

# Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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August 22, 2003

## THIS JUST IN!

### XEROX DEMOS JPM TECHNOLOGY

JPEG 2000, Part 6 is starting to make its way onto the scene. Although the ISO has yet to issue the final standard, pre-publication specs are available. German compression software developer **Algo Vision LuraTech**, which helped develop the standard, has even released a JPM toolkit for software developers. JPM is the file format produced by the document-imaging specific JPEG 2000, Part 6 standard.

**Xerox** researcher Jim Reid recently demonstrated some of his company's JPM technology at **The International Symposium on Optical Science and Technology** held in San Diego. "JPM changes the way users can view documents on the Web," Reid told *DIR*. "It enables different layout objects within a document to have different priorities for viewing. If you are only interested in one element of a complex document, you can download only the details of that part. You don't have to wait for the whole document to download."

JPEG 2000, Part 6 employs the concepts of segmenting and mixed raster content (MRC). This means that when a document is compressed, its elements can be separated and compressed differently. JPM files can encompass a number of compression formats, including JPEG 2000, Part 1, for graphics and JBIG2 for text.

"As businesses think about adopting color scanning, they need to think about the best file types to work with," said Rob Buckley, another Xerox researcher and co-editor of the JPEG 2000, Part 6 standard. "JPM's interactive viewing characteristics offer some interesting options for downstream workflow processes."

For more information: **Xerox Corporation**, Rochester, NY, e-mail: rbuckley@crt.xerox.com; jreid@crt.xerox.com. **DIR**

## Interwoven Grabs iManage

**WCM pioneer hopes addition of document management can reverse its sliding fortunes.**

They insist on calling it a merger. But really, it's an acquisition. In an attempt to put a halt to its sliding revenue and stabilize its business, **Interwoven** has acquired **iManage** for approximately \$133 million. The move brings together one of the fastest movers in the document management space over the past five years—iManage—with a leader in the rapidly regressing Web content management (WCM) space—Interwoven. Together, in 2002, the companies accounted for \$168.1 million in revenue.

"An acquisition implies that one of the two companies being combined is leading the charge," explained Chris Cummings, senior director of product marketing for Interwoven. "That brings about questions as to whether personnel and intellectual property from the acquired company will be retained. In this case, we want to retain as much of iManage's expertise as possible. When you say merger, it implies the joining of two entities, rather than one company just taking parts of the other."

Okay, but here are some facts that make the deal look like an acquisition:

- The name of the company going forward will be Interwoven
- Interwoven shareholders will own 67% of the combined company
- Five of the seven members of the board of directors will be from Interwoven
- Interwoven CEO and Chairman Martin Brauns will maintain his title, while iManage President and CEO Mahmood Panjwani will become Vice Chair
- The company's headquarters will be at Interwoven's Sunnyvale, CA office

All right, so the CFO of iManage will take over that role at Interwoven. And iManage's Culver City offices, which are being closed, are just 20 minutes from Interwoven. And the CTOs of the two companies will become joint CTOs when the deal closes later this year—early indications are for the first part of November. However,

the fact is, Interwoven needs iManage more than iManage needs Interwoven.

### **WCM No Longer Viable On Its Own**

Since peaking at more than \$60 million in the first quarter of 2001, Interwoven's quarterly revenue has been in a steady decline. It appears to have bottomed out during the first quarter of this year at \$25.6 million. For the second quarter, Interwoven actually reported a slight jump to \$26.1 million.

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**“There are several mid-range companies ... looking at this deal and thinking, ‘Will I ever get big enough to compete as the market contracts into a slogging race with low margins, and critical mass becoming more important?’”**

**Rory Staunton, Strategy Partners**

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In contrast, during the same time period, from the first quarter of 2001 to the second quarter of 2003, iManage has shown a 36% growth in revenue. For the quarter ended June 30, iManage reported record quarterly revenue of \$11.8 million.

The fact that iManage has been growing while Interwoven has been shrinking is evidence of a change in the attitude of businesses from the heady days of the Web boom. “Businesses that were once focused on putting up external, or public-facing, Web sites have turned inward,” explained Cummings. “They are now focused on enabling their employees with intranet capabilities. To do that, they are looking to leverage solutions like iManage’s applications in document management and collaboration.”

### **Combined Capabilities Mirror Documentum**

The merger appears to set up Interwoven with similar capabilities to **Documentum**—the one-time document management specialist that expanded into the WCM space in 2000. “Interwoven is very good at WCM,” Dave DeWalt, Documentum’s president and CEO, told *DIR*. “But recently, we were barely seeing them compete for larger, enterprise-type deals. They were finding it hard to compete against companies like us that offer a full suite of WCM, document management, digital asset management, and collaboration technologies.”

In June, Interwoven added digital asset management technology to its fold with the acquisition of **MediaBin**. Over the past few years, iManage had expanded into the collaboration market from its document management roots. “For ROI purposes, customers will still typically buy a solution to solve a single problem within their business,” said Cummings. “Now, however, Interwoven will be able to offer a much easier path to expansion.”

Rory Staunton, Managing Director, Research, at analyst and

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consulting firm **Strategy Partners International**, observed that the deal “marks the end of the WCM-era as a stand-alone, single-component offering. Interwoven was an early WCM mover that has been subsumed back into mainstream document/content management pack,” Staunton told *DIR*. “That only really leaves **Vignette** in the United States and **Tridion** in Europe as pure WCM players—the former still struggling and the latter making the best of a bad market.”

DeWalt remembered how the emergence of WCM vendors like Interwoven and Vignette initially caught Documentum flat-footed. “When the Internet first started becoming popular for business, there was an explosive emergence of specialists developing software to manage Web sites,” said DeWalt. “From a document management standpoint, it was kind of scary. We were running at \$40-50 million per quarter and suddenly WCM specialists like Interwoven and Vignette were shooting past us. I remember Vignette peaked at more than \$100 million per quarter.”

At the time, Documentum was developing its own

WCM technology to complement its legacy business. DeWalt explained to *DIR* how Documentum’s legacy technology has enabled it to continue growing, while Interwoven and Vignette have gone in reverse.

“When the Internet was first being utilized by business, there were a lot of requirements just to get Web sites up and running,” he said. “This is what drove the explosive growth of WCM. However, those initial WCM applications were only focused on managing HTML content. When businesses decided they wanted to make their Web content more dynamic, it was the WCM vendors who were caught flat-footed.

“Documentum spent 10 years developing its server technology to manage documents hundreds of thousands of pages long. This includes airplane manuals for **Boeing** and FDA submission forms for pharmaceutical manufacturers. In those applications, we manage each page separately.

“A Web page has a similar structure. It’s really hundreds of thousands of small pages that make up

### **iMANAGE CEO NO “SELL-OUT,” WILL REMAIN VICE CHAIR AND LARGE SHAREHOLDER**

**iManage** President and CEO Mahmood Panjwani insists he is not selling out. “I am going to be Vice Chair and remain involved with the operations of the combined company as long as I’m needed,” Panjwani told *DIR* on the eve of our deadline for this issue. “I plan on being involved with operations at least until next year. I will be actively involved speaking to analysts and press and attending trade shows. I will also be one of the largest internal shareholders of the new company. That is not selling out. Selling out is taking your cash and going off to Hawaii.”

Panjwani compared the merger of iManage with **Interwoven** to watching a child go off to college. “I feel like I brought up iManage from birth, through its early years and adolescence,” he said. “Now, it has graduated from high school, and I’m sending it off to college and trusting Martin Brauns to run it for me. All the while, I’ll be keeping a close eye on it as vice chairman.”

Panjwani added that he and Brauns hit it off almost immediately. He is

impressed with the way Brauns has turned Interwoven around. “[On a pro forma basis] last quarter, Interwoven’s loss from operations was down close to \$5 million,” Panjwani said. “I was watching very closely how Interwoven did in Q2, and Martin seemed to turn it around on a dime. Coming off a bad Q1, and a somewhat bad ’02, in Q2, Interwoven’s license revenue increased 10%, overall revenue increased, costs decreased, and losses narrowed. I really feel it is the right time to merge with them.”

Panjwani estimated that combining the companies will improve their overall bottom line by \$10-15 million per year due to elimination of duplicate expenses. “And that is not counting the revenue increase that the synergies will produce,” he said.



**Mahmood Panjwani,**  
President & CEO,  
iManage.

“Interwoven has a base of 1,250 mostly Global 2000-type customers that it will introduce our salespeople to. That will be like a mini-tornado for us.”

And the size of the combined company will help iManage win some deals it might not have had a chance to before. “It wasn’t happening that often, but we saw our competitors using our size against us,” Panjwani said. “They could plant doubts in the head of the CIO of a Fortune 500 company about doing business with a \$40-million per year vendor.”

Panjwani figures that with Interwoven, iManage is on even-standing with the likes of **Open Text** and **Documentum**. “Those are our main two competitors,” he asserted. “**FileNET** and others are not quite in the same league in terms of product vision and promise. The ECM market is going to explode over the next three to five years. There is going to be a lot of opportunity for good companies. Our goal, of course, is to be the gorilla in the ECM space.”

one big file. Our ability to apply rules and technologies like workflow, versioning, and virtual document controls across multiple servers, to manage complex Web pages, has helped separate us from some of the traditional WCM vendors.”

The drastic turnaround in the content management market is revealed in a comparison of Interwoven’s and Documentum’s revenue. In the first quarter of 2001, Interwoven’s revenue was more than 30% higher than Documentum’s \$45.8 million figure. Fast forward slightly more than three years and for the second quarter of 2003, Documentum’s revenue of \$68.2 million was more than 160% greater than Interwoven’s \$26.1 million figure. Even adding in iManage’s \$11.8 million in revenue last quarter still makes the new Interwoven 44% smaller than Documentum.

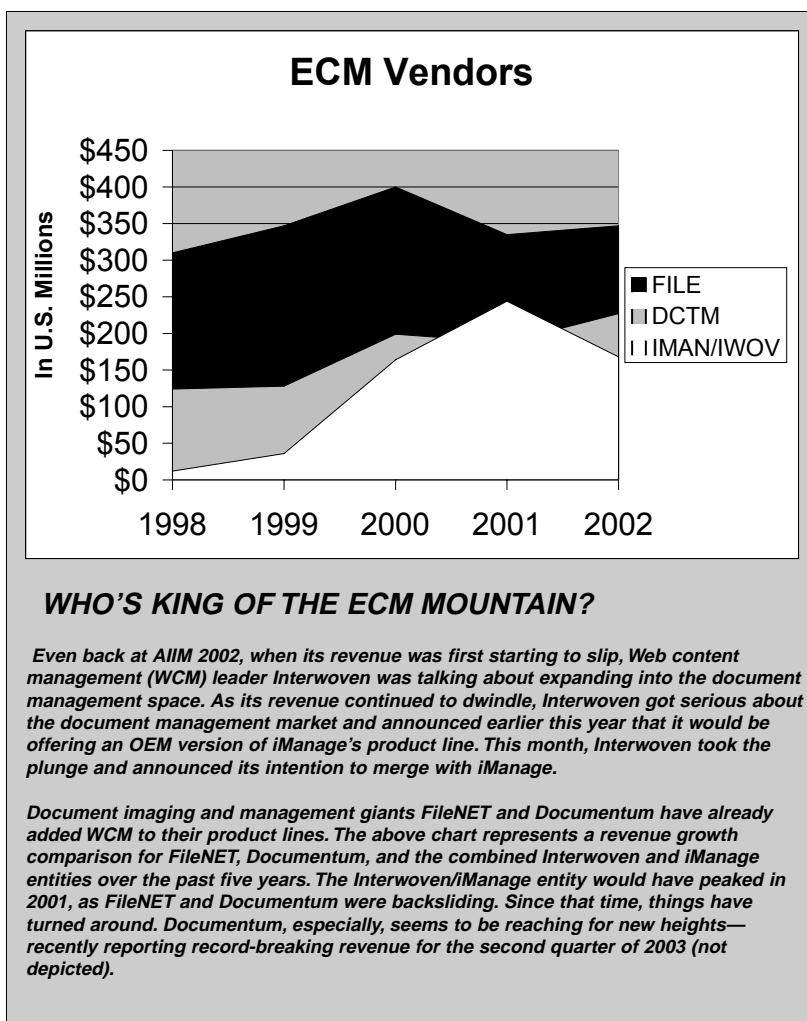
### Size Will Matter

“One larger company will be harder to crush for the likes of Documentum and **FileNET** than two smaller ones with clear holes in their armor,” observed Staunton. “There are several mid-range [content management] companies stuck around the \$20-50 million range. Their CEOs are looking at this deal and thinking, ‘Will I ever get big enough to compete as the market contracts into a sloggy race with low margins, and critical mass becoming more important?’”

Staunton added that iManage's size and lack of name recognition hindered its ability to compete in bids for major corporate accounts. "This deal also solves Interwoven's needs for a core document management product and install base," he added.

### OEM Exposes Early Cross-Selling Opportunities

Interwoven actually began marketing an OEM version of iManage’s technology earlier this year. Cummings said, because of typical sales cycles in the content management market, that agreement had yet to produce much in the way of monetary results. “The integration of the two products was announced at the very end of the first quarter,” he said. “So, it’s been on the market less than six months. We can say we’ve built a considerable pipeline for the technology and have announced one joint customer. Most of the traction has come in



the financial services and high-tech manufacturing arenas.”

In its short life, those have been two of Interwoven's primary markets, along with general manufacturing and a government practice that is just emerging. iManage, which began life marketing its products almost exclusively to the legal services industry, has recently expanded into the government and financial services sectors as well. “More than half of our install base is still in legal services,” said Dan Carmel, VP of marketing at iManage. “As we’ve attempted to broaden our footprint, legal services has settled in as 50% and 60% of our sales on a quarterly basis. By the end of this year, legal services should make up less than half our customer base.”

Carmel added that there is plenty of opportunity for iManage to market Interwoven’s technology to its install base of more than 1,300 customers. “For years, our technology has been used by organizations as the de facto standard for intranet configuration and collaboration,” he told *DIR*. “Interwoven’s technology expedites our ability to take appropriate internal documents and processes and share them with external parties.”

## **iManage Investors Cash Out**

The real driver in the deal for iManage, however, may be cash. For each share of their stock, iManage shareholders will receive \$1.20 in cash. With approximately 27.5 million common shares outstanding, the cash portion of the deal is worth \$33 million. In its latest quarterly report, iManage reported just over \$40 million in cash and short-term investments on its balance sheet. iManage's major shareholders should be able to get out with a decent sum of money without putting a dent in Interwoven's balance sheet.

In iManage, Interwoven will be taking over a business that showed a net loss of \$100,000 in its latest quarter. This is significant because iManage ran up more than \$40 million in losses from 2000 to 2002. This type of performance improvement was probably necessary to make the company attractive to potential buyers.

In contrast, Interwoven reported a net loss from operations of \$8 million last quarter. Believe it or not, this actually appeared to be a step in the right direction following two years in which the company's combined operating losses, (including unusual expenses) totaled \$290 million. Not to worry, though, Interwoven still has more than \$160 million in cash and short-term investments on its balance sheet and is forecasting profitability for the fourth quarter. This forecast was announced before the merger and recently confirmed by Brauns and Panjwani.

"This deal will help stabilize Interwoven as it ends its dot-com days without making profits," said Staunton. "The result will be a company that needs to re-establish its corporate credentials as safe to buy from, and that needs better marketing to go with a relatively clean set of products."

## **Document Management Now Driving The Content Train**

Yes, the flash of the dot-com era is well behind us, and it's time to get down to serious business. The real strength of the Internet is being slowly realized as a wide area network for sharing information. And to effectively share information means you have to manage it. The fact that 80% of a business' information is typically stored outside of databases is creating a tremendous opportunity for document management vendors who want to move into the ECM space.

"We think we have found a really sweet market managing unstructured content," concluded Documentum's DeWalt. "We are seeing a desire of businesses to take everything they can't put in a database—documents, Web information, video, sound, e-mail, and records of every variety—and put it in a repository they can manage. Companies like Documentum and FileNET are already offering these types of capabilities. Interwoven and iManage had to merge to catch up."

For more information: **Interwoven**, Sunnyvale, CA, PH (408) 774-2000, [www.interwoven.com](http://www.interwoven.com); **iManage**, Culver City, CA, PH (650) 577-6500, [www.imanage.com](http://www.imanage.com); **Documentum**, Pleasanton, CA, PH (925) 600-6800; **Strategy Partners**, Datchet, England, PH: +44 1753-592787, e-mail: [Rory.Staunton@strategy-partners.com](mailto:Rory.Staunton@strategy-partners.com). ■■

## **eROOM ACQUISITION DRIVING GROWTH**

Yes, **Documentum** generated some negative press recently when it missed its second-quarter revenue estimates by \$4-5 million. But the fact remains, Documentum's second-quarter revenue of \$68 million represented an increase of 26% over revenue for the second quarter of 2002. This compares to a 23% growth for **iManage** and negative growth of 21% and 1% for Interwoven and **FileNET**, respectively.

The bulk of Documentum's growth seems to have been driven by the successful integration of **eRoom's** collaborative product line into the company's business model. Documentum acquired eRoom in the fourth quarter of last year for approximately \$120 million in cash and stock. At the time, Documentum expected the acquisition to add \$9-9.5 million to its revenue on a quarterly basis. This would account for the vast majority of the \$10.1 million in growth Documentum reported for its latest quarter.



**Dave DeWalt,**  
president & CEO,  
Documentum.

The most impressive element of the assimilation of eRoom has been that Documentum's bottom line has actually improved since the acquisition. One source of financial information had indicated that eRoom lost \$7.6 million in 2001. However, for the second quarter of 2003, Documentum reported a pro forma net income of \$3.6 million, compared to a net income of just \$.5 million in 2002.

The eRoom acquisition has had the side benefit of helping Documentum move downstream into smaller opportunities. "A collaborative tool has an average selling price of \$75,000-100,000, while an ECM installation averages well over \$200,000," Documentum President and CEO Dave DeWalt, told *DIR*. "As a result, eRoom has helped us more than double the number of transactions we are averaging per quarter. With eRoom, we've been able to get into a number of smaller opportunities where we are now hoping to upsell our enterprise suite."

## Web Services Help CA City Expand Imaging Application

Web services are a hot topic. Their ability to integrate diverse applications is particularly attractive to document imaging vendors. An effective Web services platform should simplify the image-enablement of any line-of-business application. Such seems to be the case for the **City of Claremont, CA**.

Claremont originally installed **LaserFiche's** *WebLink* document imaging Web module to allow all its city employees to search and retrieve documents from its LaserFiche document imaging repository. Claremont started scanning general city documents into a LaserFiche repository in 1995. In 1998, Claremont expanded its imaging system to include police records. Recently, Claremont has leveraged *WebLink* to connect its imaged documents with applications they support.

"Before we started imaging police reports, getting your hands on them was a time-consuming ordeal," explained Steve Senkle, Claremont's Information Systems Manager and a former police officer. "There'd be a long line in the records department—usually stretching out the door," he said. "It would take considerable time to pull and copy original reports. Then, if you had to fax a 90-page document, it would take an eternity."

To further expedite report retrieval, Senkle came up with the idea of integrating the LaserFiche system with Claremont's police records management system. "Our records management system doesn't include the complete text of police reports," said Senkle. "I wanted to set up a one-stop shop for officers to retrieve all the information they needed."

Senkle soon discovered the integration was going to be easier than he expected. "Because both the LaserFiche system and records management systems were running on Web Services platforms, they were fairly simple to connect," said Senkle. "There was no coding involved. It was just a matter of patching the right URL calls. Now, by clicking on the hyperlinks we've created, users can access imaged police records from the records management system."

Senkle recently completed a second integration of the LaserFiche repository with another Web-services-based police application. "The police department recently implemented a GIS mapping system that allows them to analyze crime and traffic patterns," Senkle told *DIR*. "I asked the vendor of

the GIS system about integrating with our LaserFiche system, and it took him about 10 minutes to make the connection.

"Now when the police department is plotting out crimes in a certain area, in a certain time period, and looking at icons on a map, they can click on those icons and get a hyperlink that will take them to the related reports."

Claremont has also leveraged LaserFiche's *WebLink* to make its building permits available on-line to citizens. "Document imaging has become a big piece of our citywide network," said Senkle. "And *WebLink* has definitely made it easier to deploy."

For more information: **LaserFiche**, Long Beach, CA, PH (562) 988-1688; **City of Claremont**, Claremont, CA, PH (909) 399-5462. ■■

## Cardiff Continues To Report E-Forms Success

At **AIIM 2003**, **Cardiff** President and CEO Dennis Clerke told *DIR* that his company was on-track for \$5 million worth of *LiquidOffice* sales in 2003. In addition to this, Cardiff recently announced that in the three months following **AIIM** (which was held in April), the company experienced a substantial increase in *LiquidOffice* sales across a variety of markets. *LiquidOffice* is the e-forms solution the paper forms processing specialist introduced in 2001 [see *DIR* 4/6/01].

"Our *LiquidOffice* sales are up significantly, both in terms of number of customers and in the size of the installations," acknowledged Mark Seamans, CTO of Cardiff. "In some cases, this is due to users having recently completed successful pilots or small proof-of-concept installations and going forward with larger applications."

Seamans credits Cardiff's growth rate, in comparison to some of its e-forms competitors, to its infrastructure-focused offering. "Many of our customers have several hundred forms they want to make available on-line," Seamans told *DIR*. "Once they accomplish that, they begin focusing on the workflow requirements surrounding those forms. When we've seen our competitors try to tackle workflow requirements at the same time as e-forms installations, things will often stall after only a couple of forms are put on-line."

Healthcare and government were two of the markets that showed the most demand for *LiquidOffice* during the recent months. Cardiff has

also developed a niche business selling grant application solutions to the education market. "E-government initiatives, of course, are driving that sector," said Seamans. "HIPAA-compliance concerns are driving health care installations. The grant systems are typically being installed for one type of form, with a view to expansion in the future."

At a run-rate of \$5 million, *LiquidOffice* is on pace to make up approximately 17% of Cardiff's revenue in 2003. At AIIM, Clerke acknowledged that while the company's forms processing business was not showing near the growth rate of the e-forms business, it still was a good source of profits. Also at AIIM, Cardiff announced plans for a distributed image capture application known as *LiquidCapture* that is due to be released in September.

"We have a new release of our *Teleform* paper forms processing software coming out too," said Seamans. "Coupled with the release of *LiquidCapture*, people will see our strong commitment to the paper market. One key to our corporate strategy is to leverage the connection between paper and digital forms. If there is a paper element to an e-forms application, we think our being a paper specialist for years gives us an advantage over the other e-forms players." **[FileNET, which acquired e-forms vendor Shana earlier this year, might be an exception.]**

According to Seamans, Cardiff has approximately 1,000 installations of the *PDF+Forms* product line the company offered prior to *LiquidOffice*. "*PDF+Forms* was an option for businesses that wanted to take the same forms they were processing with *Teleform* and put them on-line," he said. "This enabled them to start the migration towards e-forms. Most *Teleform* applications process several hundreds or thousands of paper forms per day. A business won't invest in a forms processing solution unless it has a significant volume of paper forms. In most of those cases, all that paper is never going to be completely converted to e-forms. As a result, the market for *Teleform* will always be there."

Seamans added that there is even a paper element to many e-forms applications. "I was just visiting a customer in northern California that provides assistance," he said. "People come in and fill out Web forms. Then, to prove they qualify, they have to submit a paycheck stub that is scanned and attached to the e-form."


Cardiff currently supports attachments to its *LiquidOffice* files. "We have even done an integration with **Xerox** digital copiers through which they can be used to scan directly into *LiquidOffice* folders," he said.

This is the type of application in which Cardiff views *LiquidCapture* as connecting with *LiquidOffice*. Seamans also sees a connection in applications where paper forms need to pass through the same workflow as e-forms. "A grant form, for example, may need to be signed-off by several parties," he said. "*LiquidOffice* can manage approval and comments electronically. *LiquidCapture* could be used to kick-off this same workflow for grant forms submitted on paper."

According to Seamans, Cardiff built *LiquidCapture* with an input-to-process mentality. "Most document capture applications are built around the input-to-archive mentality," he said. "We think users gain more benefit by digitizing their documents further upstream. Our mentality is probably related to our history as a data capture, and not an image capture, vendor."

This upstream capture mantra promises to be one of the key drivers of the distributed capture revolution expected to sweep over our industry in the next few years. In addition to positioning itself well to take advantage of that revolution, Cardiff seems to be enjoying success as part of the e-forms revolution.

As we said after AIIM, with the market for automatically capturing data from structured forms rapidly progressing towards commodity status, traditional forms processing vendors have had to branch into new markets to grow their revenue and margins. Vendors like **AnyDoc**, **Top Image Systems**, **Captiva**, and **ReadSoft** have embraced unstructured forms. Others, like **RRI** and **dakota**, have chosen vertical specialties. Cardiff, meanwhile, is pursuing the e-forms and distributed capture space. It seems there is life after (or in addition to) traditional forms processing. We are looking forward to continuing our coverage of the successful evolutions of companies that started in that space.

For more information: **Cardiff Software**, Vista, CA, PH (760) 936-4500, [www.cardiff.com](http://www.cardiff.com). 

## Electronic Time Stamp Ensures Image Integrity

We've all messed around with photo-editing programs. I mean, isn't it cool to take your head and put it on Arnold Schwarzenegger's or Britney Spears' body. Well, how do you ensure people aren't doing similar tricks with imaged documents? I'm not talking about making funny jokes out of them. I'm talking about playing with the information on a document after it's been scanned. After all, a slight adjustment to the numbers on a contract could

make quite a difference at some point in the future.

Sure, once an image enters a secure document imaging repository, it may be safe. But what about during the imaging process? "In most imaging applications, scanning and image processing are separate steps," observed Jan Wendenburg, president and CEO of **AuthentiDate International, AG**. "After an image is scanned, there is a step where the brightness is adjusted, the image is cropped and deskewed, and OCR is often applied."

AuthentiDate has a product designed to ensure a document is not changed during this image processing step—either on purpose or through an accident. "The scanning operator basically notarizes the image with a stamp that says that the image matches the paper document," Wendenburg told *DIR*. "It's a permanent stamp that includes information on who scanned the document and when it was scanned."

AuthentiDate International is a developer of patent-pending technology designed to ensure the integrity of digital data. It is a subsidiary of the **AuthentiDate Holding Corp.**, which is traded on the NASDAQ under the symbol ADAT. AuthentiDate is also the parent of U.S.-based document imaging software developer **DocSTAR**.

So far, AuthentiDate's time stamp tools have seen most of their success in Europe. German imaging service bureau and systems integrator **Mikromatic** recently agreed to license the technology. Mikromatic will deploy AuthentiDate Signature Components with its TIFFCapture imaging software.


AuthentiDate typically licenses its software through a recurring license fee that includes updates and maintenance. Pricing is based on volume of documents being processed.

"The European signature laws are slightly more advanced," said Wendenburg. "And, so far, most of our product development and maintenance for Signature Components has been done in Europe. We are starting to look into transferring some of our knowledge to the United States."

According to Wendenburg, AuthentiDate has already integrated its signature technology with capture systems from seven different vendors including **DICOM/Kofax** and **Océ**. "We also have an agreement with an organization that represents 365 German health insurance corporations, which is about 25% of the market," he said.

AuthentiDate recently signed a separate deal with Germany's third largest health insurance company. Previously, according to German law, these organizations were forced to keep paper copies of every document they scanned.

"We also have installations in the financial services and utilities market, as well as the German federal government," said Wendenburg. "In addition to integrating with scanning technology, we integrate with back-end document management systems and can ensure the integrity of all types of archived data."

For more information: **AuthentiDate International**, Dusseldorf, Germany, [www.authentidate.de](http://www.authentidate.de), e-mail: [jan.wendenburg@authentidate.de](mailto:jan.wendenburg@authentidate.de). 

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