OFFICE GEMINI RE-BRANDS CAPTURE

Office Gemini has re-written its document capture software and re-branded it under the Dokmee name. Dokmee already is the brand for the company's document management platform. Founded in 2006 as a spin off from a service bureau, Office Gemini is based in Houston. Last year, it reached an agreement to bundle its capture software with higher end **Visioneer** Xerox DocuMate scanner models [*see DIR 9/6/13*].

"Everyone knows Dokmee, and many people even think it is our company name," said Cesar Vega, Office Gemini's VP of sales and marketing. "We now have a full capture and document management suite under one name."

Vega said that Office Gemini did a lot of work around the capture application's UI. "We've made it a lot more user friendly and created more of a standard Windows look and feel," he said. "It's also much simpler now for users to go from one capture process to another."

Office Gemini began as a capture ISV with its Diamond Vision product. "Because we came from a service bureau background, we knew that people in that market did not like click charges," said Vega. "We still follow a PC and server-based pricing model for Dokmee Capture."

Dokmee began as a free repository where Diamond Vision users could store their documents. It has since grown up into a full product—with multiple versions available. There are four on premise versions, as well as Dokmee Cloud, which starts at $20 per month for 10GB. There is also a 2GB free starter option.

For more information:
http://www.prweb.com/releases/2014/05/prweb11884368.htm

Top Image, K2 Team up to Address SPA Market

Top Image Systems is the latest document capture ISV to announce a smart process application (SPA) strategy. Leveraging a recently announced OEM agreement with workflow ISV **K2**, TIS recently unveiled two SPAs—invoice processing and digital mailroom. TIS has already sold and installed several implementations in the European and Asia-Pacific markets and is ramping up its efforts in North America. There are also plans to expand the relationship between the two vendors.

"Part of our strategy at the global level was to come up with a plan for delivering end-to-end solutions, or what you can call SPAs," said Michael Schrader, COO of Tel Aviv-based TIS. "We realize that in today's market selling capture alone is not enough. So, we decided to add BPM to our portfolio like **Kofax** did."

Michael Schrader, COO, Top Image Systems

Schrader said that TIS looked at several options, including M&A, before settling on an OEM strategy with Bellevue, WA-based K2. "We felt that a strong OEM relationship was the best way to go," he said. "This way we can put our M&A focus on other areas like mobile technology.

"What we've done is taken K2's Smartforms technology and workflow engine and integrated them into our platform. Overall, we've been working with K2 for about a year. The products have been on the market for a little more than three months. We really started picking up sales momentum in the last quarter."

K2 was looking for a capture partner to round out its SPA strategy. "Our heritage is in enterprise workflow," explained Dave Marcus, SVP, alliances and partners, for K2. "One thing we've seen over the past couple years is that more companies are building ECM workflow applications, in addition to traditional line-of-business workflows. In ECM workflows, unstructured content is often the dominant characteristic.

"To us, it became clear that if we were going to succeed in the ECM space, in areas like A/P and the digital mailroom, as well as other areas like contract lifecycle management, we needed to offer more than just what K2 and **Microsoft** [with SharePoint] offer out of the box. Capture is one area we focused on adding. Others areas [through other partnerships] include document imaging [**KnowledgeLake**], data integration, and digital signatures [**CoSign** and **DocuSign**].

"We wanted to create a way to enable customers who need capture to make it possible in a way that is better than saying 'here's an API, you're on your own for integration.' We wanted to go to market with something pre-integrated, so customers can focus on solutions rather than technology. The TIS relationship enables us to go head-to-head against ECM vendors like **EMC**, **Open Text**, and **IBM**."

> **"I think it's fair to say that while it's not necessarily part of our strategy, this joint relationship with TIS will enable us to go head to head with the likes of Kofax if we have to."**
>
> **- Dave Marcus, K2**

TIS' engineers did the integration with support from K2. "The relationship with TIS is somewhat unique for us," said Marcus. "It involves completely embedded technology, and although we spent time making sure TIS is leveraging our technology to the fullest, the SPAs are really owned by TIS. We are working with TIS on a joint marketing strategy, but the go-to-market responsibility is primarily theirs. This is different than how we go to market with KnowledgeLake, for example, with whom we have a joint marketing and co-selling agreement."

Marcus and Schrader agreed that TIS' experience makes it the best choice for taking the combined technologies to market. "K2 is a provider of horizontal technology. We don't have the domain expertise that TIS does in A/P and the digital mailroom," said Marcus. "That said, we are not building our SPA strategy around TIS. We plan on building a range of solutions, some of which will be delivered by us and some by TIS and other partners."

"In addition to capture technology, we bring to the table a lot of knowledge in the A/P and digital mailroom markets," said Schrader. "You need more than just workflow and capture engines to be successful. Our software has been used to process hundreds of millions of invoices worldwide, and this experience is what really enabled us to build a solution based on K2."

Marcus said that K2 is especially excited about opportunities in the digital mailroom space. "A/P is a good market too, but there are a lot of players," he said. "There are not as many players in the digital mailroom, and many of them are very

small, along with some bigger guys mixed in. I think it's fair to say that while it's not necessarily part of our strategy, this joint relationship with TIS will enable us to go head to head with the likes of Kofax if we have to."

Of course, a few years ago, there was a hot rumor that Kofax was going to acquire K2, and there are multiple implementations where Kofax is installed as an advanced capture front-end for a K2 workflow. However, the acquisition was never finalized and Kofax ended up acquiring Singularity, a smaller ISV with a similar profile to K2's—both market workflow technology primarily to the SharePoint space. Last year, Kofax launched Total Agility 7.0, an SPA platform built on top of Singularity's technology.

"With the acquisition of Singularity, Kofax is primarily a competitor to us," said Marcus. "We never really went to market with Kofax. It was more of our customers wanting to integrate our technologies."

Marcus added that K2's technology has never been dependent on SharePoint. "We made a bet—attaching ourselves deeply to a SharePoint-centric message," said Marcus. "We saw that as an opportunity to differentiate ourselves and participate in a market that we thought would grow significantly. And it did.

"But from day one, we've never had a dependency on SharePoint. One reason companies buy our software is because we don't have a dependency on a single repository, and we license our software that way. We have customers using our software with IBM FileNet and Open Text. They provide the systems of records, and our software is used to create the system of engagement."

The use of this terminology reminded us of Geoffrey's Moore's presentation at the Kofax Transform conference in 2013 when Kofax really began promoting its SPA strategy [see *DIR* 3/29/13]. "The way the SPA market is defined, it represents a space that we have traditionally positioned ourselves in," said Marcus. "In the BPM space, you have low and entry-level products that provide simplistic workflow functionality, and you have dozens of vendors offering that. You also have BPM platform vendors whose technology can be extremely expensive.

"We look at the space in between. Our customers have a need for applications, but often don't want to think about enterprise-wide BPM improvements. They just want to build apps, some of these are content-centric. We want to make that easy for them."

Schrader characterized SPA as terminology for something TIS has been doing for awhile. "In a way, we've been doing SPAs for the past 10 years," he told *DIR*. "SPAs can include more than a capture solution, but the way SPAs are defined does a good job describing the value our software provides. SPAs are focused on automating processes, which is what we do."

The K2 partnership helps broaden the market that TIS can address with solutions. "We've done

TIS BRINGS SIGNATURE VERIFICATION TO MARKET

Top Image Systems (**TIS**) recently announced a productized version of its signature recognition technology—eFLOW Signature Verification. The software is being marketed as a way to compare signatures to those on record to verify identities. New account opening in financial services is one of the target markets.

"We've always had advanced imaging technology in our platform and the ability to detect a signature on a page and do comparisons to those in a database is part of that," said Michael Schrader, COO of TIS. "There are a lot of products on the market that can do that, be we are offering ours as part of an integrated capture solution. We think lockbox and remittance processing environments could use it."

TIS is making the technology available in a multitude of ways, including as part of its cloud services, which can be utilized in conjunction with its mobile capture technology. "We are also making it available through an API, so that banks that might have other capture platforms can access it as their first TIS application," said Schrader.

For more information: http://bit.ly/TISSign

Parascript also bullish on signatures

Parascript was bullish on the signature detection and verification market when we met with them at the AIIM show this past April. Their executives seemed somewhat surprised at the amount of interest being generated in areas like verifying that the appropriate signatures are included on contracts.

Speaking of Parascript executives, we want to congratulate Don Dew who recently accepted a job with **Vertiba** as marketing services practice director. Vertiba is a **Salesforce.com** consulting organization that, like Parascript, is based in Boulder, CO. Dew spent almost three years as director of marketing at Parascript and did a great job helping build its visibility and industry presence. Parascript is currently advertising for a new director of marketing.

For more info: http://www.parascript.com/jobs/

integrations with workflow technology for some targeted environments like **SAP** and **Oracle** shops," Schrader said. "We will maintain our partnerships to enable that, but now we can sell integrated workflow solutions to a wider breadth of customers. In addition to A/P and the digital mailroom, we are looking at requirements for SPAs in areas like HR and mortgage processing."

Marcus expects TIS' North American SPA sales to ramp up in conjunction with its North American sales efforts. "TIS has committed a lot to its North American business in the past 12 months and we expect that to continue to increase," he said. "We expect TIS to gain new North American business because of our partnership, as well as their own investments in the region."

The companies plan to work together to upsell SPA customers on wider, enterprise-wide capture and workflow initiatives. "Once a customer invests in K2 and TIS for solution X, they may realize they have 200 areas where they can leverage the same technology combination," said Marcus. "So, we envision some strong upsell opportunities."

SPA not dependent on cloud

Earlier this year, *DIR* caught up with new TIS VP and GM for the Americas Avi Mileguir, who has a strong background in selling hosted enterprise applications and is bullish on the potential of capture in the cloud [*see DIR 3/28/14*]. As the cloud is also a key component of Kofax's SPA strategy, we asked if TIS and K2 have any cloud plans.

"Currently, this partnership is mainly part of our on-premise strategy," said Schrader. "Our current cloud offerings are mostly focused around infrastructure as a service, such as offering a recognition service on the back end to integrate with our mobile capture technology on the front end. We have a similar integration with the **Taulia's** (dynamic discounting) platform. That said, very soon we expect to announce our first end-to-end hosted solution."

Schrader added that it's important for TIS to have both on-premise and cloud strategies. "A lot of the capture and SPA market may not be ready to move quickly to the cloud," he said. "We have to think through our strategy for each region."

K2 is in the midst of launching its own cloud initiative—Appit. Marcus is fairly bullish on its adoption. "We think it's important that a cloud offering have more than a hosted deployment option," he said. "You need to be able to offer a complete hosted solution that includes features like provisioning and cloud-based order management.

"We first introduced Appit in March and are

planning a formal launch for early August. Right now, we have about 30 customers in production and plan to expand in a significant way. In the next 18 months we expect to have 1,000 Appit customers and in three years we expect our hosted revenue to outstrip our on premise revenue."

Marcus does not think that SPAs need to be hosted for the market to take off. "But our plans for cloud-based business solutions do include SPAs," he said.

TIS reaching new heights

The K2 partnership represented TIS' second significant alliance announcement within a month. It followed on the heels of the Taulia announcement [*see DIR 5/30/14*]. It's somewhat interesting that Taulia has close ties with **ReadSoft**, while K2 has a history with Kofax. Is TIS' ability to align with these organizations a sign that it is being accepted as a major player in the capture space?

For more information:
http://www.k2.com/appit; http://bit.ly/TISK2Alliance

Hyland Takes a Shot, but Lexmark Deal Still on

Apparently, **ReadSoft** is destined to become part of **Lexmark's Perceptive Software** group. Last week, when **Hyland Software** attempted to trump Lexmark's original bid of $182M for the Swedish-based capture ISV, Lexmark responded quickly with a slightly higher bid that the ReadSoft board once again unanimously recommended its shareholders accept.

Basically, it appears that Hyland's offer served to raise the price Lexmark is paying to approximately $200M, which still seems like a bargain for a $117M ISV that is a leader in the document capture market. It also delayed the close of the deal by a few weeks, as the acceptance period for the Lexmark offer is now July 14, compared to June 23 for its first offer.

Hyland, or another vendor could still trump Lexmark, as, the same as with the first bid, ReadSoft has left open the door to entertain another offer if it is at least 7% higher than the current Lexmark bid. Hyland's bid was 7.4% higher than Lexmark's original bid. Lexmark did not have to adhere to the 7% requirement to top Hyland.

There were multiple reasons why ReadSoft would have been a good fit for Hyland. Mainly, it would have greatly strengthened Hyland's business in Europe, by not only giving it a strong user base and European sales team, but also a foray into **SAP**

integration where ReadSoft is particularly strong. Hyland and Perceptive have also been competitors in the ECM space for a long time.

It seems however that the ReadSoft board favors an acquisition by Lexmark, quite possibly due to considerations about the future of ReadSoft employees. While Hyland's press release related to its bid stated, "Until Hyland completes its integration plans, Hyland does not intend to make material changes to the terms or places of employment of ReadSoft's employees." The ReadSoft response Lexmark's bid had this to say, "The board also accounted for its view regarding the Offer in relation to the impact the completion of the Offer may have on the Company, especially regarding employment, and its views on Lexmark International Technology's strategic plans for ReadSoft and the impact these could be expected to have on employment and on ReadSoft's business locations."

In other words, as ReadSoft senior VP for the North American Region Bob Fresneda told us a couple weeks ago at the ReadSoft U.S. conference "The goal was, of course, to sell at a high price but not at all costs for employees. Lexmark is a nice landing spot for ReadSoft."

Granted, Hyland or **Open Text**, or someone else could certainly come up with a $215M bid, but there's no reason to believe that Lexmark, which reported a $54M profit in Q1 this year, wouldn't cough up an extra $20M to ensure it gets its target—especially considering that part of the reason ReadSoft is being targeted is that purchasing a European company prevents Lexmark from having to repatriate a significant chunk of its European earnings at a considerable tax rate. In other words, we really think this is a done deal.

ReadSoft rejects claim as unfounded
Perhaps awakened by the bidding for his former employer, a Swedish man has accused ReadSoft of stealing his technology. The accusations were made in a recent article that appeared in the Swedish newspaper *Sydsvenskan*. Magnus Dahl, the former owner of Spear Imaging, is threatening to sue ReadSoft for stealing his patented image processing technology. In a bizarre twist, Dahl supposedly discovered the theft after the company he owned, Spear Imaging (also based in Sweden), was acquired by ReadSoft and he was working there.

The accusation goes something like this: Dahl invents and patents image processing technology. One of his employees is recruited by ReadSoft in the late 1990s and helps ReadSoft duplicate Dahl's code. Dahl develops some different image processing technology that ReadSoft acquires along

with Spear in 2009. Dahl comes to an epiphany that he could have made a lot more money had ReadSoft not copied his original code and asks for a settlement. ReadSoft rebuffs him, so he brings in American lawyers and threatens to sue.

ReadSoft Chairman Göran E. Larsson responded to the accusations by basically calling Dahl a gold digger. A press release in response to the article reads, "ReadSoft rejects this claim as unfounded. Furthermore, ReadSoft has not received any summons application, and is not aware of any summons application having been filed in this matter."

Larsson said Dahl's actions will have no effect on the pending deal with Lexmark.

http://www.readsoft.com/about-us/news-and-events/press-releases
http://bit.ly/HylandOffer
http://www.sydsvenskan.se/ekonomi/readsoft-misstanks-for-stold-av-mjukvara/

Event Gives Glimpse into Future for Notable Solutions

BALTIMORE, MD—Since being founded in the mid-1990s, **Notable Solutions** has established itself as a leader in the MFP document capture space. From 2009-2013, the Rockville, MD-based ISV had a CAGR of 38% and over that time added more than 200 employees. But, its first North American industry conference, held earlier this month on the Inner Harbor, was not focused on the past. Instead, there was plenty of discussion around topics like print management, mobile capture, vertically focused partnerships, and product roadmaps that gave attendees a look into the future of this rapidly expanding organization.

Ricoh, for example, remains Notable's top reseller partner, a position it has held for several years. But, instead of dwelling on their current success, Ricoh and Notable Solutions discussed plans for an upcoming partnership focused on the healthcare market. "Ricoh is a large and significant partner for us, not just in the Americas, but worldwide," noted Mike Morper, VP of marketing for Notable. "We do our best not just to sell technology to our partners. We work with them to develop solutions.

"With Ricoh, we have a strong relationship selling to the federal government and that has spread to the state and local levels. We have a shared vision and trust. We go in as a team and answer all a customer's questions and then move on to the next government agency or organization.

"But, our collaboration goes deeper than the field level. It goes all the way back to Ricoh Japan, where we collaborate on features."

One of the technical developments that the organizations worked on together was integrating CAC (Common Access Cards) cards for logging on to MFPs. "That integration is critical for success in federal government sales," said Morper. "It was the first thing we worked on together to ensure that we'd have an opportunity for success."

Ken Wright, national director, global alliances, Ricoh Americas, noted that Ricoh and Notable Solutions have been able to parlay their success in the federal space to state and local levels. "You hear a lot more in the press about security breaches on the national level, but they occur on other levels as well," he said. "State and local entities also bring us in to help prevent these breaches."

According to Wright, Ricoh already has a significant healthcare business into which it will soon be introducing Notable's technology. "We have a lot of expertise in that space, including integration with many of the major healthcare management software applications," he said. "We have been working with the experts at Notable Solutions to discover client-level solutions that we can address together, including streamlining workflows, and basically, building better mousetraps."

"Ricoh has invested heavily in subject matter expertise," said Morper. "It has brought in some top talent, including the former CTO of a hospital network. We want to parlay their vertical expertise with their understanding of our products to increase business in the healthcare market."

Added Wright, "It's critical for us to understand all aspects of NSi AutoStore and Output Manager. This helps us better handle the design and implementation of solutions. We have tightly aligned training, certification, and continuing education for our design, as well as our implementation teams."

Morper and Wright noted that more details on their companies' joint healthcare initiative will be forthcoming this summer.

Versatility a key

Ricoh wasn't the only Notable Solutions MFP partner at the conference who discussed their vertical market strategy. **Konica Minolta**, which like Ricoh was a platinum sponsor of eNgage, discussed its vertical focus. "Up until five years ago, the industries that our customers were in wasn't really that relevant," said the KMBS representative at the event. "Now, not only is it relevant, it's the only way you can do business.

"We have really verticalized our approach. We've gone from being box-oriented to being experts in specific industries. We've accomplished this by hiring people with experience in various verticals and leveraging their insights. Also, Notable Solutions does a better job honing its technology to offer solutions to vertical industries than any other partner we have."

Konica Minolta's vertical focuses include education, legal, healthcare, government, finance, and manufacturing.

In addition to its software's applicability in a number of verticals, Notable Solutions customers touted its ability to work with whatever hardware and back-end software they are using. "During our research, we only found one major scanning ISV whose software could work with every different hardware manufacturer we use," said David Foechterle, MFD program manager department of IT, **Fairfax (VA) County Government**. "And, for print, although we had originally selected someone different, we are going to change [and utilize the technology Notable Solutions originally acquired with Barr Systems and re-vamped and re-branded as Output Manager, see *DIR* 10/18/13]."

"We use NSi AutoStore as an on-ramp for whatever back-end system a particular department might be using," said Barry Lawrence, information systems specialist at **Tulane University.** "We have departments using DocuShare, SharePoint, we have evaluated Alfresco, and we have an enterprise agreement with **Box**. We know that if our back ends change, our investment in AutoStore will not be lost. We know we can also change hardware devices."

Product previews

To further facilitate its software's ability to run smoothly across multiple types of hardware, Notable Solutions has launched an initiative designed at creating a "unified client experience." "We support more than 500 models of MFPs," said Ganthet Beck, a product manager who has been given responsibility for MFP clients. "All of them have a unique look and feel, which creates a different experience for users depending on which vendor's device and model they are using. Historically, all our clients have offered the same functionality, but the look and feel has been different.

"Our goal now is to create a similar look and feel wherever possible for capture, as well as for output management. We have already created unified clients for products from Ricoh, Konica Minolta, and **Xerox** and are moving forward with clients for other

vendors. They will be packaged with AutoStore 7, [which is due out in August]."

Morper explained that although the unified clients are ready now, they have not been pushed out along with AutoStore's regular updates. "We don't want to surprise anyone with a new interface," he explained. "We want to make sure our customers can plan any education and reconfiguration they might have to do."

Beck spoke during a Notable Solutions product roadmap session where AutoStore 7 was also previewed. "Overall, there are some 200 improvements included in the new version," said Phil Barrett, AutoStore product manager. "We are laying the groundwork for future versions of AutoStore."

Barrett pointed out some highlights. "We are making significant improvements to our OCR capabilities," he said. "We have enabled multi-core processing, so users can now take full advantage of their multi-core processes. If they have a single document that is 100 pages long, for example, the OCR conversion can be spread out across all their CPUs, which will lead to significant performance improvements.

"We've also made redaction a standard feature. This includes the ability to set up redaction zones or to create dictionary lists through which AutoStore can find information anywhere on a page. This is designed to help users better manage their personally identifiable information (PII) requirements, such as law firms looking to remove social security numbers from case files.

"We've also improved AutoStore's compliance capabilities by building forms overlays into the product, enabling capture of e-mail signatures from mobile devices, and introducing the ability to encrypt meta data. Finally, we've streamlined the implementation experience. Today, for example, updates are based on individual components. With AutoStore 7, we will move to a single update mechanism."

Notable Solutions also previewed improvements in Output Manager, which include enabling its cost management capabilities to be tailored to fit specific verticals. In NSi Mobile, the ISV is looking at improving security through introducing multi-factor authentication. It is also looking at integrating the app with a mobile device management application, as well as enabling NSi Mobile to act as a "container" for other apps in areas like expense report management or vacation requests.

Conclusion

Overall, as we indicated in last issue's brief on the conference [*see DIR 6/13/14*], Notable Solutions seems to be doing a good job diversifying its business to fuel growth. Qualities that have helped it succeed in the capture space, like the ability to work with diverse hardware models and software platforms and a willingness to customize its software for partners, seem to be carrying over to help the ISV succeed in the output management and mobile spaces where it has chosen to expand. As we stated before, we were surprised at the number of conference attendees interested in more than just one Notable Solutions offering.

For more information:
http://engage.notablesolutions.com/;
http://www.notablesolutions.com/

Details on Kodak Alaris' EMC Cloud SDK Bundle

As we promised in our article last issue about the new **Kodak Alaris** SCANMATE i1180, we recently got on the phone with Kai Wille of EMC, who explained the details of the bundling arrangement through which a license for the Captiva Cloud Toolkit is included with the i1180 scanner. The Captiva Cloud toolkit is an SDK for building Web-based scanning applications that connect to scanners through a proprietary service installed on a PC along with a scanner's drivers. Because EMC develops every scanner vendor's ISIS drivers, it has been able to gain significant market penetration with its service.

Where it has had more limited success is in convincing ISVs to build Web-based capture applications (that can connect to the service) utilizing its SDK. "We are still looking for opportunities to raise awareness of our cloud capture technology," Wille told *DIR*. "We need to get additional feet on the street talking about leveraging our technology for distributed capture."

Wille noted that every scanner that includes its service includes a free Captiva Cloud Toolkit. However, that version of the SDK is strictly for developmental purposes. "When it is used to scan documents, there is an EMC logo on every image," Wille said. "If the user wants to license the SDK for a production application, they come to us and we'll work out a contract and turn off the EMC logo."

In contrast, the i1180 includes a fully functional license for the SDK—as long as the finished application is only utilized with an i1180 scanner.

"It's a special version of the software that is able to know if it's connected to an i1180," said Wille. "So, if a bank or insurance company buys 1,000 i1180s to roll out with a distributed Web-based capture app built on our toolkit, and it also has several branches that already have other scanners, it only needs to purchase SDK licenses for the branches with legacy scanners."

Wille said the typical licensing model for the Cloud Toolkit is per scanner. "However, once you get into a browser-based capture model, especially involving SaaS or the cloud, sometimes it's tough to tell how many devices are being used," he said. "We also offer pay-per-use licenses. We are willing to get creative to come up with something that matches the model of how an organization wants to go to market with our technology."

Wille said the big advantage for EMC in the Kodak Alaris partnership is that it is helping market the Captiva Cloud Toolkit on a global basis. "As I said, right now we are really focused on raising awareness," he said. "And while we are not actively seeking other scanner vendors to set up similar partnerships with, we are certainly glad to have conversations."

Wille, whose official title is director, OEM, SaaS, and BPO sales for EMC's Information Intelligence Group, also told us that EMC recently released a standalone version of its Captiva Mobile Capture toolkit. Originally announced in January, the initial version of the SDK had to be connected to an EMC Captiva server [*see DIR 1/31/14*]. The standalone version can be connected directly to other vendors' servers.

For more information:
http://www.emc.com/enterprise-content-management/captiva/cloud-toolkit.htm;
http://www.emc.com/enterprise-content-management/captiva/captiva-mobile-toolkit.htm

BRIEFLY

Ephesoft recently landed its second major OEM customer in the document imaging market. Last month, **KnowledgeLake** announced its new Web-based Advanced Capture application, which is powered by Ephesoft under the covers. The announcement comes about a year after **ibml** announced its Ephesoft powered synergetics software [*see DIR 5/17/13*].

Perceptive Software recently announced a new Secure Print product developed in conjunction with long-time **Lexmark** partner **Source Technologies**. Secure Print includes MICR printing capabilities and enables businesses to print checks from blank stock. From what we heard at **IOFM's** recent Payments Summit, this is apparently an increasing trend. Secure Print can be connected to Perceptive Content and used to set up rules around item types, issuers, requesters, reporting and post-issuance reconciliation.

Visioneer has introduced on-board image processing on its Xerox DocuMate 5445 and 5460 workgroup and departmental models. The new On-board Accuity includes features like dynamic thresholding, auto-cropping, auto-straightening, and blank page removal on a chip.

Finally, check out our new re-designed Web site (www.documentimagingreport.com), which is still somewhat a work-in-progress, but light years of what we were using previously. There is plenty of space for contributed and sponsored content. Please contact us if you are interested.