

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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THIS JUST IN!

OPEX INTRODUCES SCANNER AT TAWPI

The annual **TAWPI** show was held last week in Long Beach, CA. A couple interesting announcements pertaining to the document imaging industry came out at the show. The first is that mail processing equipment manufacturer **OPEX** has entered the scanning market. Hoping to capitalize on the emerging digital mailroom space, OPEX has introduced a color high-speed scanner as part of its Model 51 Rapid Extraction Desk.

Also, at TAWPI, recognition developer **Parascript** announced it had licensed its technology to three more service bureaus. Parascript began targeting service bureaus last year and has been rapidly penetrating the market ever since. Parascript offers three delivery models for its technology: an outsourcing option, traditional software installation, and a hybrid model in which Parascript performs recognition, and the service bureau does its own verification and keying.

Did you see **Visioneer's** latest marketing ploy? The scanner vendor is offering 25% off the list price of most of its models with the trade-in of an old scanner. The trade-ins don't even have to work. Visioneer has hired someone to dispose of the old scanners.

Speaking of scanner vendors, **IBML** recently named **Kodak Service & Support** a worldwide authorized service provider for its scanners. It speaks highly of Kodak Service & Support that it can win contracts with vendors that compete against Kodak's scanner manufacturing business.

Correction: In our last issue, the **SEC** was inadvertently listed as a customer of **JP Morgan Chase's** i-Vault. The story should have listed the **FCC** as the i-Vault customer. **DIR**

iManage Takes Vision For Collaborative Content Beyond Legal Services Space

It's kind of ironic when the president and CEO of a knowledge management software vendor can't find the piece of information he is looking for. However, this is the exact position that **iManage's** Mahmood Panjwani found himself in five years ago. On the verge of closing a \$1 million deal, Panjwani needed to modify a sales contract using some information his attorney was keeping on file.



*Mahmood Panjwani,
president & CEO,
iManage.*

"We were just starting out at the time, and this was a big deal for us," recollected Panjwani. "The contract needed to be changed fairly quickly because the customer contact was due to embark on a European vacation. Unfortunately, my attorney was unavailable when I first contacted her. By the time she got back to me, and we went back and forth a few times about which file I needed, the client had left the country. I thought, 'why should it take so long to complete such a simple process?'"

That's when Panjwani came up with the idea of combining document management with collaboration. "No one creates content for themselves," he told *DIR*. "It's always created for somebody, somewhere. That somebody could be a peer, a subordinate, a customer, a vendor, or a partner. At the time, there were very few collaborative software products available, and none of them were tightly integrated with document management systems."

In his own words, Panjwani decided to "blaze a trail." "When we started out with our vision of combining content and collaboration, we were really going at it on our own," he told *DIR*. "The rest of our industry was jumping on different bandwagons like Web content management (WCM). In the past six months to a year, however, I think our vision has really been validated."

As we mentioned in an article in a previous issue, recent months have seen iManage competitors **Open Text** and **Documentum** each acquire collaboration software developers [see *DIR* 3/7/03]. Also, the recent **AIIM** trade show was co-hosted with a collaborative software event. And iManage just announced that WCM market leader **Interwoven** will be marketing an iManage document management and collaboration system in place of its own document management platform. Interwoven and iManage exhibited side-by-side at AIIM.

Legal Focus Fuels Initial Growth

Panjwani's aggressive eye for market opportunities helped grow iManage from \$7.7 million in revenue in 1998, to \$41.3 million in 2002. Most of that growth was driven by the company's initial focus on the legal services market, which is rapidly migrating to digital document technology. "We started branching outside the legal services market with the release of our Java-based platform," explained Panjwani. "Our original product was written for Windows NT, because that's the de facto standard for legal services applications. Currently, we are offering separate applications for NT and Java-based servers, but eventually, we will fuse the two products into one."

Panjwani estimated that 40% of iManage's new customers in 2002 came outside legal services. This includes sales in the insurance, financial services, and government sectors. *DIR* recently caught up with an end user in the financial services sector who replaced an **IMR Alchemy** image archiving system with an iManage *WorkSite* document management and collaboration system.

Upgrading From Imaging To ECM

ORIX Capital Markets (OCM) in Dallas manages a trading portfolio of approximately \$2 billion. This includes investments in specialized sectors like commercial real estate debt, commercial mortgage backed securities, and non-investment grade corporate debt. Currently, OCM is imaging some 3,500 documents per day as part of its commercial mortgage operations.

What Lies Behind The Storefront?

Mahmood Panjwani, president and CEO of **iManage**, provided us with an interesting perspective on the value of Web content management (WCM) software. "I look at a Web site as a storefront in cyberspace, not unlike a storefront at a brick-and-mortar Macy's or Nordstrom's," he told *DIR*. "Yes, **Macy's** and **Nordstrom's** have beautiful storefronts and a lot of effort goes into constructing those storefronts. But, what percent of the store's employees are dedicated to upkeep of the storefront? What percent of the whole area of the store does that storefront make up?"

"My vision is to focus not on one small area, but the whole store. We are not just interested in content related to Web sites. We are interested in content that can fit inside or outside a firewall and content that is used to run a business."

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DIR is the leading executive report on managing documents for e-business.

Areas we cover include:

1. Scanning
2. Forms Processing/OCR/ICR
3. Integrated Document Management
4. Content Management/XML
5. Document Output
6. Storage
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“There were a number of reasons we wanted to upgrade from the *Alchemy* system, one of them being that it doesn’t have any workflow component,” Brad DeLong, CIO of OCM, told *DIR*. “When we started shopping for a traditional imaging system, we discovered we could get a system that offered imaging, document management, and collaboration for about the same price as a new, imaging-only system.”

OCM looked at offerings from **FileNET**, **Documentum**, **Open Text**, **Stellent**, and a few smaller vendors before investing in *WorkSite*. “*WorkSite*’s ease of use, along with its tight integration with **Microsoft Office**, was the key differentiator,” said DeLong.

OCM will eventually roll out *WorkSite* across all three of its business lines. “The *Alchemy* system only handled images for a single line of business,” said DeLong. “Eventually, I expect *WorkSite* to be managing more than 10 times as many documents as the *Alchemy* application is, including three times as many images.”

DeLong said that no formal ROI analysis was done prior to purchasing *WorkSite*. “We already knew we had to upgrade our imaging system,” he said. “That said, I expect the *WorkSite* installation to pay for itself within a year. The savings will come in two areas: The first is improved workflow for managing document-centric processes. The second will be in improved access to information. The IT group will no longer have to perform duties like restoring and indexing bunches of electronic files to help our employees find the information they need.”

According to DeLong, *WorkSite*’s collaborative functionality was also key to the purchase decision. “We are looking at deploying collaboration to facilitate communication between external investors and our commercial mortgage servicing group,” he said. “We think there will be some significant payback in that area.”

OCM purchased 300 seats of *WorkSite* for \$130,000. DeLong’s group is handling the installation, which is being deployed as a thin-client application. “The number of users could grow as we expand the system to include external investors,” said DeLong.

The image capture portion of the application will

be done with **Kofax Ascent Capture**, which is also used for the *Alchemy* application. DeLong plans to do a backfile conversion to transfer images from *Alchemy* to *WorkSite*. DeLong said *WorkSite* doesn’t feature any archiving controls, but that OCM is considering eventually adding **Legato’s Xtender** software for that type of functionality.

E-Commerce Is Not Dead

The OCM installation is significant because it represents a relatively full-featured ECM system replacing a traditional imaging application. Although

archiving is a hot market, businesses like OCM have not forgotten the competitive nature of markets like financial services. And vendors like iManage, who keep pushing the features and functions of their document management products

forward, are particularly attractive in competitive markets.

Not that iManage is not faced with challenges. Despite growing its overall revenue by 6% in 2002, iManage saw its revenue from software licenses drop by 17%. The trend accelerated in the first quarter of 2003, with an alarming 31% drop in software license revenue compared to the first quarter of 2002. For the most part, iManage has made up for its declining software revenue by increasing its revenue from service, but this is always a dangerous proposition for a software vendor—especially a relatively small one trying to increase its market share.

iManage has also not turned an annual profit, at least since 1998—the first year we have financial records for the company. As of March 31, iManage did have close to \$40 million in cash and short-term investments on its balance sheet. With the company showing an average loss of around \$2 million per quarter over the past year, there should be plenty of time to get things turned around.

Visionary CIOs like DeLong, of course, will help iManage’s cause. DeLong spent several years with **Perot Systems** before joining OCM. As the IT market matures and less qualified managers are weeded out in favor of more experienced, broad-thinking individuals, we view platform applications like *WorkSite* as taking precedence over line-of-business applications, which are often just short-term stopgaps.

We issue this as a warning to document imaging

“We discovered we could get a system that offered imaging, document management, and collaboration for about the same price as a new, imaging-only system.”

Brad DeLong, CIO, ORIX Capital Markets

vendors who are getting too caught up in the lure of the archiving space. Sure, archiving is definitely hot in the wake of some high-profile regulations that have been in the news recently. However, don't for a second believe that document management for e-commerce is dead. It may be slumbering a bit, but all the advantages that electronic documents have over paper are still there.

No, paper will never be wiped out entirely, so there will always be a market for imaging. But, don't forget about technologies like EDM, collaboration, and WCM. It's taken end users longer to pick up on these technologies than many anticipated. But, just as end users are now realizing the power of imaging for archiving and records management, some day they will also realize the true value of electronic document applications. Don't get caught unprepared to cash in on this opportunity.

For more information: **iManage**, Foster City, CA, PH (650) 577-6500. 

Records Management Vendor Makes Crossover To DM

We've seen a lot of activity over the past year regarding records management software. Most of it has involved document management vendors like **IBM**, **Documentum**, **Optika**, and **Open Text** acquiring technology. In the wake of high-profile scandals at companies like **Enron** and **WorldCom**—where record-keeping practices have come into question—this once obscure market segment has been receiving a lot of attention. And document management vendors have figured out that, since most records are really just documents to begin with, it's probably not a bad idea to offer their customers one-stop shopping by adding records management functionality to their repositories.

Makes perfect sense, right? Well, according to the president of one records management vendor, the integration of records and document management software has been an accepted practice outside North America for a long time. "Everyone is just starting to wake up to what we've known for awhile," asserted Cliff Sink, president of **Tower Software North America**. "Records management and document management were never separate to begin with."

Sink is a former VP of **IKON's Business Imaging Group** and a past chairman of **AIIM's** board. According to Sink, Tower's roots as an Australian developer helped it see the connection between the two technologies before anyone else. "In North

America, we grew up thinking a document has to go over some magic wall before it becomes a record," Sink told *DIR*. "Once it becomes a record, then it's subject to retention schedules and the like, but before that, it's just a document. In other countries, including Australia, the opinion is that the minute somebody starts to record a business transaction, a record is created."

E-mail Gaffe Opens Eyes

Sink believes that North American entities first began to come around to this way of thinking during

Netscape's lawsuit against **Microsoft**. "When Bill Gates' e-mail was introduced at the trial, it opened a lot of eyes," he said. "People began to realize that maybe e-mails and other types of documents should be managed like official records."



*Cliff Sink, president,
Tower Software
North America.*

Last year, Tower became the first North American records management vendor to introduce a full-featured document management system.

"We were the first vendor to be DoD 5015-certified without a partner," boasted Sink. "All the previous certifications involved relationships between records and document management vendors."

Tower's records management platform has actually been able to account for document images for some time. "Last year, we added some improved workflow capabilities and better support for electronic documents," Sink told *DIR*. "We are very proud that we are the only records management vendor that made the transition to document management—not by being acquired—but, by developing our own product."

Government Focus Keys Growth

Tower is now marketing that product in North America through a channel of resellers. "Currently, we have about 25 resellers that range in size from large operations like **EDS**, **Perot Systems**, and **BearingPoint**, to one-man shops," said Sink. "Our installations run from single-user systems, to 30,000-user systems. One installation we have with **EDS**, for the **Navy & Marine Corps Internet** project, is eventually going to be rolled out to 317,000 users."

Historically, Sink estimated that 75% of Tower's business has come from sales to the government. In North America, this includes federal, state, and local entities. "So far, in North America, we've done a lot of business with the federal government," Sink said. "We are now actively recruiting resellers that will

help us expand our geographical coverage.”

By focusing on government, Tower grew its revenue 28% worldwide in 2002, to \$11.8 million. “Recently, we’ve seen a lot of initiatives designed to tie together government requirements for record keeping, accessibility, and eliminating paper,” Sink told *DIR*. “An example of this has shown up in some recent articles that indicate historians are distressed about the record keeping in the most recent Gulf War. Generals’ notes, for instance, which have been traditionally kept on paper, are now being kept electronically. Without proper procedures in place to save these notes, there is concern they’ll be deleted.”

Although Sink would like to increase Tower North America’s non-government sales to around 40% of total revenue, he is not holding his breath. “Records management is hot in terms of rhetoric,” he said. “A lot of that is driven by Sarbanes-Oxley. Although we’ve seen everybody and their brother jump into the pool with solutions, I haven’t seen a lot of commercial entities spending money on compliance.

“Sure, there are a lot of consultants and lawyers making money on Sarbanes-Oxley. But, I’m a little skeptical about the software revenue it will generate. I think that, until somebody is prosecuted, and until somebody goes to jail, nobody is going to spend money on compliance solutions.”

Sink is similarly skeptical about the impact HIPAA

will have. “We are hearing a lot of talk about HIPAA,” he said. “The problem is, it’s a regulation with no money behind it. Hospitals are going under right and left. They don’t have money to spend on HIPAA. And, if you read the HIPAA regulations closely, you can comply without deploying any technology. Everybody keeps waiting for the HIPAA wave to break. I haven’t seen it yet.”

Tower Working To Grow Channel

It’s Sink’s opinion that Tower will be successful by sticking to its knitting: continuing with its strong focus on government and building out its reseller channel. “Currently, we are forming technology partnerships that will benefit our resellers,” he said. “We recently integrated our software with **HP’s** Digital Sender, **Adobe’s** e-forms platform, as well as **Authentica’s** technology for secure document distribution. We are also very proud of the fact that we are a Microsoft platform and are tightly integrated with the *Office* suite.”

According to Sink, Tower offers its resellers better margins than many of its competitors. “Our software can be priced competitively with products from **FileNET** and Documentum,” he told *DIR*. “But we feel it can be installed with a lot less customization. Its installation ties up a lot less of a reseller’s time and resources.”

For more information: **Tower Software**, Reston, VA, PH (703) 476-4203. ■■

RESELLER OFFERS LOW-PRICED DOCUMENT/RECORDS SUITE

At **AIIM 2003**, *DIR* caught up with **Tower Software** reseller **Access Sciences**. Based in Bellaire, TX, Access Sciences, which was founded in 1985, recently changed its name from **Access Information Associates (A.I.A.)**. Its roots are as a document imaging and records management integrator specializing in the highly regulated oil and gas industry.

As A.I.A., the company was responsible for large **FileNET**, **Open Text**, and **Documentum** installations at the likes of **ExxonMobil** and **Halliburton**. “We will still do large installations, but we see a great opportunity with smaller businesses and small departments,” Terry Sympson, VP of Access Sciences, told *DIR*. “They need integrated document and records management functionality just as much as the big guys, but they

just can’t afford it, the way it is being marketed now. A single function imaging, document, or records management installation typically starts at \$25,000 for software alone.

“We’ve been able to put together an OEM version of Tower’s integrated software suite, package it with a proprietary browserless Web interface, and offer it for \$25,000 for a 20-user system. And, we’re throwing in configuration, installation, training, and the first year of support. We are also offering hosted services for small businesses that don’t have the infrastructure to support a traditional installation.”

According to Sympson, the browserless interface looks exactly like Tower’s interface. “It has a very small footprint and lacks the clunkiness of an HTML-based interface,” he told

DIR. “With a little development, we see it as a way to access documents with handheld computers.”

Access Sciences is also a reseller of Tower’s full-fledged application, which Sympson said will be deployed as departmental installations grow into enterprise applications. “We plan to establish our own reseller channel for our product,” said Sympson. “We will also focus on direct sales to certain vertical markets, such as small engineering and design firms.”

When we followed up with Sympson last week, he told us Access Sciences has already made its first sale of the OEM software to **Baker Energy and Engineering** in Houston.

For more information: **Access Sciences Corporation**, Bellaire, TX, PH (713) 664-4357.

J&K Imaging Launches U.S. Reseller Company

KAB Scanning Resources is a new name with some old faces in the document imaging industry. KAB is the systems integration arm of capture components vendor **J&K Imaging**. J & K, which stands for **Janich & Klass**, has its roots in a German-based technology development group. J&K began selling scanner interface boards in 1989. Today, J&K also offers a capture software program known as *DpuScan*.

"Our main source of income is selling private label products to scanner manufacturers," Kurt Boehni, CEO of J&K Imaging, told *DIR*. "As a scanner component vendor, we are always very careful to remain neutral. We do not discuss the development of our customers' scanners with their competitors, and historically, we have not sold scanners. This has always worked as a handicap against making some extra money by leveraging our experience in the imaging industry."

To remove this handicap, last fall, J&K launched KAB. KAB is promoting itself as a reseller of the **Kodak** i260 low-volume production scanner and the very high-speed **Agfa** ADMIS S61 Series scanner. KAB's Web site also lists scanners from several other vendors.

KAB recently signed on as a reseller of a browser-based version of **Tower Software's TRIM Context** document imaging system. And, of course, KAB works with J&K's *DpuScan*. "*DpuScan* offers about 95% of the functionality of **Kofax's Ascent Capture** for about a third the price," boasts Boehni. "Our biggest drawback has been that we haven't had the marketing money that Kofax does."

According to Boehni, the primary users of *DpuScan* are large service bureaus—of both the traditional and in-house variety. Most of the current marketing for *DpuScan* is focused on its color capabilities. These include multi-stream imaging capabilities, digital color filtering, and adaptive thresholding.

"With our multi-streaming capabilities, we can produce multiple formats of the same images," said Boehni. "This could include a JPEG, a TIFF, and a PDF—all produced from the same scan—which are then passed on to different applications. Our digital color filtering can simultaneously drop out several colors from the same image. This can be valuable when dealing with forms with backgrounds that use multiple colors. Finally, our adaptive thresholding can be used to create high-quality, bi-tonal images from grayscale information."

Next-Generation Color Format On The Way

As a veteran of the image processing industry, Boehni was very interested in an article *DIR* ran recently promoting the adoption of PDF as the next-generation color document image file format. "Currently, we only support the file formats being supported by the document management software vendors," Boehni told *DIR*. "If **FileNET** and the other repository vendors don't support a format, it makes no sense to scan images in that format. Over the years, we've found that, after an image format is introduced, it takes some time for it to gain support. There are still issues with formats like multi-page PDFs and JPEGs."

Boehni said that JPEG 2000 offers some interesting benefits, but that its adoption is being hindered by performance issues. "The concept of JPEG 2000 is more compression and double the quality of a regular JPEG image," said Boehni. "However, even with a 3 GHz PC processor, high-speed scanners can't output JPEG 2000 images at rated speeds." [*DIR* is aware of at least one scanner board developer who is working on a solution to this problem.]

According to Boehni, there are also several groups currently developing document file formats superior to JPEG 2000. One of these groups is funded by European government money and includes the likes of **Océ** and **Siemens**, as well as J&K. "We believe strongly that an effective color document image file format needs to be able to divide images into layers, such as foreground and background," Boehni told *DIR*. "It also should be able to define objects within the image. These objects can then be analyzed for document recognition purposes."

Boehni said that J&K is currently part of a team

KAB OFFERING 240PPM AGFA SCANNER

With the **Agfa** ADMIS Series S61 scanner, **KAB Scanning** is acting as a reseller for one of the fastest document scanners on the market. The S61 is rated at 480 bi-tonal images per minute in a duplex mode. It lists for under \$90,000. "The S61 sells for about the same price as the **Kodak** i800 and offers twice the speed," said Kurt Boehni, president of KAB. "It's about half the price of the **IBM** ImageTrac. It is also one of the few scanners on the market that offers both pre- and post-scan imprints."

The S61 is manufactured by a German company called **Microform**, which OEMs the product to Agfa. "Currently, the S61 is being used to scan all the tax returns in the state of Connecticut," Boehni told *DIR*. "It is also being used by **Kroger's** in a large credit card forms application."

Boehni expects a color version of the S61, rated at the same speed, to be available in September.

working on a project for the U.S. government's **Department of Homeland Security**. "It's my belief, that, for security reasons, the U.S. government needs its own file format that can't be opened without a special government viewer," Boehni told *DIR*. "This format could be based on new technology and adopted within a year. If it is, look for a version of it also to be released for general consumption."

Boehni acknowledged that **Adobe** has some advantages in its pursuit to proliferate the imaging market with PDF files. "For the last 20 years, there's been a battle of technology vs. marketing in the document imaging market," Boehni told *DIR*. "Marketing usually wins. With the penetration and marketing money Adobe has, it can really make an impact. Of course, if **Microsoft** decides to support another format, the playing field could change." [Editor's note: Two-and-a-half years ago, Microsoft licensed some TIFF-FX color image processing technology from **ScanSoft**. At the time, it announced plans to include this technology in a future version of Office. We are currently attempting to touch base with Microsoft and/or ScanSoft for information on the future of TIFF-FX. So far, we have been unsuccessful, but are continuing to try.]

For more information: **KAB Scanning**, Marietta, GA, PH (770) 984-1212. [☐](#)

TMS Seeding Color Image Processing Market

It's been more than two years since **TMSSequoia** released its *Prizm* color image processing toolkit. *Prizm* offers many of the same color features as **J&K's DpuScan** image capture platform. When *Prizm* was initially launched, many balked at its price. It has since met with limited success, and TMS has announced licensing agreements with both **Captiva** and **BancTec**. *Prizm* also provides the foundation for TMS' recently released *Prizm Gray* image enhancement application for microfilm conversion [see *DIR* 4/4/03].

"*Prizm Gray* has been approved for use in an image conversion project for a **Department of Homeland Security** agency," Elspeth Bloodgood, TMS product marketing manager, told *DIR*. "The project, which involves multi-millions of images, is in beta now, and we expect it to go into production at any time. We also have an installation with a California service bureau specializing in difficult conversions for county governments. In that application, we provided some custom image splitting and forms identification support as an add-on to the *Prizm Gray* interface. This enables them to

crop some vital records."

On the color front, Bloodgood believes TMS is just starting to see the results of the marketing campaign it began prior to the launch of *Prizm*. "Using color or gray images for processing can bring a benefit, regardless of the final archival format," she said. "We believe we can show prospects how using color images can reduce rescan rates and improve results."

According to Bloodgood, TMS's product roadmap calls for the eventual combination of its bi-tonal, color, and grayscale image processing technology in a single toolkit. "This will give users the flexibility to do color or grayscale imaging when it makes sense and bi-tonal imaging when it makes sense, with a single system," she said.

"I don't mean to get on my soapbox," she continued, "but vendors who aren't looking to incorporate multiple image processing strategies into their offerings, and who repeat the complaint: 'no one's knocking down my door for color,' haven't really been doing their research. If they were, they'd understand the value propositions the focused use of color can bring to specific verticals. TMS has plans in future product releases to become its own best customer for *Prizm*. We will be targeting specific verticals with appropriate applications built on *Prizm*."

For more information: **TMSSequoia**, Stillwater, OK, PH (405) 377-0880. [☐](#)

Océ-ODT Introduces Passport Reader

Océ Document Technologies (Océ-ODT) is making an interesting foray into the forms processing market. Océ-ODT recently announced plans to market a scanning solution for security cards and documents. The solution, which includes a scanner and software, offers a number of recognition features. "Ever since the events of 9/11, there has been an interest in capturing more information from ID cards like passports and visas," Jim Tauber, director of sales and marketing for Océ-ODT USA, told *DIR*.

Traditional passport readers have focused on reading ICAO (International Civil Aviation Organization) lines, which are typically printed at the bottom of passports. "ICAO lines contain information like name, address, data of birth, etc.," explained Martin Schmid, director of business development for Océ-ODT's ID-Star card and document reader line. "ICAO lines are relatively

easy to tamper with. There is now a demand in the security market for forms processing technology that can be used to compare the information on the ICAO lines to the biographical information in the passport documentation.”

As one of the world’s leading developers of character recognition technology, Océ-ODT knows plenty about forms processing. Over the past three years, the company has also installed some 2,000 ID card readers in more than 20 countries. Recently, Océ-ODT announced that its ID-Star CSR (color security reader) system was being introduced into the North American market. “Border control has been the primary application for previous versions of the ID-Star,” Schmid told *DIR*. “In the United States, we are receiving interest from airports and already have a couple of test installations.”

The hardware for the ID-Star CSR is the size of a shoe box. It can scan both cards and full-sized documents. In addition to character recognition, the ID-Star CSR contains technology for recognizing ultraviolet fluorescent security marks. Further, it has the ability to detect if any tampering has been done to a special **3M** laminate that is now being incorporated on ID cards. “Our legacy version of the ID-Star can read all the data on a passport and pass it on to a PC in less than a second,” said Schmid. “Because the new version may be performing more security checks, I don’t want to speculate on its speed.”

Océ-ODT is in the process of looking for U.S.-based integrators who specialize in the security market. “There is the potential for integrators to combine the

ID-Star with additional security technology such as facial recognition systems,” speculated Schmid.

In addition to airports, cruise lines are being considered potential customers. “Our technology can also be leveraged to create some sort of entry/exit database,” said Schmid. “When someone enters a country, his passport could be scanned. On his way out, he could be asked to fill out some forms that could be scanned and kept on file with his passport image and data.”

At the time of our interview, a list price for the ID-Star CSR had not been determined. Schmid would only say it would be competitive. Océ-ODT recently showed the ID-Star CSR at the **CardTech SecureTech** show held last month in Orlando.

For more information: **Océ-ODT**, USA, Bethesda, MD, PH (301) 652-9734, e-mail: Jim.Tauber@odt-oce.com. **DIR**

RMG CELEBRATES ONE-YEAR ANNIVERSARY

We’re celebrating the one-year anniversary of **RMG Enterprises’** purchase of the *Document Imaging Report* from **Corry Publishing**. If you remember, RMG is the corporation formed by myself and a couple partners to acquire three newsletters and their assets. We’d like to thank you all for your support during what has proven to be an exciting year. We look forward to continuing to work and grow with you.

Also, just to let you know, there will be no July 4 edition of *DIR*. Our July issues will come out the weeks of July 11 & 25. Our August issues will be dated Aug. 8 & 22. Have a nice holiday.

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