Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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CANON EUROPE TAKES STAKE IN I.R.I.S.

Document capture specialist **I.R.I.S. Group** has sold a 17% stake in its business to **Canon Europe**. Earlier this year, at the annual IRISLink event in Brussels, the Belgian ISV announced a partnership with Canon. According to I.R.I.S. CEO and Chairman Pierre De Muelenaere, the investment is an extension of that relationship.

"Canon typically likes to form long-term relationships with its partners and have special links with them," De Muelenaere told *DIR*. "They use capitalization as a means to foster that."

In February, it was announced that Canon Europe would act as a reseller of I.R.I.S. software products, mainly its *Powerscan* capture platform and *Document* server PDF (and other format) creation application [*see DIR* 2/4/09]. "That agreement is still in place," said De Muelenaere. "This is a shareholder transaction that does not affect our commercial relationship. However, the investment could lead to an expansion of our commercial relationship in the future."

Canon invested 22 million Euro, approximately $31 million, in I.R.I.S. This values I.R.I.S. at around $184 million. I.R.I.S., which is traded on the Brussels exchange, has a market cap of about $130 million. Its 2008 revenue was 108 million Euros (approximately $150 million). "Canon paid what they believed the company was worth," said De Muelenaere.

Canon's investment replaces that of two European investment houses, each of which had a seat on the board. Those seats will be transferred to Canon. "I think it's fair to say that financial investors have shorter term goals than

KnowledgeLake Riding *SharePoint* Wave

In a market that has flattened out in the wake of the worldwide economic recession, there are still pockets of growth. One of those is adding document imaging to *SharePoint*. **KnowledgeLake**, a pioneer in this area, has been enjoying success across a variety of verticals and a range of application sizes. According to Bob Bueltmann, VP of business development and a co-founder of KnowledgeLake, the St. Louis-based ISV enjoyed 100% growth in 2008 and, through the first half of 2009, is on target to reach its goal of 70% growth.

"We now have 1,000 unique customers running our software," Bueltmann told *DIR*. "About 80% are in the SMB space, but we have our fair share of large deals. We recently won a $5 million contract, for example. We have customers in the financial services, energy, healthcare, and retail sectors, as well as state and federal government."

SharePoint focus plays well

SharePoint is, of course, **Microsoft's** much hyped ECM platform. For years, it was regarded as too lightweight to be considered a serious threat by traditional ECM vendors. Still, KnowledgeLake saw its potential early on and started to build its business leveraging the 2003 version of *SharePoint*. When the much more full-featured *SharePoint 2007* was released, KnowledgeLake's business really started to take off.

"*SharePoint 2007* is a very good platform for ECM," said Bueltmann. "Our technology takes it into the transactional content management sector. We focus on production document imaging and workflow. Most of our success comes where there are high-value paper documents that need to be captured and routed within a line of business system."

Of course, KnowledgeLake is not the only imaging ISV that integrates its software with *SharePoint*. It is one of the few, however, that stores images within the *SharePoint* repository. Most other imaging repository vendors offer some sort of Web Parts integration in which documents in their repositories can be accessed

through the *SharePoint* interface and portal capabilities.

"Our message of pure *SharePoint* resonates both with customers and Microsoft," said Bueltmann. "For our customers, it means they can leverage their entire *SharePoint* stack against their transactional content. This means they can use *SharePoint's* search, collaboration, workflow, records management, and integration with line of business systems with their transactional documents.

"Also, Microsoft wants to work with dedicated partners like us. We've talked with Microsoft about creating stickiness for *SharePoint* by having users store their transactional documents within its repository. Users don't migrate away from their ECM repositories very often. They typically keep renewing their licenses."

> **"Traditional ECM vendors act like getting everything from a single vendor is a good thing. To me, that's like living under a dictatorship."**
>
> **—Mark Brazeau, BlueThread**

Bueltmann acknowledges that a combined *SharePoint* and KnowledgeLake solution might not offer all the functionality of **EMC** Documentum or **IBM** FileNet software. However, in many cases, it proves to be enough—albeit sometimes with the help of partners that also offer software developed around *SharePoint*.

Partners extend the stack

"It's my opinion that a lot of the traditional ECM solutions are over-engineered," Bueltmann said. "They're too complicated. We can show customers a nice simple solution designed with *SharePoint*, and it typically has all the capabilities they need. If it doesn't, *SharePoint* can be expanded to do more complex tasks."

Bueltmann explained how KnowledgeLake handles workflow, for example—an area that many traditional ECM vendors point to as being weak in *SharePoint*. "We typically lead with the workflow included in *SharePoint*," he said. "If that isn't enough, we recommend looking at Windows Workflow Foundation (WWF) technology. At that level, you start to run into some custom development, but you also have that with most traditional workflow products.

"We also have our own workflow, which depending on the customer's needs, we'll recommend. **Scott Trade** and **Bank of America** are examples of customers doing high-volume workflow with our software. If our software can't solve the requirements, then we'll point to Microsoft partners like **K2**, **Bluespring**, or **Nintex**.

"Also, I'm under the impression that Microsoft is beefing up

its workflow technology. In future versions of *SharePoint*, I expect we will really be able to leverage Microsoft's workflow to deliver more vertical solutions right out of the box in areas like healthcare, financial services, and so on."

As far as document capture goes, KnowledgeLake is also happy to work with partners. "I don't see us as a competitor to vendors like **Kofax**, **Datacap**, **Notable Solutions, Inc.,** or **eCopy**," said Bueltmann. "They are component vendors. We provide an end-to-end imaging solution for *SharePoint*. In the situations when we compete with them, because a customer sorts us that way, our biggest advantage is our tight integration with *SharePoint*. We only focus on one repository, which enables our software to be inherently aware of the *SharePoint* taxonomy.

"We also have installations where customers have taken high-end capture products and integrated them with our software. If there are advanced forms processing requirements, for example, we are happy to partner with other capture vendors."

Managing BLOBs

KnowledgeLake also turns to partners for external BLOB (binary large object) storage. It's been the contention of traditional ECM vendors' that *SharePoint* does not scale well because it is designed to store BLOBs, such as document images, within the application database. "With the proper architecture, there are no problems getting **SharePoint** to store 50 million images," argues Bueltmann. "Our largest customer has 400 million images stored in *SharePoint*. We're going to have another customer capturing 500,000 A/P documents per day worldwide."

Bueltmann explained that Microsoft has published two standards for externalizing BLOB storage in *SharePoint* environments (http://msdn.microsoft.com/en-us/library/bb802812.aspx). KnowledgeLake partner **BlueThread Technologies** has leveraged one of these, EBS, to develop its **StoragePoint** application. "With *StoragePoint*, there is nothing to stop a user from putting one billion documents in *SharePoint*," said Mark Brazeau, a senior principal at BlueThread. "Microsoft has published some guidelines related to boundaries for *SharePoint*. We kind of advertise '*SharePoint* without boundaries.' While we don't make the boundary guidelines irrelevant, we definitely extend them."

BlueThread released version 2.0 of *StoragePoint* in June and according to Brazeau, "the response has been incredible." "The EDS API was released with Service Pack 1 for *SharePoint 2007*, which came out earlier in the year," said Brazeau. "That API made it much easier to externalize BLOB storage without breaking things. In contrast, some vendors use HTML placeholders to point to external drives, but that creates all kinds of problems. In that set-up, you can't crawl your content or utilize WebDAV.

"Utilizing EDS, nothing breaks. Users have asked us where *SharePoint* ends and *StoragePoint* begins, because they can't even tell they're utilizing external storage."

Based in Ann Arbor, MI, BlueThread was founded in 2006 by experienced ECM professionals. "We looked at *SharePoint* and tried to figure out what it needed that would make it competitive against the software from large traditional ECM players," said Brazeau. "For a number of reasons, no ECM

KLAKE GROWING CHANNEL

A couple years ago, **KnowledgeLake** sold a portion of its business to **Fujitsu**. It was reportedly a 20% stake that went for $2.5 to $3 million. According to Bob Bueltmann, the company has used this money to build out its sales force. "We now have 33 people on our sales team," he told *DIR*. "This includes regional managers, as well as directors of channel sales in each region.

"Our goal for this year was to increase our channel sales to 20% of our business. Currently, we are running at about 25% through partners, so we're ahead of our goals. That includes both reseller and referral sales."

One of KnowledgeLake's more high-profile partners is Fulton, MD-based **DocPoint Solutions**. "DocPoint, which is a subsidiary of [document imaging-focused systems integrator] **QAI**, did it the right way," said Bueltmann. "We suggest that partners launch a separate entity for their *SharePoint* business. It's really a different go-to-market strategy with *SharePoint* than it is with Hyland or another traditional ECM vendor.

"We recommend dedicating resources to developing skills for, and understanding of, *SharePoint*, as well as our software. Partners should expect it to take five to six months to generate significant revenue. Some ECM resellers want to blend their *SharePoint* business with their legacy business, and that really doesn't work. The salespeople are inundated with a lot of FUD from legacy vendors and, even if a customer already has a *SharePoint* infrastructure, the salespeople will fall back into their comfort zone and push the legacy ECM product."

For more information: http://www.docpointsolutions.com/; http://www.qualityassociatesinc.com/

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vendors store BLOBs in the database.

"Databases are not designed for BLOBs. They are designed for transactional data. By externalizing storage of BLOBs and moving them to an external device like a NAS or a SAN, or even cloud storage, it removes a lot of overhead from *SharePoint's* SQL database.

"We recently did a live test at a trade show. Even with our optional encryption technology turned on, *SharePoint* ran 47% faster after we externalized the content."

Vertical applications coming

It's Brazeau's view that customers should embrace the concept of utilizing software from third-party ISVs to build out ECM applications on the *SharePoint* platform. "With *SharePoint*, Microsoft has built 80% of an ECM system," he said. "So what if users have to get the rest from third-party vendors? Traditional ECM vendors act like getting everything from a single vendor is a good thing. To me, that's like living in a dictatorship."

"If I'm a customer, I want 11 different workflow options and 20 different capture vendors. I want to be able to roll my own. Having those options is good. Last I heard there were more than 400 vendors building parts for *SharePoint*. How many vendors do you think are building parts for IBM FileNet?"

KnowledgeLake's Bueltmann believes that *SharePoint's* fertile development environment will eventually kill traditional ECM. "In the traditional ECM market, all the vendors now have the same features, so they use vertical applications to differentiate themselves," he said. "Their applications are attractive to line-of-business managers because they are more mature and offer more integration with line-of-business systems. They appear to be out-of-the-box turnkey solutions.

"*SharePoint* is still at the technology stage. We are just starting to see Microsoft partners step up and develop vertical applications around *SharePoint*. These applications will eventually kill traditional ECM."

KLake earns Microsoft honors

Among Microsoft partners, KnowledgeLake distinguished itself by recently winning two 2009 Microsoft Worldwide Partner Conference Awards. KnowledgeLake not only won in the ECM category, but also in the broader ISV/Software Solutions category. "We were very surprised and pretty jazzed to be selected for both awards," said Bueltmann. "There were more than 2,000 entrants. It's the result

of five years or hard work and success we've had with Microsoft."

KnowledgeLake's success should continue as Microsoft's enormous base of *SharePoint* customers continues to build applications on top of the infrastructure purchase they've already made. "Unlike most ECM systems, *SharePoint* is truly being deployed on the enterprise level," said Bueltmann. "Aside from the lower cost per seat, *SharePoint* offers a very diverse feature set that addresses collaboration, portal, search, and business intelligence, as well as document management. So, while our software is typically deployed at the departmental level, because that's the type of solution document imaging is, we are seeing customers deploy *SharePoint* as an infrastructure to support their entire enterprise."

For more information:
http://www.knowledgelake.com/;
http://www.bluethreadinc.com/
http://tinyurl.com/KLAKEMS

IDR Focus Drives Growth

In addition to *SharePoint* integration, IDR (intelligent document recognition) seems to be an area of the document imaging market where growth is still healthy. *DIR* recently caught up with a pair of recognition technology specialists, **Brainware** and **CVision**, which continue to enjoy success leveraging IDR to automate data capture. Brainware is on track for 40-50% growth this year, focusing on high-volume accounts payable (A/P) environments, while CVision has a growing practice in customized solutions where traditional, out-of-the-box IDR falls short.

"We are finding that our technology is well positioned in a down economy," said Charles Kaplan, VP of marketing and product management for Brainware. "There are a couple reasons for that. The first is that it enables our customers to reduce data entry costs. The second is that it gives our customers more control over their cash flow."

Kaplan presented us with the example of the **Mayo Clinic**, the Rochester, MN-based healthcare provider that employs close to 50,000 people. "By deploying our *Distiller* software, Mayo was able to quickly reduce data entry headcount by 40%, while volumes increased by 10%," he told *DIR*. "In addition, Mayo was able to bring its A/P cycle time down from an average of 14 days to 48 hours. This provides the CFO with better visibility into cash flow. It gives him specific information on how much is due and when. This helps determine which bills he

should pay early and which should be extended. Related to this, Mayo is looking at opportunities of close to $1 million by being able to take better advantage of early pay discounts."

With approximately 70% of its business still coming from invoice processing, Kaplan said Brainware's average deal size is on the upswing. "Larger companies have bigger problems and that is where we focus our sales efforts," he said. "Our average deal size is up from $400,000-$500,000 a year ago to $650,000-$700,000. Part of that is because we are doing a better job pricing our installations."

According to Kaplan, one of Brainware's biggest differentiators is its ability to set up its software very quickly in high-volume applications. "We've developed a sample set of 31 invoices that we've found can train our system to work on the majority of invoices on the market," he said. "We advertise a 48-hour install. In that amount of time, we can generally produce 80-90% accuracy at the field level. This includes capturing both header information and line items, and then passing the data to a back-end ERP system."

Kaplan said Brainware's biggest competition is from BPO providers. "The good news for us is that the labor markets in areas like Eastern Europe and India, where a lot of the key entry is done, are getting tighter," he said. "We are also starting to see companies that have made the shift to shared services centers looking to get rid of keyers and gain more control over their processes. CFOs want to know as quickly as possible what their payment obligations are."

New features in Distiller
Brainware recently introduced some new features to make *Distiller* more attractive. "We've introduced a dashboard with a Web-based front-end that provides high-level to granular detail about any document in, or piece of, *Distiller*," said Kaplan. "For instance, our customers can monitor if they are getting acceptable levels of extraction, and if it falls below a certain threshold, say less than 50% of invoices are being posted straight through to the ERP system, the administrator will be sent an alert.

"Also, the dashboard enables our customers to set up features like a portal that enables their vendors to check on the status of their payments. We've found that A/P personnel spend a lot of their time answering vendors' phone calls. This portal option is designed to alleviate some of that, which produces additional ROI.

"We've also built a zero footprint client for verification that is virtually identical to, and in some cases better than, our thick client. We initially built it to meet the demands of one of our large international customers, but it's also going to help us in our relationships with SaaS (software as a service) providers."

SaaS providers represent one of the OEM opportunities where Brainware envisions future growth. "OEM opportunities continue to increase, as everyone wants a piece of the invoice capture action," said Kaplan. "We are doing our best not to cannibalize our direct business as we take on more partners. We also are seeing increased interest from BPO providers looking to drive down their costs with automation. In fact, we are currently in a pilot project with a large provider of commercial lockbox services. They are processing 280 million transactions per year."

Kaplan added that as Brainware looks to expand into new markets like remittance, order, insurance claims, patient records, and EOB processing, it is looking to add more partners. "We struggle to sell direct in some of those areas because we lack the necessary business process expertise," he said. "We are a software company. We are looking at partnerships to provide us with depth of knowledge in industries like healthcare."

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

Recognition expertise is differentiation
CVision is a Queens, NY-based ISV most well known for its PDF Compressor application for reducing the file size of PDFs. Last year, CVision introduced *Trapeze*, an automated data capture solution aimed at particularly challenging environments. "CVision's background is in developing recognition technologies," said Ari Gross, CVision's founder and CEO who holds a PhD in computer science. "We can use our font learning capabilities and expertise in computer logic to increase accuracy rates in environments where traditional IDR products fall short.

"We're not going to go into an application where Kofax or Datacap can get 80-90% accuracy out of the box. We're looking at somewhere they might only get 32% accuracy. In that environment, the user is not going to retool its data capture shop for 32% accuracy. It's just not compelling enough. But, if we tell them we can get them to 80%-90% accuracy, then they can start to see an ROI."

CVision has a bit of a unique sales strategy in that it quotes a price and an accuracy rate and then if it cannot deliver the accuracy, the customer is off the hook for the software. "We're not going to be the cheapest solution on the market," Gross said, "but

we are confident we can get whatever accuracy rate the customer needs. It's just going to cost them. We might quote them a couple levels that escalate with increased accuracy. From there, it depends on their budget."

CVision differentiates itself in applications with low-contrast and multi-page documents. "We are able to lift text that others might not be able to," said Gross. "Our software can also compare shapes across multiple-pages to determine a correct character. We'll focus on bottlenecks and then do whatever it takes to solve the problem. We'll look at everything, even forms design and scanner settings."

So far, CVision has had success with *Trapeze* in areas like state governments (for fixed forms) and invoice and EOB processing.

The need for speed

About the same time CVision introduced *Trapeze*, it also announced *Maestro*, a high-speed application for creating full-text searchable images. "With the increasing interest in e-discovery, there is a lot of demand for this type of technology, especially in the litigation and financial services markets," said Gross. "Really, every company that has a need to retain records and make them searchable is a potential customer."

Gross added that CVision is looking to exceed real-time scanning speeds with its recognition technology. "This will open up new markets for us like embedding our technology in MFPs and mobile devices," he said. "Of course, there are some unique challenges to working with mobile devices. First off, cameras produce 3-D images, which brings angles and other variables into the equation. We have to become more comfortable working in the 3-D world before our technology is ready for commercialization in some mobile applications.

"However, there is some crossover. For example, one of our strengths is that we can recognize text on a 500-page document faster than anyone else because we can leverage everything we know about fonts and glyphs from one page on the rest of the document. That's not all that different from taking a stream of individual images captured by a PDA sitting on a dashboard and leveraging the redundancy in each frame to recognize information on signs."

Gross concluded by saying that CVision is enjoying both growth and expansion. "We think we've focused on some areas that have been predicted to grow the most by analysts, and that focus is paying off," he said.

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

Pixel Improves Distributed Technology

Pixel Translations' ISIS tools and scanning drivers have long been a foundation for high-volume, centralized document capture applications. However, as users leverage ever increasing Internet bandwidth to implement more distributed scanning, Pixel is evolving with them. The San Jose-based **EMC** subsidiary recently released a new version of its *Distributed Imaging* toolkit, as well as made some announcements related to distributed deployment of its ISIS drivers.

PixTools Distributed Imaging v2.2 has been re-designed to make scanning simpler for remote users. "Market demand for browser-based, distributed applications continues to increase," said Kai Wille, a capture industry veteran and sales director of OEM products at EMC. "Part of the pain users face when they try to configure distributed applications is that remote users have trouble configuring scanners. They are not typically document imaging experts and therefore not used to loading drivers and fiddling with scanner settings."

With v2.2, Pixel has enabled *Distributed Imaging* to automatically detect and connect to the ISIS drivers in scanners. "Basically, all the remote user has to do is plug-in the scanner and log into the application that is running the *Distributed Imaging* tools," said Nathan Verrilli, a senior systems engineer for EMC's OEM division. "Leveraging Windows registry technology, our tools automatically detect the scanner and configure the driver. In the previous version, users had to load drivers manually and make selections. It was too hard."

The settings for the driver can be configured within the *Distributed Imaging* server and locked down. "It's our experience that you want to give remote users as few choices as possible," said Wille. "Choices lead to bad decisions. Typically, *Distributed Imaging* is deployed as part of a line-of-business application, which is dealing with a narrowly defined set of documents."

Updates to drivers and changes to scanning parameters can now be pushed out from the *Distributed Imaging* server without the distributed users being involved. "The whole design of v2.2 is much more push-oriented than previous versions," said Wille.

Pixel has also added JPEG 2000 compression to the *Distributed Imaging* client. "It's an ActiveX client that already included manual indexing and bar-code reading capabilities, as well as some image

processing like deskew, despeckle, and border removal," said Wille. "The advantage of JPEG 2000 is that it helps create smaller file sizes, which can be valuable in distributed environments where bandwidth might be limited."

ISIS supports Citrix, desktop MFPs

Regarding ISIS, Pixel has enabled it to work in Citrix environments. "In a typical Citrix environment, the workstation doesn't want to talk to any scanner connected to a USB drive," said Verrilli. "Basically, we've set it up so that the ISIS driver running on the Citrix server wakes up the driver on the workstation. The workstation thinks it's picking up the scanner driver from the server, but the server is really telling the workstation to pick up the driver from the USB port. Citrix does come with out-of-the-box support for TWAIN scanning, but it's painful to configure and operate."

Pixel has also announced that ISIS drivers will be included on two desktop MFP models from **Brother International**. Brother previewed these models at the AIIM Expo [*see DIR 4/3/09*]. "We are targeting desktop MFPs that are directly connected to a PC," said Wille. "We expect to expand our support in this area to additional vendors."

Wille added that the ISIS architecture is not set up to handle network devices, such as workgroup MFPs. "Traditionally, ISIS has been very pull-focused, meaning the application is controlling the scanning," he said. "Scanning from network MFPs is push-focused, meaning you scan at the device and push the image out to a desktop or server."

Verrilli added that Pixel is continuing to look at expanding ISIS to address network scanning, but pointed out that there are still image quality issues associated with MFPs. "MFP scanning revolves around copying—MFPs are trying to make an exact replication of the paper placed in the feeder. Scanners focus more on creating images usable in processes such as OCR, than on what you see."

For more information: http://www.emc.com/products/detail/software/pixtools.htm

Nuance acquires MFP Capture Server ISV

Nuance, always an acquisitive company, recently expanded its imaging business with the purchase of Netherlands-based **X-Solutions**. X-Solutions develops a capture platform for MFPs called *DigiDocFlow*. It is marketed similar to the way **Notable Solutions, Inc.** markets *AutoStore*— in that *DigiDocFlow* is advertised as a "capture, process, and store" workflow/middleware product.

"The addition of X-Solutions provides Nuance with a robust MFP server offering that complements our strong desktop position [with *PaperPort PSP*]," said Robert Weideman, Nuance senior VP and general manager of its Document Imaging Division. "It also provides Nuance with expanded sales and support resources in EMEA and North America [X-Solutions has an office near Charlotte, NC]. X-Solutions also provides Nuance with valuable vertically-oriented solutions for legal and healthcare organizations, as well as accounting/finance departments."

According to its boilerplate, X-Solutions has "scanning software solutions now being used by thousands of office personnel in 31 different countries." X-Solutions has reseller agreements with both **Xerox** and **Ricoh**.

It advertises *DigiDocFlow* as having "110 connectors for document management platforms." These include integration with software from ECM vendors like **Open Text**, **Interwoven**, **DocuWare**, and **ADOS**. Software from vendors like **SAP**, **Sage**, and **Microsoft** (*Dynamics*) is also supported.

Xerox lists *ScanFlowStore*, its OEM version of *DigiDocFlow*, starting at $1,400 for the first device with a $400 charge for each additional device.

For more information: http://www.digidocflow.nl/

v2.0 Of *Kodak Capture Pro* Features Minor Upgrades

Kodak continues its aggressive push into the capture software market with the recent announcement of *Kodak Capture Pro v2.0*. Kodak's biggest announcement— that it would support other vendors' scanners—came out with version 1.1 last fall [*see DIR 5/2/08*]. v2.0, which is due to hit the streets in September, also features some nice upgrades. These include support for database lookups, auto-import capabilities, and increased output options.

"The new lookup functionality supports any ODBC-compliant data source," said Robert Bijster, director of software products for Kodak Document Imaging. "These sources can be used to either populate or validate indexing information. Lookups can occur during the scanning or indexing stages, or right before the batch output. "

The auto-import feature addresses images being captured from sources like legacy software applications, MFPs, and network scanners. "Basically, it enables *Capture Pro* to address images coming from anything other than a scanner connected to a PC," said Bijster. "It enables *Capture Pro* to pick up images from a hot folder and stream them into a workflow."

Auto-import will be introduced as a standard feature on *Capture Pro* Class E licenses and up. Class E licenses represent approximately the lower-end of the mid-volume production scanner segment. Bijster indicated that, because auto-import can work without a scanner, it may be introduced as a standalone module in the future.

Kodak has also introduced an option for doing re-scans and page rotations at the end of a batch— rather than having users interrupt their scanning to perform these tasks.

With v2.0, Kodak is also offering more naming options and the ability to output multiple file types from *Capture Pro* at once. "Users choose their export destinations based on file type," said Bijster. "For example, they could set-up *Capture Pro* so that all PDFs go to their legal system, while all TIFFs are archived in a records management application."

http://www.documentimagingreport.com/CapturePro_2.1727.0.html

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CANON, IRIS, FROM PAGE 1

an industry partner like Canon," said De Muelenaere.

De Muelenaere and co-CEO Etienne Van de Kerckhove also sold approximately 60% of their shares to Canon. Both plan to stay on and De Muelenaere remains the largest individual shareholder in the company. "I.R.I.S. will remain independent," said De Muelenaere. "It's not our intention to become part of Canon. We will maintain our relationships with partners like **HP**, **Adobe**, and **Fujitsu**. At the same time, we are pleased to be in a position to develop more significant business with Canon."

For more information: http://www.irislink.com; http://tinyurl.com/DIRblogIRISCanon

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