranel already offers the **Kofax Ascent** document capture line. "We view IAX as more of an entry-level offering than *Ascent*," said Slack. "A single-user IAX application lists for under \$1,000. Also, there is no certification required to sell IAX like there is with *Ascent*. We think a lot of VARs are looking to get into the capture space without the cost of entry associated with certification. By also offering the higher-end Captiva products, we are providing these

VARs with a growth and expansion path they can sell to their customers."

In addition to the Captiva and Kofax lines, Cranel recently began offering a document imaging repository application from medical records specialist **Advanced Imaging Concepts**.

Cranel represents the first North American distributor for IAX, which has been distributed in Europe since last fall by **Headway**—the arch rival of Kofax parent **Dicom**.

For more information: **Cranel Imaging**, Columbus, OH, PH (614) 431-8000.

federal contracts," he told *DIR*. "In fact, we are currently bidding on other projects that also involve 508 compliance."

Kofax VP of marketing Anthony Macciola cited the diversity of the *Ascent* platform with playing an important role in meeting SSA's business requirements. "Because of the size of the installation, we sold the SSA on the concept of an operating system for capture," he told *DIR*. "We offer *Ascent* modules and components that can be plugged in to handle distributed or centralized operations, as well as structured and semi-structured document types. There are a number of dynamics that play into making a long-term purchasing agreement like the SSA did."

### **Countrywide Utilizing Forms Module**

Although not initially announced as a long-term agreement, the Countrywide deal could also generate significant future revenue for Kofax. "The initial installation is in the treasury department and will involve approximately 700,000 loan documents per month," said Macciola. "However, many other divisions were involved in the purchasing decision, and we expect *Ascent* to eventually be installed throughout the organization."

The initial Countrywide installation includes *Ascent's Advanced Forms Module* for semi-structured document processing. According to Macciola this module includes a combination of licensed technology from vendors like **Océ Document Technologies** and **Neurascript**, as well as internally developed technology.

"The Countrywide installation was driven by the recent refinancing craze around mortgages," he said. "Mortgages typically involve a mix of structured, semi-structured, and unstructured documents. Using *Ascent's* document identification and forms processing technology, Countrywide is attempting to cherry pick the most important documents from that mix to speed up the approval process for refinancing."

*Ascent* has been integrated with Countrywide's **Documentum** document management repository. "Historically, when *Ascent* was used to scan loan documents, it was for archival purposes," said Macciola. "One of the trends we are now seeing is *Ascent* being installed to drive business processes, such as approving loans faster. This market shift has created some large opportunities for us in the financial services space. For example, we are currently pursuing one in which the volume could reach 20 million documents per month."

Macciola concluded by saying that Kofax is

redefining its position in the market. "For years, we've been stereotyped as playing only in the mid-tier," he said. "Our competitors like to say *Ascent* can't scale and can't handle high volumes. The SSA deal represents one of the largest in the history of the capture space. Over the next couple months we will be making more announcements regarding deals of substantial size and magnitude."

For more information: **Kofax**, Irvine, CA, PH (949) 727-1733; **Quality Associates, Inc.**, Columbia, MD, PH (410) 884-9100, [www.qualityassociatesinc.com](http://www.qualityassociatesinc.com). 

## **Electronic Archiving Standard Taking Shape**

The PDF-A standard for electronic document archiving is entering its final stages. If all goes according to plan, it could be approved as an **ISO (International Organization for Standardization)** standard before the end of next year. "I am currently preparing the second committee draft," said Stephen Abrams of the **Harvard University Library**. "I hope to release it for public comment next month."

The second committee draft incorporates feedback received on the first committee draft, which was released last December. An official ISO meeting of the Joint Working Group for PDF-A was recently held in New York City in conjunction with March's AIIM show. At that meeting, and a subsequent North American sub-committee conference call, final feedback on the first committee draft was discussed.

"We've scheduled an October meeting in London to discuss comments on the second committee draft," Abrams told *DIR*. "Hopefully by that point, the technical content will be pretty much in its final form, and we will be mainly making editorial changes. After that, we hope to move to the initial standard phase, which involves another round of balloting. We are eyeing approval as a full international standard by the end of 2005."

### **From a Government Initiative to a Worldwide Concern**

PDF-A represents an attempt to standardize on an electronic format for storing documents long-term. Work on the standard was initiated in 2002. Federal government agencies, in conjunction with **Adobe**, supplied the impetus [see *DIR* 9/20/02].

Part of the reason was that many government agencies that utilize PDF documents were running

into conflicts when they submitted their PDF collections to the **National Archives and Records Administration (NARA)** for long-term preservation. A high-profile example of these conflicts occurred when the **U.S. Census Bureau** submitted 560 million TIFF images to NARA from the 2000 census. With the backing of Congress, NARA insisted the Census Bureau put the images on a human readable media such as microfilm—thereby costing U.S. taxpayers some \$16 million in conversion fees [see *DIR* 12/21/01].

Although launched in the United States, interest in PDF-A is worldwide. Representatives from 13 countries have participated in the Joint Working Group. And, government isn't the only market with long-term archiving requirements. According to Abrams, libraries are faced with similar issues. "We've relied on microfilm for preservation for some time," he said. "However, we are in the middle of a significant shift in the method of publishing of academic literature. Academic journals that used to be printed on paper are now being distributed electronically. Increasingly, the electronic copy is becoming the copy of record."

One of the goals of PDF-A is to ensure that files saved in a PDF-A format will be readable with all future versions of PDF-A readers. "At the most basic level, all electronically stored files require some mediation, such as software, to render them readable by a human," Abrams told *DIR*. "Our goal with PDF-A is to preserve the bits of the file and maintain the functional behavior of the software, so the mediating process will render a consistent, human-readable form of the document over the course of its lifetime."

The initial version of PDF-A is based on version 1.4 of the PDF file as defined by Adobe. Since work began on PDF-A, Adobe has released version 1.5 of PDF, which includes support for advanced compression techniques based on layering and JPEG 2000. "A future version of PDF-A will likely support PDF 1.5," said Abrams.

### **Creating a PDF for the Long Haul**

The PDF-A working group has defined three categories of features to be included in the file format: mandatory, prohibited, and optional. "The vast majority of features are optional, although in a number of cases, we do make recommendations," said Abrams.

Four criteria were considered when deciding on the features of PDF-A. Abrams gave us a brief description of each one:

#### **■ Maximizing the degree of device**

**independence** – "This ensures a PDF-A file will be interpreted and rendered the same regardless of the software and platform on which the interpretation is done."

**■ Maximizing the degree to which the file is self-contained** – "A single PDF-A file should contain all the resources necessary for its proper interpretation—except for the reader. This means that any fonts included in the file have to be embedded in it. With regular PDFs, the reader can supply the fonts or suitable substitutes."

**■ Maximizing the degree of self-documentation** – "A PDF-A file should include a description of itself. This includes both administrative and technical information, such as the title and author of the document and information as to whether it includes raster images. This should all be encapsulated in the file."

**■ Information transparency** – "We want to maximize the amenability of PDF-A files to analysis with basic tools. This involves not encrypting a file so that, if nothing else, it can be read with a text editor. Users can include digital signatures to ensure evidence integrity."

Abrams went on to point out some of the differences between PDF-A files and regular PDFs:

- Encryption is not allowed in PDF-A files
- PDF-A files include device independent spacing
- pointers to external content are not allowed in PDF-A files
- all fonts have to be embedded in the PDF-A file, although a font subset, which includes only the utilized characters, is allowed
- no multi-media content types are allowed in PDF-A files

### **AIIM Launches Two New PDF Standards Initiatives**

Buoyed by the success of its work with PDF-A, at **AIIM 2004**, AIIM (the trade organization) launched two new PDF-focused standards projects: PDF-Accessible and PDF-Engineering. "PDF-Accessible involves defining a set of PDF tags for making documents available to people who have some disability or impairment. It falls in line with Section 508 [of the Rehabilitation Act of 1973 as amended in 1998]," explained Betsy Fanning, director, standards and content development for AIIM. "PDF-Engineering involves working with PDFs to move engineering documents through their workflows."

For more information: **AIIM**, Silver Spring, MD, PH (301) 755-2682, [bfanning@aiim.org](mailto:bfanning@aiim.org).

"We have prohibited some of the rich features of PDF that, although they are very nice, may make long-term preservation more difficult," said Abrams. "It was important to create a subset of PDF that makes files more homogeneous than standard PDFs. The more homogeneous the files, the easier it is to automate their management. The less human intervention that is needed to evaluate the contents of a file, the better."

Abrams added that in the future, additional parts could be added to the initial standard to incorporate more PDF features.

### **Scanning, Storage not Addressed by PDF-A**

One preservation issue which is not addressed by PDF-A is storage media. "We had a number of conversations about it, but it was clear that it was not appropriate to address hardware issues with PDF-A," said Abrams. "We also discussed whether to address conversion issues, such as scanning paper and saving the images as PDF-A files. After a lot of discussion, we decided that conversions were not appropriate for this standard either. We will include information on those issues in an annex. The annex will recommend some best practices for creating PDF-A files."

Abrams concluded by saying that PDF-A should not be interpreted as the only or best way to preserve electronic documents. "The committee would say that if you are going to use PDF as an archiving solution, we feel this is the best way of doing it," he said. "However, there could be other, non-PDF-based archiving alternatives such as XML."

For more information: [www.aiim.org/pdf\\_a.htm](http://www.aiim.org/pdf_a.htm)

## **E-Forms at Center of Adobe BPM Acquisition**

With its recent acquisition of **Q-Link Technologies**, **Adobe** has added a BPM (business process management) component to its intelligent document platform. Over the past couple years, this platform has evolved from the desktop-centric *Acrobat* software for PDF creation to a suite of products that address several areas of document management. The biggest step in this evolution was the \$72 million acquisition of e-forms specialist **Accelio** (formerly JetForm) in 2002 [see *DIR* 2/15/02].

"The Q-Link technology fits into our strategy to offer a full set of process management capabilities centered on intelligent forms and forms management," said Shawn Cadeau, director of product marketing for Adobe's Intelligent Document

business unit. "There are a lot of structured processes associated with forms, such as the approval associated with loans. We had some ad hoc BPM/workflow capabilities, but the Q-Link technology enables our application to better manage the rules and roles associated with e-forms. It also includes tools for doing process design."

Q-Link is based in Tampa, FL and approximately 16 of its 20 employees are slated to join Adobe. Q-Link's customer base includes telecom giant **MCI** and drink manufacturer **Red Bull**. Q-Link also has a partnership with **Unisys**.

"We evaluated a number of BPM companies," said Cadeau. "Q-Link fits well with our new intelligent document architecture and platform, which is made up of Java components. This will make for easy integration into the existing infrastructures of our enterprise and government intelligent document customers."

"We have a lot of customers that use our e-forms to capture data and documents to a database and/or repository," Cadeau added. "Now, these customers will be able to better manage those forms by automating processes like routing and approval."

Cadeau's sentiments on the importance of connecting BPM and e-forms echo those we have already heard from the likes of **FileNET** and **Cardiff**. FileNET stressed this message when it acquired e-forms vendor **Shana** in 2002 [see *DIR* 11/1/02]. Cardiff, meanwhile, has formed several partnerships with BPM vendors and recently beefed up the internal workflow offering connected with its e-forms product line.

Yes, BPM is a hot topic in the general technology space. Like archiving, it just so happens that document imaging vendors were early pioneers in this area. Look for more activity and stories surrounding BPM and high-profile companies like Adobe in the months to come.

For more information: **Adobe Systems, Inc.**, San Jose, CA, PH (408) 536-6000. [www.adobe.com](http://www.adobe.com)

### **BRIEFLY**

#### **Banking Technology Specialist to Acquire AFS**

Financial services technology provider **Metavante Corporation** recently announced it had reached an agreement to acquire check imaging specialist **Advanced Financial Solutions (AFS)**. In addition to delivering check imaging technology and services to more than 7,000 organizations, AFS offers document imaging and COLD technology to

its customers. AFS has historically focused on small to mid-sized banks and credit unions—"smaller than the top 50 banks in North America" an AFS executive once told us.

The acquisition will include AFS affiliate **CheckClear**, which owns and operates Endpoint Exchange, a check image clearinghouse that enables financial institutions to exchange images of checks instead of paper. The prominence of image-based clearinghouses is expected to increase after the "Check 21" legislation takes effect in October. Currently, more than 4,000 financial services institutions are signed up for Endpoint Exchange's services.

Privately held AFS, which was founded in 1992, reported revenue of \$94.5 million in 2003, representing 8% growth over 2002. From 1998-2001, the company made *Inc. Magazine's* list of America's Fastest Growing Private Companies four consecutive times.

Metavante is a subsidiary of **Marshall & Ilsley Corporation**, a banking holding company based in Milwaukee. Metavante offers technology in the areas of customer relationship management, electronic banking, electronic funds transfer and card solutions, electronic presentment and payment, financial account processing, investments, and retirement plan services.

The terms of the acquisition were not announced, except to say that AFS and a previous Metavante acquisition would cost Marshall & Ilsley an aggregate \$305 million. As the previously acquired

company's revenues were less than 50% of AFS', we're assuming Metavante paid at least \$200 million for Oklahoma City-based AFS.

For more information: **Advanced Financial Solutions**, Oklahoma City, OK, PH (405) 787-1800, [www.afsimage.com](http://www.afsimage.com).

### Top Retail Buyers Honor DocuMate

Two months after earning a "Best of Show" award at **AIIIM**, the **Xerox DocuMate 252** workgroup scanner earned two prizes at **Gartner's** recent RetailVision Spring conference. The DocuMate 252 was voted "Best Product: Hardware" and "Best Product: Peripheral" by buyers from Top 100-level retailers. Scanner specialist **Visioneer** supplies Xerox with the DocuMate line through an OEM agreement.

"Many attendees noted that they were most impressed with the scanner's speed and one-touch buttons," said Bob Scaglia, senior VP of sales for the Xerox DocuMate product line. "It's proof of the DocuMate 252's power that retailers recognized the DocuMate 252 scanner as a leader in not just one category, but two."

The awards are also proof that retailers have recognized an emerging demand for document scanning among their customers. Just another sign that document imaging is evolving from its history as strictly a back-office, centralized application, and moving more into the mainstream.

For more information: **Visioneer**, Pleasanton, CA, PH (925) 251-6300. 

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