

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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August 6, 2004

THIS JUST IN!

FRONT OFFICE IMAGING NOT NEW TO JETSOFT

Jetsoft Development Company did front office document scanning before it was cool. Jetsoft, which has been developing imaging applications since 1991, recently released version 7.5 of its *Art-Copy* capture application. Priced at \$69.95 per seat, *Art-Copy* is designed to be an inexpensive way to enable batch scanning from consumer and workgroup scanners with ADFs.

"Most capture vendors are working their way downstream," said Glen Wernersbach, president and CTO of Jetsoft. "We started supporting **HP** scanners and have moved up to the **Fujitsu** models. Our niche is corporations that have a variety of low-end scanners and want to create a standard, simple interface for batch scanning."

The newest feature in *Art-Copy* 7.5 is the ability to create duplex images in a batch mode using simplex scanners. "The price difference between simplex and duplex scanners can be substantial," said Wernersbach. "With *Art-Copy*, as long as users keep their documents in the same order, they can run a batch through once to scan the front side, then once to scan the back side. *Art-Copy* automatically puts the two sides together in a single document and outputs them as PDF or TIFF images."

As front-office scanning becomes more mainstream, Wernersbach is looking to leverage both his experience as a custom system developer and with *Art-Copy* to create an enterprise capture platform. "We are planning an enterprise edition that will include direct links to some ECM applications," he told *DIR*.

For more information: **Jetsoft Development Company**, Cincinnati, OH, PH (513) 528-6660, <http://www.jetsoftdev.com>.

DocuPen: Breakthrough in Mobile Document Imaging

For the past couple years, we've been covering the gradual transition of document imaging from strictly a back-office operation to a process becoming more widely accepted in the front office and general work space. Well, how about taking it one step further and moving document imaging from the front-office to the road? Canadian scanner vendor **Planon** recently introduced a portable scanner designed to help users do just that.

The DocuPen is unlike any other portable document scanner we have ever seen. First, it doesn't need to be plugged in to scan. Second, although its name indicates otherwise, it does not work like a conventional pen scanner. Instead of highlighting text left-to-right, line-by-line, the DocuPen is laid flat across a page and rolled. In this manner it can capture the image of an 8.5 x 11-inch document in less than five seconds.

Ironically, prior to the introduction of the DocuPen, Planon specialized in large format scanners for engineering drawings. "We saw a need for a product for people that wanted to capture documents on the go," Doug Verkaik, CEO of Planon, told *DIR*. "We felt there were limitations to the other portable document scanning products. We had to overcome some technical difficulties, like creating enough power so we'd have enough light to do scanning. We spent three years in development and feel we were able to come up with a very good product."

The DocuPen was released last Sept. in Canada and had its U.S. launch in January. Because the DocuPen is so easy to ship and operate, Planon has been able to get it reviewed by media giants such as **NBC**, **ABC News**, and the *New York Times*. "Initially, we launched the product into the general public and thought we'd see what kind of response we got," said Verkaik. "So far, we're doing fabulous and sales have been increasing every month."

The initial version of the DocuPen, which *DIR*



By laying a DocuPen across a page and rolling it, users can capture a document image in less than five seconds. Because it does not have to be plugged in to scan and weighs only two ounces, the DocuPen is very portable.

received, is powered by four 1.55v silver oxide coin cell batteries, which come with the DocuPen. A button in the center of the top of the scanner activates it in regular (100 dpi) or fine (200 dpi) mode. To save on power, the scanner will turn off in a few seconds if the user does not immediately begin scanning.

Three rollers sit on the bottom of the scanner. They rotate as you move the scanner across a page. A light indicates if you are rolling it at a proper speed and consistency to capture a good image. If the scan goes bad, starting over is recommended. It should take approximately four seconds to scan an 8.5 x 11-inch page in normal mode and eight seconds in fine mode.

It took us three or four tries before we were consistently capturing quality scans. Verkaik indicated this is normal. "It's more luck of the draw if you capture a good image on your first try," he said. "But once you figure it out, you can just go off with it."

The scanner has enough memory to hold approximately 100 regular mode images and 50 fine images—although this number drops for graphically intense material. The DocuPen includes TWAIN and WIA drivers and the images can be downloaded to any TWAIN or WIA-compliant application by plugging the DocuPen into a computer's USB port. The DocuPen's drivers, of course, must be loaded onto the computer first.

We found the 200 dpi images very acceptable and even applied OCR fairly successfully to them. They are bi-tonal images and not for publishing, but Verkaik stressed the DocuPen is only meant for note taking or reference imaging.

Two drawbacks we found were the relatively short battery life of 200 low-resolution and 100 high-resolution scans and some inconsistency in character size. According to Verkaik, both these issues will be addressed in a new version of the DocuPen, which will be announced this month.

"Replacing coin batteries can get fairly expensive," said Verkaik. [DocuPen offers batteries on its Web site for \$1.39 each, but retail prices can run considerably more.] "So, we've included a rechargeable battery with our new model. It will recharge every time you plug into a USB port, which means

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it should be ready by the time you finish downloading your images. We've also made a minor change in our optics, which should correct some of the problems with varying character sizes."

Finally, Planon has added a fourth roller, designed to improve the balance of the apparatus and make it easier to capture quality scans. "The new unit will look almost exactly the same as the current one," said Verkaik. "Only by putting them side by side will you be able to tell the new one is slightly larger on the bottom."

Weighing just two ounces with a length of eight inches and a circumference of approximately two inches at its widest point, the DocuPen is very portable, especially in its leather carrying case. It also seems fairly sturdy. "We haven't come up with a duty cycle, but with normal use, I don't see why it would wear out before the technology becomes obsolete," said Verkaik. "Less than 1% of the DocuPens shipped so far have been returned for technical issues. This provides some indication that they hold up pretty well to everyday use."

The DocuPen retails for \$199. "When we introduce the new version, we will drop the current version to \$159," said Verkaik. "Both will be available, but we expect most people to buy the new version because of the rechargeable battery."

The DocuPen is currently for sale at some retail outlets such as **CompUSA**, as well as several e-tail sites. "We have started talking with some vertically specialized organizations in markets like genealogy and real estate," said Verkaik. "Genealogists have to capture historical documents they find at various locations, as well as pages from bound books. Real estate agents often need to capture items like surveys and tax bills that are kept in people's homes."

Verkaik added that Planon recently received a large order from the Nebraska state police who are going to use DocuPens to capture documents carried by truckers, such as logs and licenses. "We've been talking to university book stores about selling DocuPens to students," said Verkaik. "Really, anyone who wants to copy documents while away from their computer is a candidate. Lawyers, insurance agents, bankers, and clinical researchers are all possibilities. As compliance with regulations becomes more important, we see the DocuPen as potentially being integrated with ECM applications. In addition to capturing documents for storage, we see capture for e-mail as a potential application."

For more information: **Planon**, Mississauga, ON, PH (905) 507-3926, <http://www.docupen.com>. ■■

Financial Applications Giant Enters Imaging Market

The financial services market has always been a leading vertical in the adoption of imaging technologies. With Check 21 legislation going into effect this fall setting federal guidelines for the exchange of check images, that adoption is expected to accelerate even further. And financial services software application vendors like **John Harland** are looking to cash in.

John Harland Financial Solutions, a subsidiary of John H. Harland Company, recently acquired the check and document imaging business of **Mitek Systems**. Mitek is an image-based recognition technology specialist that in recent years had expanded into the image storage and retrieval business, focusing on small and community banks. Harland views Mitek's applications in this area as very complementary to its existing product line.

This line includes core processing software for community banks and credit unions, loan and mortgage origination and servicing applications, and teller software. "We have several best-in-class applications we can offer as standalone products or part of an integrated package," said Bill Zayas, senior VP and general manager of the bank core systems group at Harland Financial Solutions. "Although we have partnered with several third-party imaging vendors, we viewed this area as a gap in our product line. As Check 21 goes into effect, we really expect our customers' demand for imaging technology to increase."

Harland acquired exclusive rights to Mitek's *CheckQuest* and *CaptureQuest* applications. It also picked up support of the customer base of some 70 installations at 50 institutions. Harland hired approximately 20 Mitek employees focused on the development and sales of these products. According to Zayas, Harland will maintain staff in both San Diego, the site of Mitek's headquarters, and Birmingham, AL, where Mitek had a satellite office.

"We just had too many lines of business for a company our size," explained Murali Narayanan, VP of marketing and development for Mitek. "We now want to focus on our core competency of recognition. We think we can leverage our technology in a market being affected by Check 21. We want to fine-tune it in the areas of signature and fraud recognition, as well as do some work in check image quality control."

Terms of the deal were not announced. Narayanan estimated that after the sale Mitek would be on track

for about \$7 million in revenue in its fiscal 2004, after reporting \$11.6 million in sales in 2003. However, it's worth noting that through the first six months of 2004, Mitek's sales were already down 46%.

"We believe *CheckQuest* and *CaptureQuest* can be leading products, but for a number of reasons, including the size of Mitek, were not able to make further penetration into the market," said Zayas. "We will continue to leverage the Mitek sales staff to sell the products on a standalone basis. Of course, we will also offer them to our existing customer base."

According to Zayas, Harland Financial Solutions applications touch about 6,000 financial institutions, including about 400 who use its core processing software. Core processing represents the central accounting system at a bank. Zayas cited **Fiserv** and **Jack Henry** as Harland's primary competitors in this area. Each already offers document and check imaging solutions. Fiserv, in fact, is the largest reseller for imaging specialist **Hyland Software** [see *DIR* 6/6/04].

Zayas added that Harland will continue to work with third party imaging vendors.


In addition to *CheckQuest* and *CaptureQuest*, Harland has licensed Mitek's image capture and recognition technology to use with those applications. "We are looking to leverage Mitek's technology in additional products at Harland as well," said Zayas. "We've already licensed Mitek's *Doctus*' data capture technology to help us create a paper capture application to complement our loan origination and servicing application. We are also looking at integrating image capture with our teller software."

Zayas added that Harland will consider leveraging Mitek's technology in its Scantron division. Scantron, which specializes in OMR-based test scoring, also has a healthy data capture business. It is one of the leading resellers of **Verity's Teleform** forms processing product.

It's interesting to note that Mitek recently announced that former Cardiff VP of worldwide channel sales Emmanuel de Boucaud has joined the company as its new VP of sales. At Cardiff, de Boucaud was responsible for the company's relationship with Scantron. de Boucaud's hiring came shortly after Mitek hired former Cardiff product manager Emily Deere as its director of engineering. Both Deere and de Boucaud left Cardiff following its acquisition by Verity earlier this year [see *DIR* 2/20/04]. Like Mitek, Cardiff was also based

in San Diego.

Mark Seamans, the former CTO of Cardiff, and current senior VP of research and development at Verity, said the company's relationship with Scantron remains strong. "While it's always interesting to think about going with a new technology, the reality is there is so much in place, in terms of sales staff and professional services training, it's very difficult to switch," Seamans told *DIR*. "Scantron has a huge base of high-volume, production sites running Cardiff software that it can reference. If anything does happen with Scantron, I imagine it would be years away."

For more information: **Harland Financial Solutions**, Lake Mary, FL, PH (800) 778-5667, <http://www.harlandfinancialsolutions.com>. 

Patent Protects Revolutionary Screen-Scraping Technique

Billion-dollar Cleveland-based systems integrator **Agilysys** was recently awarded a patent related to document imaging. However, unlike a couple submarine patents we've written about recently, this one seems to be protecting a development that is truly innovative. The Agilysys patent protects an auto-indexing method related to screen-scraping through a Windows client.

Patent number 6,718,334 is entitled "Computer Implemented Document and Image Management System." The patented technology basically involves capturing indexing values for document images from the data stream used to refresh the GUI interface of a Windows client.

"Screen scraping is a good way to categorize the technology," explained Bob Jones, director of document management solutions for Agilysys. "What's unique is that because our application runs on a Windows client, it can use any value that comes onto that client regardless of the platform running the application to generate that value. This means we can image-enable mainframe-based, Web-based, and server-based applications without writing a single line of code."

Jones gave us an example of how this works within Agilysys' *R-File Manager* document imaging application. "We could split the screen and run an ERP application on the left and *R-File Manager* on the right. A user would import the image of an invoice from a scanner, a capture queue, or an e-mail. He could then key-enter the appropriate data from the invoice into the ERP application, hit a hot

key, and the image would be automatically indexed."

The indexing values could include information like company name and P.O. number that might already be in the ERP system. "It takes only a few minutes to pre-configure *R-File Manager* to know where to look on the ERP screen for specific indexing fields," said Jones. "While values in these fields will change for each invoice, their coordinates shouldn't. Hitting the hot key directs *R-File Manager* to the appropriate coordinates to find the image indexing information."

Because it works off the GUI, when the location of a value changes, *R-File Manager* is easier to reconfigure than applications that automatically capture indexing information through API connections. "R-F File can also be configured to run with multiple applications within an organization, as long as they are using a Windows client," said Jones.

R-File Manager can also be set up to enable image retrieval by clicking on the appropriate fields on the ERP screen. *R-F File Manager* is part of a complete imaging suite that Agilysys picked up in February as part of its acquisition of **InterAmerican Data (IAD)**. Based in Lawrenceville, GA, IAD was a \$40 million company that specialized in software for property and inventory management in hotels, casinos, resorts, and the hospitality industry.

IAD sold its document imaging suite both in conjunction with its core business and as a standalone product line. Its customers include large casinos such as **Caesar's Tahoe** and the **Venetian Resort Hotel Casino** in Las Vegas, as well as **Amway**, **CheckFree**, and **Genuine Parts Company**, the parent of **NAPA**. "Overall, we have about 200 customers," said Jones. "Prior to 1997, we focused on image-enabling IBM AS400 applications, but when IAD acquired the imaging technology in 1997, it transitioned it to multiple platforms."

According to Jones, an *R-File Manager* imaging application starts at \$50,000 for a 25-user system. "One of the competitive advantages we have is being able to show up 20 minutes prior to a presentation, load our application, and establish a link to the prospect's business application," said Jones. "Historically, we have had a lot of success replacing existing applications that were either too hard to work with or couldn't scale. About 40% of our sales have been replacements. At Genuine Parts, for example, we replaced an **IBM Content Manager** application. At Amway, we did a ViewStar replacement."

Jones is looking forward to working with Agilysys

to increase the marketing muscle behind *R-File Manager*. "Prior to the acquisition, we did not have the financial strength to really promote our product nationwide or worldwide," said Jones. "The patent is mainly to protect our competitive advantage and to prevent companies like **FileNET** or **Documentum** from incorporating similar technology in their applications."

For more information: **Agilysys**, Hospitality Solutions Group, Lawrenceville, GA, PH (770) 962-6425, <http://www.agilysys.com>. **DIR**

TeleForm Becomes More Enterprise Friendly

A good search engine has to be well integrated with an enterprise infrastructure. How else could it look through a business' entire storehouse of information and deliver the appropriate results in a few seconds? As the leading player in the corporate search market, **Verity** has clearly mastered this trick. It is now attempting to parlay this strength into its Content Capture and Process Automation product line.

Content Capture and Process Automation represents the product line acquired with **Cardiff** earlier this year [see *DIR* 2/20/04]. This week, Verity announced *TeleForm 9.0*—the latest version of the forms processing application which was historically Cardiff's bread and butter. Highlights of the new release include support of SQL Server 2000 as the underlying database, improved support for **Microsoft** LDAP security controls, support for Microsoft VBA scripting, and improved recognition. "We are trying to make *TeleForm* a standard piece of our customers' infrastructure by integrating with other standardized pieces," said Mark Seamans, senior VP of research and development for Verity.

According to Seamans, most of the enhancements were already in development before Verity acquired Cardiff. "We were heading towards creating more of an enterprise-level solution even before the acquisition—that's why it was such a good fit," said Seamans. "The only changes made after the deal involved some rebranding and adding a couple of APIs that will give us flexibility down the road to leverage some of Verity's advanced information extraction technology."

Does this mean Cardiff is heading into the area of processing semi- and unstructured forms—a market segment it had eschewed in the past in favor of an e-forms strategy? "With version 9.0, we've introduced capabilities that enable operators to band data from a field and pull it out," said

Seamans. "This can be useful for grabbing data off forms like invoices where the location varies from form to form.

"This is our first step towards processing variable forms. While we have not historically competed in that market, we have reseller partners who have built variable forms technology into our platform and gone aggressively after invoice and EOB applications. With this release, we've made some changes under the hood that will make it easier to plug in semi-structured forms processing technology. It's a natural evolution of what our customers want to do with *TeleForm* as they deploy it at the corporate level. You will see us get more involved in this area going forward."

Channel Plays Important Role in Verity's Plans

Version 9.0 represents *TeleForm*'s first major release in more than two years. Seamans said this is in line with customer feedback he has received by users who do not want to be hit with upgrade fees every few months. Version 8 also featured two point releases and last year Cardiff introduced a Web-based capture component for *TeleForm* [see *DIR* 5/9/03].

In addition to new features, Verity is trying out a new licensing model with *TeleForm* 9.0. "We are offering to license it for 3-4 year terms, which includes upgrades," said Seamans. "This will be less expensive than buying a perpetual license, which is how we've traditionally sold the product. However, the term license has an expiration date."

We asked Seamans if this new pricing model represented a move to phase out the reseller channel, which was historically one of Cardiff's strength. "Absolutely not," he said. "We are making the same model available to our resellers."

VERITY MAINTAINS SAN DIEGO OFFICE

Although **Verity's** corporate team has taken over the marketing of *TeleForm*, which has resulted in the departure of several former **Cardiff** employees, product development continues to take place in San Diego, where Cardiff was headquartered. Although he travels to Verity's Sunnyvale headquarters often, Mark Seamans, Cardiff's former CTO, who is now Verity's senior VP of research and development, still calls San Diego his home base. "We plan to continue our San Diego development operations long-term," Seamans told *DIR*. "We've even started to do some quality assurance and other development related to our search products in San Diego. San Diego definitely has a cost-advantage over Sunnyvale when hiring engineers and programmers."

"One of the things that attracted Verity to Cardiff in the first place was its channel. As anyone who has tried to build one will tell you, a reseller channel does not pop up overnight. Historically, resellers contributed a significant portion of Cardiff's revenue, and Verity plans to continue to support that channel."

For more information: **Verity** San Diego, PH (760) 936-4500, <http://www.verity.com>. **DIR**

Silas Exploring OEM Possibilities

As a former CTO, **Silas Technologies** President and COO Rob Strickland recognizes the importance of application monitoring. "Application monitoring is not a new technology," Strickland told *DIR*. "I was using it 15 years ago when working for a telephone and cable company. However, I believe Silas has a potentially disruptive application in this area. Our monitoring technology can be integrated much less expensively with specific applications like ECM than competing horizontal products."

Last fall Strickland put his money where his mouth is and was part of an investment group that purchased Silas from financial services giant **Wachovia**. We first featured Silas back in the summer of 2002, when the company was being run as a Wachovia subsidiary [see *DIR* 8/16/02]. The Silas team, led by CTO Brian DeWyer, had leveraged its experience with high-end document imaging systems to develop *Reveille*—Silas' flagship application monitoring platform.

Silas boasts approximately 40 *Reveille* installations including big name customers like **Blue Cross Blue Shield of South Carolina**, **Sara Lee Corp.** and **Food Lion**. "Wachovia did a great job getting Silas into some high-end customer sites," said Strickland. "Now we are working on marketing the application as an embedded OEM component of other applications."

Strickland cited document image capture vendor **Captiva** as a potential OEM partner. Strickland said that more than 15 of Silas' current installations involve Captiva. "Captiva has a very elegant solution made up of various component parts," he said. "We provide a way to ensure that all those parts are working well together. We think we can improve our value proposition even more by doing an OEM-level of integration."

"People are still learning what application monitoring is all about and often think of it as an expensive horizontal installation. With some care

and feeding, we think we can make it an important component in more vertical applications."

Reveille basically runs simulated events. "In a capture application, we can monitor the speed with which batches are processed, if the batches are being exported correctly, the number of exceptions, and how they are being handled," said Strickland. "We have one large financial services customer that uses *Reveille* for both its capture and archiving systems for loan documents. If someone wants to pull up an image of a loan document and won't be able to do it in a timely fashion, we can diagnose that before it happens."

"Unlike most application monitoring products, *Reveille* doesn't require an agent to perform testing," added DeWyer. "This means it can be run while the application is live."

In addition to Captiva, Silas has performed integration with **IBM's Content Manager** as well as **Documentum's** ECM platform. "As document management evolves into ECM and is charged with managing more types of data, it becomes more complex to monitor manually," said Strickland. "We see tremendous potential in regulated environments, where it's important to ensure that every document and e-mail that has to be archived is. Also, distributed capture increases the need for application monitoring. It becomes quite a challenge to manually monitor capture operations at hundreds of distributed sites."

Strickland concluded by saying that as ECM touches more mainstream users—like consumers accessing check images through a Web site—ensuring the application is working properly becomes even more important.

In addition to capture and content vendors, Silas lists BPM software provider **Ultimus** among its partners. Silas also has installations in the healthcare market involving time management and billing systems, as well as the help desk space.

"As part of our new structure, we are partnering with a sister company called **TechDiscovery** in Atlanta that has relationships with offshore developers," said DeWyer. "We hope to leverage these relationships to be able to quickly perform OEM integrations. As it stands now, for products like Captiva's *InputAccel*, we can load our application and have it running in a matter of two to three hours."

For more information: **Silas Technologies**, Winston-Salem, NC, PH (336) 748-5600, <http://www.silastechnologies.com>. ■■

Book Scanner Adds Software

This month **Kirtas Technologies** will introduce a software package to go with the APT BookScan 1200 it debuted at **AIIM 2003** [see *DIR* 4/4/03]. The BookScan is a color book scanner with a patented automatic page turner that advertises speeds of 20 ppm (1,200 pages per hour). It was released to general availability last fall, but Kirtas CEO Lofti Belkhir expects the new software package to accelerate sales.

"We realized we needed to automate the entire workflow associated with imaging a book, not just page-turning and scanning," Belkhir told *DIR*. "There was no viable product to handle the processing of book images after they were captured. We may have been alleviating a scanning problem, but we were creating a workflow problem."



Kirtas' APT BookScan 1200 features patented automatic page-turning technology.

Kirtas' IP application has features such as deskewing, auto-cropping, page-orientation, image sharpening, and contrast improvement. "We use adaptive thresholding of grayscale and color information to create images that can be sharper than the originals," boasted Belkhir.

The BookScan software offers either TIFF or PDF output and also features a segmenter that enables users to optimize the compression of pages containing both text and graphics. "We offer a variety of compression options including JPEG, Group 4, and JBIG2," said Belkhir. "We output thumbnails that enable users to choose the best compression method for each individual page."

After selling three BookScans without the software, Kirtas already has orders for at least four of the software-enabled machines. Kirtas has also opened up a service bureau, which is currently running at capacity utilizing two scanners. "Some of our service bureau competitors have turned into our first customers," said Belkhir. "[Publishing service] **EBSCO** recently contracted us to scan 800,000 pages from journals and then placed an order to buy a BookScan."

Another recent sale was to Taipei-based integrator **SINFOnia Information** who is going to act as a

reseller of the BookScan in Taiwan and China. **Logos Bible Software** has also purchased a BookScan. Logos makes Bibles and biblical reference material available in an electronic format. "Some of the books Logos is scanning are more than 100 years old," said Belkhir. "That gives you an idea of how gentle our machine is."

Kirtas has also had conversations with university libraries, the **Government Printing Office**, and the **United Nations**. With a list price of \$120,000, the BookScan is clearly not for low-volume operations. For those users, Kirtas is expanding its service bureau and adding three more machines. "We charge a flat rate of 19 cents per page, whether you want color, grayscale, or black-and-white output," said Belkhir. "From what we've seen that makes us very competitive, even when considering books that are still in print, which can be disbound and run through a page scanner. There is a lot of preparation work and scanner management in those operations, which can drive up the cost."

For more information: **Kirtas Technologies**, Victor, NY, PH (585) 924-2420, <http://www.kirtas-tech.com>. 

STORAGE BRIEFS

EMC Expands Access to Centera

EMC (<http://www.emc.com>) recently released a software application that enables users to store a greater variety of content on their Centera archiving systems. Centera is the WORM-enabled magnetic disk platform that EMC introduced in 2002 [see *DIR* 5/17/02]. Since then, more than 130 vendors have leveraged EMC's open API to integrate their applications with Centera. The recently announced


Centera Universal Access is designed to integrate any other applications with Centera.

"We want our customers to be able to standardize on Centera for all their fixed content storage," said Eric-Jan Schmidt, director of product marketing for EMC's Centera division. "Some are running multiple applications with fixed content requirements. While some of these might have Centera APIs available, others, which might be from smaller vendors or be homegrown, might not."

KOM Receives Random Access Patent

KOM Networks (<http://www.komnetworks.com>), a long-time optical jukebox management software vendor, recently received a patent for technology designed to create random access on traditionally sequential media such as tape. "This technology could help tape evolve out of its current use as primarily a back-up medium," said Al Shaath, senior VP at KOM. "As users adopt ILM strategies, tape could provide an inexpensive alternative to more traditional random access storage."

Verbatim to Ship UDO Media

Finally, **Verbatim** (<http://www.verbatim.com>) announced it would have UDO media ready to ship this month. Verbatim has developed first-generation 30GB UDO disks through a licensing agreement between its parent company **Mitsubishi** and UDO pioneer **Plasmon** (<http://www.plasmon.com>). Plasmon began production shipping of UDO drives earlier this year [see *DIR* 5/7/04]. Verbatim joins Plasmon as the primary vendors of UDO media, which lists for \$60 per WORM disk. 

Subscription Order Form for RMG Enterprises, Inc.

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