

# Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

4003 Wood Street ● Erie, PA 16509 ● PH (814) 866-2247 ● <http://www.documentimagingreport.com>

June 7, 2013

## THIS JUST IN!

### **CAPTRICITY SECURES SERIES A FINANCING**

**Captricity** recently announced a round of series A financing worth \$2.4 million. Captricity is a forms processing/crowdsourcing ISV that has developed a niche capturing hand-filled forms from third-world countries through a cloud service [see *DIR* 8/10/12]. Captricity has now raised a total of \$4 million. The latest round was led by The Social+Capital Partnership. Atlas Venture and Knight Enterprise Fund also participated.

<http://captricity.com/press-center/>

### **Donations being accepted**

Last month, Craig Berry, regional sales director for **DocuWare**, died in a tragic accident. From DocuWare VP of Worldwide Marketing Korbinian Frank: "Many of you knew Craig personally, as he worked in the document management industry and for DocuWare for many years. Craig was always a true professional and successful with DocuWare. He was active in his local community but most importantly he was devoted to his family.

Craig is survived by his wife, two sons, and a daughter. Craig's family has established the "Berry Children Memorial Fund," to provide for his children. DocuWare is making a donation in the amount of \$5,000. In addition, DocuWare will match all contributions to the fund from partners, industry associates, employees and friends up to an additional \$10,000.

"Together as a community we can make a difference for the children. Help to reach the goal of \$25,000 to help with funeral expenses, living and medical costs as well as future educational needs."

<https://www.youcaring.com/berrychildren>

## **New Chairman Leads DICOM Deeper into Software & Service**

First it was a hardware distributor, then it bought a software business, then the software business got bigger than the hardware business, so it spun off the hardware business. Now the hardware business is increasing its focus on—you guessed it, software. That, in a nutshell is the story of how **DICOM International** has evolved over the past 20 years.

Its latest development is the naming of ECM software industry veteran Rudolf Gessinger as the organization's chairman. Gessinger is a former FileNET VP and the CEO of **SAPERION** (a German ECM ISV). He has been brought on board by DICOM to help the EMEA-focused document imaging value-added distributor increase its focus on software and solutions.



*Rudolf Gessinger,  
chairman, DICOM  
International*

Gessinger was quoted in a DICOM press release as saying. "I am more than pleased to lay new tracks in the ECM solution market, working with the entire DICOM team and our multinational partner network. The software solution area is where we particularly want to grow faster than the market."

Since spinning off from **Kofax** more than two years ago [see *DIR* 1/21/11], DICOM has added several new software partnerships, while maintaining a strong relationship with its former parent. "Generally speaking, we see the hardware business in the best case as being stable," Gessinger told *DIR* in a recent interview. "We are seeing more units shipped, but in terms of revenue, we are not seeing significant growth in the market.

"Of course, DICOM knew this was the case even before it separated from Kofax. In fact, if you go back to the late 1990s, that was the reason the original DICOM acquired Kofax. So, while the hardware business remains essential, our goal now is to bring more business value to the equation. And we can do this through a combination of software and services."

On the service side, Gessinger sees opportunity for DICOM to manage multi-vendor implementations that can span over several countries. "We have some larger customers that, including hardware and software, may have 20 or 30 different suppliers in a capture and ECM system," he said. "These organizations basically want to have one contact that can take full responsibility and provide them with exactly the type of service they are looking for."

"We see this as a very good opportunity for us. We are experts in the ECM industry and have the advantage of understanding both hardware and software. We also have multiple service facilities throughout Europe and can provide our customers with one contract for support throughout multiple countries."

"Today, these organizations might have separate contracts with Fujitsu and Kodak in France, different hardware service contracts in Germany, as well as multiple software contracts—each with different terms and conditions. On top of that, if something goes wrong, they might not know if it's a hardware or software problem. We can take responsibility for all of that."

### **SharePoint ECM focus**

On the software front, DICOM has made a decision to build out its business around the **Microsoft** SharePoint platform. "Kofax has provided us with a very strong foundation for our software business," said Gessinger. "On top of that, we've chosen to go the SharePoint route."

"The feedback we are getting from both our customers and partners is that SharePoint is where we should put our complete ECM focus. I've been following SharePoint for more than 12 years, and Microsoft does not have a complete ECM strategy. It doesn't have capture, or records management or advanced workflow, or several other elements, and those are the areas where we can help customers. We are firmly committed to providing advanced ECM functionality around SharePoint."

DICOM's first ISV partner in the SharePoint space was **KnowledgeLake**, a North American company that specializes in capture and document image management [see *DIR* 9/23/11]. KnowledgeLake, which sells primarily direct in the U.S., developed a special reseller friendly version of its software targeted at Dicom's customer base of several thousand resellers. "We have 4,500 active resellers," said Gessinger. "Access to this channel is one of the reasons that hardware and software vendors are so interested in working with us."

According to Gessinger, over the past few months DICOM has signed on approximately 30 new software partners, primarily focused on KnowledgeLake sales. "It has been a combination of traditional imaging VARs who are looking to expand into SharePoint and resellers who have come from a Microsoft ecosystems background," he said.

## **Document Imaging Report**

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3. Forms Processing/OCR/ICR
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DICOM has also recently added software from **Collabware** and **iTernity** for compliance and records management within SharePoint.

Gessinger acknowledged that expanding into software requires DICOM to add resources. "Shipping hardware in palettes to customers is relatively easy compared to selling software," said Gessinger. "Recently, we have been adding more people with software knowledge with the goal of helping our partners ramp up their businesses.

"It's not our goal to do a lot of professional services around software implementations. Rather, we want to enable our partners to sell software solutions. One thing we've done is provide high-level consulting services to our ISV partners like KnowledgeLake. We help them understand what is necessary in terms of features and support to sell successfully in Europe.

"We also spend a lot of time recruiting software partners and explaining to them what is necessary to be successful as a solutions business. It helps that I am able to draw from my experience gained over 15 years in the ECM software industry. We see good growth opportunity moving forward as we do more with software attached to our hardware, and even moving beyond capture and into managing end users' processes."

Gessinger acknowledged that the hardware business remains important to DICOM's strategy, but said the dynamics are changing. "I remember when an ECM deal was typically 50% hardware and 50% software," he said. "Today's it's typically 80% software and 20% hardware."

### **Growth opportunities**

That said, DICOM's VP, marketing and product management, Mark Reinhard stressed there are still opportunities in hardware. "Scanner sales are still profitable for us," he said, "especially in the high-end segment where we have added products from **ibml** and **Inotec** to complement our **Kodak** high-end models. In the high-end of the market, our enterprise capture expertise comes more into play. That said, we've also seen growth in our lower-volume segments where **Fujitsu** is especially strong."

DICOM CEO Joachim Froning added that there is also opportunity for both hardware and software in emerging geographical markets like Eastern Europe and the Middle East. "On one end we have mature markets like France, Germany, and the U.K. where people are taking ECM adoption to the next level," he said. "With hardware, this may mean adding distributed scanners and/or upgrading to newer models. On the software side, this may mean adding

ECM to SharePoint—which helps organizations gain independence from monolithic systems and can make ECM available across their enterprises.

"In emerging markets, there is plenty of opportunity for new hardware sales. And on the software side, we find end users are often skipping stage one ECM and going right to SharePoint."

Gessinger concluded by saying that DICOM will continue to build out its software business and is currently working with SharePoint workflow specialist **K2**, although a formalized partnership has not been signed. "Even though we are not reselling K2's software, working with them is a win/win because we are both focused on building ECM solutions on top of SharePoint," he said. "We will focus on expanding our offerings to cover horizontal markets and not go too much into verticals, which is where many of our partners focus.

"Right now, I'd say that software makes up approximately 5-10% of our business and that within three years that should grow to 20%. In addition, in three years, half of our profits should be coming from software. When I joined DICOM, it was very clear that we needed to find new ways of business that offer higher margins than selling hardware. Service and software represent two ways to achieve that."

For more information: <http://www.dicom.com/en/>; <http://bit.ly/GessingerPR>

## **Cranel also Expanding Focus**

COLUMBUS, OH—Like DICOM, North American value-added distributor **Cranel** is looking for ways to diversify its business. This includes growing its software business, as well as increasing its focus on the MFP channel, and leveraging an exclusive partnership with check scanning vendor **Burroughs**. All these initiatives were on display last week at Cranel's annual North American Executive Partner Event (NAEPE) held near its headquarters in central Ohio.

Representatives from 75 reseller organizations attended and were treated to a keynote by **CVision** CEO Ari Gross. Cranel used the event to introduce its VAR partners to its newest ISV partner, CVision, which is targeting the channel with its advanced document compression software PdfCompressor. *[Full disclosure: DIR Editor Ralph Gammon recently authored a white paper for CVision on the benefits of advanced compression—in particular reduced storage costs and less bandwidth use in mobile apps. Let us*



know if you'd like to see a copy.]

**Digitech**, which used NAEPE 2012 to help launch its PaperVision Capture Desktop product into the channel [see *DIR* 6/8/12], was a Silver sponsor at this year's event. Other software sponsors included e-forms ISV **formatta**, **EMC** (Cranel is one of two VADs that handles ApplicationXtender and it also resells Captiva's capture software), **Kofax**, and **Nuance**. According to Cranel VP of Marketing Scott Slack, the VAD's software business is currently doubling in size each year.

"There is no question that we have to continue to diversify what we do and software represents a way to do that," Slack said. "However, it's also a long process to build out that diversity correctly. We're always looking at our portfolio and trying to see what fits. We felt CVision's software is complementary, for example, to many of our current hardware and software offerings." [CVision is positioning PdfCompressor as an add-on that can increase the efficiency of capture and ECM systems.]

Nuance, with its Equitrac print management and eCopy document capture software, is currently Cranel's top software partner. This aligns with one of the Cranel's focus areas for growth—increasing its sales through office equipment dealers (OEDs). "Equitrac and eCopy have provided us with a great introduction into the OED space," said Slack. "Nuance has a strong line of print management products with Equitrac and SafeCom, and almost every OED has a practice in that area.

"eCopy helps get the OEDs into scanning and a lot of them are now developing their own document management practices. This creates opportunity for us to sell them products like scanners, batch capture software, and ECM and workflow systems. We don't plan to offer any OED hardware, but we see a lot of greenfield for us in the OED channel. In the future, we plan to promote our offerings by participating in more OED-centric events."

Cranel's service business also benefits from hardware focused OEDs expanding into the software realm. "We see a lot of opportunities to sell professional services to them around Equitrac or eCopy installations," Slack said.

### **Value-added service**

Cranel does not have its own field service force. Rather, it resells professional services from its vendor partners like Nuance and Kodak. "We have a call center in Columbus with 15 tech support people," Slack said. "On support calls, we are typically able to solve the problem 90% of the time without having to call in our vendor partners. Our partners really like

that value-add. If we can't solve the problem, we try and identify whether it's a hardware or software issue and connect the customer with the right vendor. Often times, resellers will sit in on calls with their customers as well."

Cranel also has a premium service package for scanners that it offers in addition to vendors' service contracts. "Our premium offering takes the standard break/fix contract to the next level," said Slack. "Based on the customers' needs, we offer delivery of consumables to their sites and scheduled check-ups. It's designed to provide preventative maintenance."

Slack added that Cranel's business in the check scanner market continues to grow as well through its partnership with Burroughs. "This is another market where there is an opportunity for complimentary document imaging hardware, software, and services," he said.

### **Cranel optimistic about Kodak rebound**

Slack also stressed that the traditional ECM channel and document scanners remain an important part of Cranel's business. "Scanners are a very important part of our mix, because, in addition to the revenue they bring in, they also drive a lot of service opportunities," he said.

Cranel's number one hardware partner is **Kodak Document Imaging**, and Slack is expecting a strong rebound in Kodak sales following the recent announcement that DI is being acquired by the U.K. Kodak Pension Plan [see *DIR* 5/17/13]. "Without a doubt, the uncertainty surrounding Kodak's bankruptcy announcements impacted sales of its scanners and service contracts over the past year," he said. "Now that the uncertainty is over, I think sales will move forward very quickly.

"There is a lot of pent up demand for Kodak products, as some purchases, especially ones involving large capital expenditures, have been delayed. With the announcement of the sale to KPP, I think those deals will start to move.

"I really don't think there could have been a better outcome for Kodak DI. It's my understanding that the management team will be retained, which means we'll be working with a known entity and individuals. And Kodak is doing a great job of communicating a message of stability and investment to the market." (In fact, a team of top DI executives was scheduled to speak to Cranel executives and some top reseller representatives on the final night of NAEPE 2013.)

### **Offering a personal touch**

In conclusion Slack stressed that Cranel tries to

continue to differentiate itself through personal relationships, which means holding an event like NAEPE where partners can discuss and learn about document imaging issues, but are also treated to the first round of the PGA Tour's annual Memorial Tournament. "We still have field reps throughout the U.S. and Canada to complement our inside sales reps," he added.

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

## FileBound Part of Upland's PPM Strategy

**FileBound Software** has been sold to the **Silverback Enterprise Group**, an investment firm that is currently assembling a group of companies to address what it sees as an opportunity around providing cloud-based enterprise software for project, portfolio, and work management. FileBound is being managed as part of a group of ISVs that was recently named **Upland Software**. It includes three other ISVs with software in areas like work management, timesheet management, and project and portfolio management. All the companies are managed separately and Upland is just beginning to explore their synergies.

"Silverback really saw an opportunity to build out a business in an emerging space around project, portfolio and work management," said Ludwig Melik, president of Upland. "It began by acquiring two companies last February, one of which I co-founded—Tenrox [a Montreal-based ISV that develops a cloud-based professional services automation application]. The other was called PowerSteering (based in Cambridge, MA) [and develops program and portfolio management software]."

PowerSteering was chosen as the original name of the company, which in the last year also acquired the cloud-based work management ISV EPM Live (based in San Diego). "All the companies that have been acquired address requirements customers have in the PPM (project and portfolio management) space," said Melik. "But, at the same time, we don't want to create any confusion—we are absolutely going to continue to maintain and innovate each product brand separately. To reinforce this, we thought it was beneficial to rename the company Upland Software and start with a clean slate. This way, the corporate name doesn't have any strong association with a legacy brand."

The company renaming was announced in

conjunction with the FileBound acquisition. FileBound is a document management ISV, based in Lincoln, NE, that offers both cloud and on-premise applications for capture, workflow, and DM. It was founded in 2001 by a pair of industry veterans, Mark Creglow and Rex Lamb, who had founded a previous company that they sold to ImageMax. Working through resellers, FileBound has established a strong cross-vertical customer base primarily in the SMB.

Like it has for all its other companies, Upland will retain FileBound's home offices. "The best way to judge how we are going to manage FileBound going forward is to look at how we've managed the companies we've acquired in the past," Melik told *DIR*. "With FileBound, we have bought a profitable and growing company—and our number one rule is to do no harm.

"There will no changes to the existing team at FileBound, and we will extend the opportunity for members of the FileBound team to take greater roles in management across the company. Rex and Mark had already moved away from day-to-day operations, and the company was being run by Dan Yount, who is now the GM of FileBound by Upland. Sean Nathaniel, who was the CIO at FileBound, has been named VP of product development across all of Upland."

Upland does plan to look for synergies among its multiple products and sales channels. "FileBound is built on a **Microsoft** infrastructure, which means it technically fits well with our other products," said Melik. "From that standpoint, we are going to look for opportunities to leverage the FileBound workflow platform across products. This is something we think we can bring to market fairly quickly.

"We also think there are some opportunities to sell FileBound's software into exiting Upland customers. Conversely, where it makes sense and it is welcome, we'd be interested in having some of FileBound's partners resell other Upland products. We have a contracting tool, for example, which we think might be an easy add-on for many resellers."

Upland has plans for increasing the investment being made in developing the FileBound channel. "FileBound has been very successful working through partners," Melik said. "That said, we have some programs we think we can develop, bringing to bear the resources we have as a larger organization. As a smaller company, FileBound was somewhat limited in the investment it could make. With Upland we will have a bigger marketing team in place to support partners and develop programs like ongoing Webinars and service packages."

## Still on the hunt

Melik added that Upland is not done acquiring companies. "We are going after a bigger market than what Gartner defines as PPM," he said. "We think organizations are looking for a bunch of solutions that help them get the operational information they require. PPM is part of it, but so is BPM, so is IT planning, and resource management, and product lifecycle and performance management."

"Gartner looks at the IT space, but that only gives them half the picture of what customers are truly looking for. We think customers want to do projects and workflow management with a series of solutions that talk to each other. And being able to offer these solutions in the cloud, like we are doing, definitely simplifies integration. You don't have to deal with a lot of the individualities that occur in on-premise implementations."

"Our technology set, including FileBound, is very configurable and has enterprise capabilities. It's a very mature set of products—each of which has been around for more than 10 years. We will continue to invest in each one, but are now just starting to also look at some interesting opportunities where our customers can leverage more of our products. We have a user conference coming up in November, where we will showcase all our products together for the first time. We are expecting about 300 attendees."

For more information:

<http://www.uplandsoftware.com/>;

<http://bit.ly/UplandFileBound>;

<http://www.filebound.com/>

## OEM Deal Latest Success Story for Ephesoft

When **ibml** CMO Dan Lucarini set his sights on integrating "third-generation" IDR (intelligent document recognition) technology with his company's SoftTrac Capture Suite (SCS), his vision led him to **Ephesoft**. Just three years old, the Laguna Hills, CA-based ISV has been making some impressive headway in a document capture space often characterized as "mature." Ephesoft has shaken things up with its Web-based, open source, cloud-ready software, and its recent OEM deal with **ibml** is the latest chapter in its rapidly being written success story.

"The **ibml** deal is very significant for us," said Don Field, the former Wang Laboratories and **Kofax** executive who joined Ephesoft in 2011. "It's our first

OEM deal.

"We've known the executives at **ibml** for a long time, and we started discussions more than a year ago. But we had to convince their technical people that we were a serious player. We had to prove we could handle the high volumes of documents typically produced by **ibml**'s scanners and software."

"**ibml** is a very customer-focused company, and it did not want to disappoint its customers. Of course, we didn't want to either, so we had that in common."

Field said Ephesoft's server-based pricing lines up with **ibml**'s business model. "And the technical development went beautifully; we made all our check points and the integration project was completed two weeks ahead of schedule," he said. "We think the partnership helps validate our technology, because **ibml** evaluated a number of ISVs before going with us."

"In 12 months, we hope we have a well established business with **ibml**. One nice thing is that we expect the average deal size from **ibml** to be larger than what we normally get, because **ibml**'s customers are typically capturing such high volumes."

### A three-pronged sales strategy

OEM partnerships represent one part of three-pronged strategy that Ephesoft has deployed for selling software. The other two pieces are working through value-added resellers and selling cloud-based subscriptions. The reseller piece is the most mature focus, and according to Field, Ephesoft now has approximately 100 VARs signed up, spread out over 16 countries.

"We have a number of consistent partners that deliver sales month in and month out," he said. "We are just in our third year, but each year we have more than doubled our sales, and our forecast is to at least double again this year—and that doesn't account for any OEM business."

Field said Ephesoft has had success in the financial services market, where it has approximately 15 mortgage processing implementations. "Our software is being used for mortgage document classification, separation, and extraction," he said. "In other markets, it is being used to extract header,

### CORRECTION

In our last issue we incorrectly reported that **ibml**'s number one ranking by **infoSource** in Western Europe in the high-volume production scanner segment was based on units sold. It was actually based on revenue numbers.



footer, and line items from invoices. It is also being used on HR documents and medical records.”

Field estimated that about half of Ephesoft’s customers have replaced legacy capture systems. “The other half are new users,” he said. “We always expected that our technology could expand the overall capture market, and we think we are succeeding. Our software offers an avenue for implementing capture without users having to make a big investment in a client/server system.”

Ephesoft launched its cloud-based offering in January. “We have a free version, which limits the volumes a user can capture,” he said. “We also offer a multi-tenant version, which is hosted on Windows Azure, and a dedicated cloud version aimed at users who want their own server but don’t want to install anything on-site.”

Field said counting all three versions, Ephesoft’s cloud customers number in the hundreds. “The market for cloud capture is really steamrolling,” he said. “Security was a concern early on I think, but over the past six months nobody has raised that question. We have some very large cloud customers that we would not have won otherwise.”

Ephesoft’s RESTful API gives it an opportunity to combine its cloud and OEM initiatives. “It enables third-party software to make discreet calls only for the capture functionality they want to utilize,” Field said. “For example, a partner with software for managing an A/P process could make a call to our software only when an imaged invoice from which data needs to be extracted shows up in a workflow. The A/P application wouldn’t have to go through any of our batch processing and would only utilize the extraction piece on demand. Another example could be an ISV with a mortgage refinancing application embedding our classification technology.”

Field concluded that a final sign of Ephesoft’s growth is that the ISV continues to ramp up the frequency of its training classes. “They are only three days long—which should give an idea of how easy our software is to use compared to some competitors’ software,” he said. “And they are always full.”

For more information:

<http://www.ephesoft.com/aboutus/press-releases>

For updates between newsletters, remember to follow us on Twitter @DIREditor and visit our blog at <http://documentimagingreport.blogspot.com/>. Check out our recent post on **Kodak’s** Info Insight IDR service. Recent Tweets feature **Kofax**, **ReadSoft**, and **ECM Toolbox**.

## TIS Introduces its Next-Generation Capture

**Top Image Systems** (TIS) is touting the next generation of its eFLOW capture platform. eFLOW5, which was introduced this week at a special event held in New York City, is being advertised as featuring “a completely new cloud and web-enabled architecture.”

According to Omri Gelb, GM North America and EVP for TIS (as quoted in a press release) “We are launching eFLOW5 in New York on the heels of a successful installation of our solution at one of the largest U.S. banks, a case study of which is being presented at the launch event.”

The release goes on to say that eFLOW5 incorporates, “fully integrated HTML5-based Web scanning, Web validation, and fully integrated mobile capture.”

TIS also announced it has applied to the U.S. Patent Office for a patent on its new GlassCapture™ software, a document capture application designed for use with **Google** Glass. According to the press release, “The new product will enable users to capture documents by means of snapping images using a wearable computer such as Google Glass and then recognizing and processing the documents. GlassCapture will aid users to make decisions based on the captured documents and related information retrieved during document processing.”

We plan to have more on eFLOW5 and GlassCapture in an upcoming issue.

For more information: <http://bit.ly/eFLOW5>;  
<http://bit.ly/TISGlassCapture>

## OPEX Upgrades Software to Improve Document Capture

It has been 10 years since mail sorting and extraction specialist **OPEX** first entered the document scanning market. Initially, its primary success came in the remittance capture space. But, as remittance payments continue to trend toward electronic transactions, OPEX is putting more focus on the document capture market.

This document capture focus was evident when OPEX introduced its AS7200 model back in 2010 [see *DIR* 5/7/10]. It is also evident in the latest release of OPEX’s CertainScan capture software, which ships with both its scanner models – the 7200, as well as the lower volume DS2200. “As

we've been gaining more and more traction in the document scanning market, with CertainScan 3.0, we felt the need to address several areas that are specific to document scanning," said Mark Messier, product specialist at Moorestown, NJ-based manufacturer OPEX.

Messier highlighted three improvements: the introduction of virtual separator sheets, a new "batch transform" module, and new batch editing.

"Obviously separator sheets are very important in the document scanning industry," Messier told *DIR*. "Because our scanners are often integrated with our extractors, envelopes will often be used as separators. But, for instances where users are doing standalone scanning from a file folder or there might be multiple transactions in an envelope, we've created virtual separator sheets.

"They can be activated by the operator pressing a button on the scanner touchscreen when a document break should occur. Or, it can be set up so that just waving a hand or a document over the OpAssist sensor, which is in the track of the scanner, will signal a document break."

The batch transform module enables easier integration with third-party software. "We tried utilizing a TWAIN driver with our original version of the 2200," said Messier. "But, we found that while TWAIN enabled easier third-party integration, it neutralized a lot of the capabilities that really differentiate our devices.

"With previous versions of CertainScan, we have had a fixed format output of images and text or XML

data. It was incumbent on the downstream system to transform our output into something that was usable. This was typically accomplished by writing a custom import.

"Now, we are able to tailor our output to the requirements of importing software. We can create multi-stream TIFF and PDF images and customize the XML or text to fit the needs of any third-party application, even homegrown implementations. This helps break down some of the impediments to installing our scanners, especially when the user is considering replacing another vendor's scanners, with which its software is already integrated."

The new batch editing capabilities are complementary to the in-line batch management of the 7200 and 2200. "It gives the user another chance to perfect their batches before ingesting them into downstream processes," said Messier. "For example, if a user forgets to insert a virtual separator sheet during the initial scanning process, they can now do it post scan."

Document re-ordering, deletion (of blank pages, for example), and clean-up can all now be accomplished post scan. "The batch editing can either be configured to be run by the scanner operator, or in a larger shop it can be run at a separate QA workstation," said Messier.

OPEX previewed CertainScan 3.0 at the recent **Institute of Financial Operations** Fusion event. It expects to release it for general availability in Q3.

<http://www.documentimagingreport.com/index.php?id=2422>;  
<http://www.opex.com/document-scanning/document-scanners/>

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