

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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

September 18, 2009

THIS JUST IN!

HSA CONFERENCE HAS INTERNATIONAL FLAVOR

GLEN COVE, NY—We had another productive week at the recent **Harvey Spencer Associates** Capture 2009 conference. Over 70 document capture professionals attended, and as usual multiple countries and continents were represented. Presentations were given on topics like current and future growth trends in the market, opportunities related to mobile phones and e-discovery, and a user's perspective of how to sell imaging to a large bank.

Unlike past years, we're not going to do a complete rundown of the conference all at once, as we were actually overwhelmed this issue with news on two significant acquisitions. (We have done a lot of interviews recently, which also had to be put on hold.)

One interesting topic that came up during an OCR panel, which featured some top executives from leading recognition technology developers, was whether or not color images could be leveraged to achieve higher OCR rates. The consensus seemed to be that it all depends on whether you get better image processing/thresholding from your document capture system or your OCR application. I guess capture guys specialize in image processing – but then again, the OCR guys know what kind of images provide the best recognition rates for their technology. The bottom line is that there is clearly more than one way to skin the cat when it comes to data capture—the hard part is finding someone with a broad enough view of the available technologies to make the right decision for a particular application [*DIR is here to help!*].

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

Kofax Gets Serious About Invoice Processing

\$30 million acquisition enables ISV to go toe-to-toe with ReadSoft.

It's no secret that one of Reynolds Bish's primary goals since joining **Kofax** has been to increase the average deal size for software sales. While Kofax has succeeded on this front with a number of recent enterprise and distributed capture deals, Bish obviously felt the Irvine, CA-based company was missing out on one of the biggest opportunities in the market. That is large invoice processing deals, and this month Kofax made a move to remedy that, with the acquisition of Boston-area ISV **170 Systems**.

170 Systems develops workflow software for invoice processing within ERP applications—an element that has been missing from Kofax's solution set. It is also an element that has enabled Kofax competitor **ReadSoft** to land multiple six- (and even seven-) figure deals over the past couple years [*see DIR 6/6/08*].

"We've seen a significant increase in adoption of our software for invoice automation, including by organizations like **Tech Data**, which receive a large number of invoices," said Andrew Pery, Kofax' Chief Marketing Officer. "However, because we did not have our own BPM [business process management] piece, we were at a distinct disadvantage competing against ReadSoft. Many customers expect a single source solution that includes capture, as well as workflow for approval and exception management."

Kofax paid \$32.9 million for 170 Systems, which has more than 150 customers, mainly in North America, in a variety of verticals. 170 Systems' primary business has been adding invoice-related workflow to **Oracle Financials** applications, but it also has an **SAP**-related practice that has been growing faster than the Oracle



Andrew Pery, Chief Marketing Officer, Kofax



This chart by Paystream Advisors (which was presented at the recent Harvey Spencer Associates 2009 Capture conference) shows that while front-end imaging and workflow adoption is moving out of the "early adopter" and into the "majority" stage, IDR (IDC/OCR) hasn't even reached the early adopter stage. (Source: Paystream Advisors)

side of the house.

For 2008, 170 Systems reported \$28.1 million in revenue with a net loss of \$2.6 million. The company apparently underwent restructuring at the end of 2008 with the goal of breaking even in 2009 on the same amount of revenue. Through six months it had reportedly reached that goal.

The company's lack of growth led us to ask Pery if perhaps the market for invoice processing software was becoming saturated. "The numbers we've seen from **Aberdeen** say that 75% of companies use fully manual processes to capture and approve invoices," he answered. "So, the market is not even close to halfway covered. In fact, it's still very much in the early adoption stage. And Aberdeen shows that 80% of all invoices still come in on paper, so the opportunity is immense."

Market still maturing

A presentation by Harry Ijams, managing director at **Paystream Advisors**, given at the recent **Harvey Spencer Associates (HSA) Capture conference**, confirmed Pery's sentiments. If you remember, last year, Ijams predicted some gloom and doom for the document capture industry. He projected that by 2011, the volume of paper invoices at Fortune 500 companies would be surpassed by the volume of electronic invoices [see *DIR* 9/26/08].

"It's still the number one goal of accounts payable [A/P] managers to get to electronic invoicing," Ijams stated this year. "However, that doesn't mean there isn't significant interest in IDR [intelligent document recognition—the application of OCR for automatically capturing data from semi-structured forms like invoices]. Inspired by the HSA conference, last year we wrote our first report on IDR for invoices. We published it this February, and it became the second most downloaded report on our site. We had some 500 Global 2000 organizations download it. We were dumbfounded. We didn't realize there was that much interest."

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DIR is the leading executive report on managing documents for e-business.

Areas we cover include:

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2. Image Processing
3. Forms Processing/OCR/ICR
4. Enterprise Content Management
5. Records Management
6. Document Output
7. Storage

DIR brings you the inside story behind the deals and decisions that affect your business.

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Editor: Ralph Gammon
4003 Wood Street
Erie, PA 16509
PH (814) 866-2247
FX (412) 291-1352
ralphg@documentimagingreport.com

Managing Editor:

Rick Morgan
PH (814) 866-1146
rickm@scandcr.com

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RMG Enterprises, Inc.
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Paystream's figures indicate that front-end document imaging for invoices has only been adopted by 45% of Fortune 1000 companies. "And the figure for IDR adoption is much lower," he said. "We consider front-end imaging and workflow to be entering the maturity stage, but IDR is in the introductory stage, moving toward growth."

"At companies with more than \$500 million in revenue, 44% don't use OCR for invoices at all, and only 16% use it for more than 40% of their volume of paper invoices."

Cross-selling opportunities

According to Kofax, a look into 170 Systems customer base reveals similar opportunity. "Less than 20% of 170 Systems install base has IDR," said Pery. "This creates a tremendous upsell opportunity. We have had a partnership with 170 and already have some large joint customers like **ADT**, **Con Agra Foods**, and **State Street Bank**. But, now, we will be in a better position to articulate the value of capture."

"Conversely, we have a lot of data extraction customers that have homegrown, proprietary, or older workflow applications. We now have fresh technology to sell to that base."

Ijams agrees that selling the value of IDR takes some expertise. "I think we have a bit of an OCR hangover in the A/P market," he said. "This is because it was oversold in the early days. People thought OCR was the Holy Grail and it turned out to be a plastic cup. Potential buyers remember this. There is definitely a communication challenge."

The competitive landscape

ReadSoft was the first capture vendor to fully recognize the importance of adding workflow to invoice capture. In 2005, it acquired Oracle workflow partner Consit Development. It followed up the next year with the acquisition of SAP workflow specialist Ebydos, a company ReadSoft had helped launch [see *DIR* 10/20/06]. ReadSoft invested less than \$10 million in these two acquisitions, and the returns have been outstanding. Primarily driven by its success in the invoice processing market, ReadSoft's U.S. revenue grew by more than 50% last year to well over \$15 million.

Open Text made a move to answer ReadSoft with its acquisition of Captaris late last year [see *DIR*

12/31/08]. Open Text already had A/P workflow technology through a 2005 acquisition of Phoenix-based Optura. The Captaris acquisition added the IDR element. This made Open Text's invoice processing solution attractive enough for SAP to sign

an OEM deal to resell it. Indications are that SAP has enjoyed some early success with this product.

Most other capture vendors partner with workflow vendors, although **Brainware** has developed its own ERP workflow modules [see *DIR* 12/12/08]. 170 Systems has several

capture partners listed on its Web site, but Pery indicated that its relationship with **EMC Captiva**, in particular, was likely to come to an end.

Aggressive integration plans

CTO Anthony Macciola indicated that Kofax expects to gain some competitive advantages by more closely integrating its capture application with the *170 MarkView Financial Suite*. "The integration we have today is based on Kofax's legacy capture methodology," he told *DIR*. "We capture, classify, index, verify, and deliver. This is the way we integrate to any back-end system. In this instance, the back-end is *MarkView*. We have a release mechanism for giving it images and meta data, so it can use them appropriately as part of a workflow. And our sales team has been effectively and competitively selling that."

"But, we want to go way beyond that. In 12 months, we'd like to have a completely integrated offering. We want capture to become an integral part of workflow."

One way of doing this is introducing the ability to repurpose a transactional document multiple times within a workflow. "Extraction, verification, and matching do not necessarily need to happen all at once," said Macciola. "Classification might be used to kick off a workflow process in SAP or Oracle, and then, later on, depending on where the workflow leads, certain meta data might need to be extracted. Or capture might be done through a process entirely separate from your classification and extraction steps."

"We think by doing this integration aggressively and quickly, we will have a more competitive product that is slightly different from others on the market."



"In 12 months, we'd like to have a completely integrated offering. We want capture to become an integral part of workflow."

—Anthony Macciola, Kofax

Kofax also has purely electronic invoicing technology that it can add to the mix. It picked this up last year through the acquisition of the Swedish ISV OptiInvoice [see *DIR* 10/17/09]. "Customers will be able to come to us for an enterprise invoicing solution that includes both paper and electronic capture, as well as workflow and approval," said Pery.

Mix attractive to CFOs

In addition to its flagship *Financial Suite* for A/P processing, 170 Systems has two newer products. These are 170 *MarkView Advisor*, software for financial process performance management and cash flow optimization, and *SupplierExpress*, a hosted application for streamlining interaction with suppliers. "These applications will help us expand our business further into areas like sales order processing, order-to-cash, and asset management," said Pery. "There is also paper associated with those processes, so they should fit nicely with our capture business."

Ijams agrees that it's important for invoice processing vendors to expand into other areas of financial management. "CFOs are the right people to sell automated invoice processing to," he said. "An A/P manager is probably going to be more concerned about not disrupting their operation than reducing cost by eliminating data entry personnel. CFOs, however, understand the benefits of OCR, and a lot of it has to do with increasing their visibility and improving cash management. One of the problems that CFOs have with paper invoices is that they create 'invoice float,' which can mess up their financial projections.

"Being able to integrate purchasing and payables solutions into an invoice processing mix, makes it even more attractive to CFOs."

Kofax sets sights on market leadership

Kofax will maintain 170 Systems' Bedford, MA offices. "Of the 140 employees, we've only identified about 10 redundancies," said Pery. "The development team will remain in Bedford, but it will now report to Jim Nicol [Kofax's EVP of products]. For now, we will maintain the 170 Systems' Web site, but we will proceed with our re-branding and hope to have an integrated Web site by the end of the year.

Pery indicated that Kofax will leverage the 170 Systems sales force, as well as its own team, especially internationally, to sell *MarkView*. "This acquisition should also make our solutions more interesting for large integrators like **Accenture** and **IBM** Global Services," said Pery. "They are involved in very large-scale supply chain deals and having this type of workflow will put us on their radar screens."

Pery concluded that Kofax hopes to use 170 Systems to catapult it to the top of the IDR market. "ReadSoft is still the leader with a 13% market share according to HSA," said Pery. "But, in 2008, Kofax jumped to second with a 9% share. Because invoice capture accounts for over a third of the solutions sold in the IDR space, we expect this acquisition to accelerate our traction even further. It's our stated goal to eclipse ReadSoft and become the number one vendor in automated invoice processing."

For more information: <http://www.kofax.com/>
http://www.documentimagingreport.com/Kofax_acquires_170.1732.0.html;
<http://www.170systems.com/>

E-PAYABLES A FRAGMENTED MARKET

Automating accounts payable has always been a challenge because many organizations are just not that interested in paying bills faster. "It's a back office process that has largely remained way in the back office," said Andrew Bartolini, VP, global supply management for the **Aberdeen Group**. "On a higher level, people by now understand that there are advantages to be gained from linking to enterprise systems and automating processes. However, on the other hand, a lot of people are like, it's A/P, so what?"

Bartolini believes the real advantage of automating invoices is being able to link them to processes like procurement and supply chain management. "It's one level to be able to get your invoices paid faster," he said. "But, it's another level to be able to choose which invoices get paid faster because those are the suppliers you've negotiated better discounts with."

According to Bartolini, the market for automating the whole procure-to-pay cycle is still very fragmented. "Part of the issue is that nobody has settled on a single set of technologies," he said. "**Kofax** and **170 Systems** are both leaders in their perspective areas and they make a powerful combination, but you probably need a couple more products to automate the entire cycle.

"You have some companies coming at it from the other end, with software in areas like supplier management and payment scheduling. They are moving toward the areas that Kofax and 170 Systems cover." (Anyone seeking more information on vendors in the procure-to-pay space can find it in Aberdeen's *2009 E-Payables Axis Report*, which is due out at the end of the month.)

It's Bartolini's opinion that there is still quite a bit of opportunity in the e-payables market, but that its momentum was slowed by the economic downturn that started a little over a year ago.

For more information:
http://www.aberdeen.com/about_us/analyst_bios/bartolini.asp

Kodak Begins Assimilation of BBH Scanners

Deal closes after lengthy DOJ assessment

Kodak has no immediate plans to consolidate the product lines of its Document Imaging group with those of the recently acquired scanner division of **Böwe Bell + Howell**. For the time being at least, all four of the BBH Scanner product lines, along with 50 BBH employees will be retained by Kodak under the banner of Böwe Bell + Howell Products. "It's still too early to comment on our future product and marketing roadmap," said Tony Barbeau, VP, marketing, for Kodak Document Imaging. "But, I will say that looking closely at both product lines, it's amazing how complementary they are. The Ngenuity [see *DIR* 3/6/09], for example, is very well positioned among our current and future products. BBH's other products are natural fits as well. Our plans are to hold on to all the BBH product lines and provide our customers with a great range of Kodak products to choose from."



Dolores Kruchten, general manager, Business Solutions and Services, and VP, Eastman Kodak Company

Barbeau added that there will be some re-branding during the first half of 2010. "BBH Products will not be operated as a subsidiary," he said. "This is a full integration."

Russell Hunt, the former president of BBH Scanners is now the general manager of BBH Products and reports to Dolores Kruchten, general manager, Business Solutions and Services, and VP, Eastman Kodak Company. "Kodak has hired 50 former BBH employees as full-time, long-term employees," said Hunt. "There are also some contractors, or associates, who are working through the transition. Primarily, those hired long-term were in industry-knowledge skilled positions. This includes people in areas like sales, engineering, support, and manufacturing, but not people in areas like accounting, finance and order fulfillment, where there is overlap."

Hunt added that BBH's Wheeling, IL (outside of Chicago) facility will remain in operation.

Kruchten said the details of the integration are still being worked out. "We are looking at several areas, including the product portfolio and determining how to bring the two groups together," she said. "It will take us a full 12 months to complete the

integration. We are looking at the acquisition as very additive to our product portfolio and document imaging team. It will enable us to bring out a stronger product roadmap and do a better job of supporting our customers."

DOJ gives go-ahead

The deal was originally announced in January and was expected to close within three months [see *DIR* 1/23/09]. "We had to present the deal to the Department of Justice for approval," said Kruchten. "It took the DOJ longer than anticipated to complete its assessment."



Russell Hunt, general manager, BBH Products, Kodak Document Imaging

While the DOJ was completing its assessment, Kodak and BBH Scanners were required to continue operating as competitors. "These means we weren't able to have a lot of discussions with each other," said Barbeau. "Kodak was able to perform just enough due diligence to understand that there are benefits to the acquisition. But, our engineering manager, for example, was unable to dig deep within BBH's portfolio."

"As we gain better knowledge of what we have, we will start to pull things together and see where that puts us. Clearly, there are vectors we know Kodak is going in and directions we believe BBH is headed. Once we confirm those and spend a couple months positioning ourselves, we'll have an updated strategy and roadmap to share."

"It's tough to say how long we will keep all the product lines and which will go on, but our immediate take is that the organizations compliment each other and in some cases, it may turn out that one-plus-one equals three. For example, our customers will now be able to mix and match products from both lines to meet their needs."

Consolidation of service, distribution

Hunt indicated that BBH customers would immediately benefit by being able to take advantage of Kodak service worldwide. "For several years, BBH has had a close relationship with Kodak Service in North America. In areas outside North America, we leveraged a network of service partners, but some were not as strong as others. There will now be Kodak Service opportunities that did not exist before for our partners and customers worldwide."

Distribution and reseller channels for scanners will remain unchanged, although there will be

consolidation of contracts over time, added Hunt.

Gaining market share and resources

Barbeau indicated that the acquisition ultimately gives Kodak a larger presence in a still growing market. “For 2008 and the early part of 2009, everyone’s numbers are down, and so are the market forecasts,” he said. “But, there is still projected growth over the next couple years. We think the market will support ongoing growth, and this acquisition will put us in an even stronger position to take advantage of that.”

Kruchten concluded that she is excited that the deal is closed and that Kodak can now start “digging in” on the work of integrating the organizations. “Clearly when you bring in 50 people with strong industry knowledge and add them to a team like the one we already have, you are going to look to build on that combination and strengthen your overall business,” she said. “I can’t reveal any detailed plans, but we are going to take advantage of everything that comes with bringing in 50 new people to our organization.”

For more information:
<http://tinyurl.com/KodakBBHfinal>;
<http://tinyurl.com/KodakScanners>;
<http://www.bbhscanners.com/>

A Look At The Combined Product Line

Despite **Kodak’s** insistence that the **BBH Scanner** line is complementary to its current products, our comparison chart (see next page) indicates that there is almost a direct overlap from the workgroup segment up through the mid-to-high-volume production segments. In other words, aside from the Infinity WF series, Kodak already has a competing scanner for pretty much every BBH Scanner product.

Document scanner market analyst Susan Moyses’s market share numbers confirm this observation. According to Moyses (<http://www.moysetech.com/>), in 2008, in both market segments where BBH Scanners had significant share (ranking among the top two or three vendors in the mid-volume and high-volume production segments), Kodak also had significant share.

Yes, BBH’s new Ngenuity line has some cool differentiating features like an LED lighting source [see *DIR* 3/6/09], but it still certainly overlaps with Kodak i600-i700 series models. The four Ngenuity models even fall within the price range of the seven Kodak models.

The importance of VRS

From our view, the most obvious difference between the two product lines is the incorporation of **Kofax’s** VRS technology in the BBH products vs. the use of Kodak’s own Perfect Page technology for image processing in its scanners. Granted, VRS is certified to run with most Kodak scanners, but, except on the i600 series, there is degradation in the rated speeds of the Kodak scanners running with VRS (<http://tinyurl.com/VRScert>). This indicates that VRS integration with Kodak products is not as tight as that with BBH products, which run mostly at rated speeds with VRS.

There isn’t that much difference in the technology behind VRS and Perfect Page. Both products have their roots in a 1998 cross-licensing agreement between Kofax and Kodak. The main difference seems to lie in the user interface.

“The beauty of VRS is that you can go in and change and tweak the settings until your heart is content,” said Brad Moritz, Chief Marketing Officer, and manager, strategic alliances, for Memphis-based reseller and service bureau, **Imaging Solutions and Services, Inc.** (<http://www.issi-online.com/>). (Moritz has worked with and resold both technologies.) “There is a lot of customization you can put in place. Organizations that have a heightened focus on image quality, and like the idea of closely overseeing it, greatly value VRS.

“However, there are a lot of organizations that would rather just put a document in the scanner and have whatever comes out of it be good enough to use—without having to make any manual adjustments. Perfect Page is more set up for that kind of user.”

Moritz indicated that image processing in general is becoming less important as printers, forms, and the quality of scanners all continue to improve. “However, a lot of organizations have standardized on VRS and continue to use it because they are comfortable with it,” he said.

One of those organizations is **FedEx**, which happens to be one of BBH Scanners’ largest customers, having installed more than 2,000 scanners since 2001. FedEx cited the availability of VRS as a primary reason it originally chose BBH over Kodak [see *DIR* 9/7/01].

If only to keep big BBH customers like FedEx happy, it will be important for Kodak to offer VRS going forward. Whether this means maintaining parallel product lines or just creating VRS and Perfect Page options for a single line remains to be seen. Of course, Kodak will have to smooth over its

often rocky relationship with Kofax if it wants that to happen. On the flip side, Kofax certainly doesn't want to see any more of its VRS revenue go away, as the down economy has already affected that part of its business significantly.

Our view of the future

We'd guess that BBH's OEM lines, the Sidekick and

Truper, will be the first products to be discontinued under Kodak. At one time, Kodak marketed OEM products in the workgroup, departmental, and low-volume production segments. However, once it established itself in these spaces, Kodak discontinued the OEM lines in favor of own-manufactured scanners. How long the transition away from the Truper and Sidekick will take probably depends on

Market Segment/ Vendor	Product Name	Rated Speed ppm/ipm	Packaged Image Processing	List Price	Flatbed
Desktop Workgroup					
Kodak	ScanMate i1120	20/40 200 dpi color	Perfect Page	\$495	No
Workgroup					
Kodak	i1210 Plus	45 ppm 200 dpi b&w/gray 30 ppm 200 dpi color	Perfect Page	\$799	Optional for i1200s:
	i1220 Plus	45/90 dpi b&w/gray 30/60 200 dpi color	Perfect Page	\$1,199	A3-\$1,295 A4-\$495
BBH	Sidekick 1200	23/42 200 dpi b&w 8/14 200 dpi color	VRS	\$1,195	No
Departmental					
Kodak	i1310 Plus	60 ppm 200 dpi b&w/gray 40 ppm 200 dpi color	Perfect Page	\$1,595	Optional for i1300s:
	i1320 Plus	60/120 200 dpi b&w/gray 40/80 200 dpi color	Perfect Page	\$2,395	A3-\$1,295 A4-\$495
	i150	40 ppm 200 dpi color	Perfect Page	\$3,495	No
	i160	40/80 200 dpi color	Perfect Page	\$3,995	No
BBH	Sidekick 1400u	43/76 200 dpi b&w 14/24 200 dpi color	VRS	\$4,095	No
Low-Volume Production					
Kodak	i1410	60 200 dpi color	Perfect Page	\$4,495	Optional
	i1420	60/120 200 dpi color	Perfect Page	\$5,995	for i1400s:
	i1440	75/150 200 dpi color	Perfect Page	\$8,495	A3-\$1,295 A4-\$495
BBH	Truper 3600	67/104 200 dpi color	VRS	\$5,595	No
	Truper 3200	67/104 200 dpi color	VRS	\$7,495	Yes
Mid-High Volume Production					
Kodak	i610	80/160 200 dpi b&w/gray	Perfect Page or VRS	\$14,999	No
	i620	80/160 200 dpi color	Perfect Page or VRS	\$21,995	No
	i640	100/200 200 dpi color	Perfect Page or VRS	\$25,995	No
	i660	120/140 200 dpi color	Perfect Page or VRS	\$29,995	No
	i730	90 /180 300 dpi color	Perfect Page	\$29,995	No
	i750	115/230 300 dpi color	Perfect Page	\$34,995	No
	i780	130/260 300 dpi color	Perfect Page	\$39,995	No
BBH	Ngenuity 9090D	90/180 200 dpi b&w/gray	VRS	\$18,000	No
	Ngenuity 9090C	90/180 200 dpi color	VRS	\$20,000	No
	Ngenuity 9125	125/250 200 dpi color	VRS	\$25,000	No
	Ngenuity 9150	150/300 200 dpi color	VRS	\$35,000	No
Very High-Volume Production					
Kodak	i1840	160/320 200 dpi color	Perfect Page	\$67,000	No
	i1860	200/400 200 dpi color	Perfect Page	\$85,000	No
Specialty Scanners					
Kodak	ScanStation 500 (network)	30/60 200 dpi color	Perfect Page	\$2,495	Optional
Kodak	s1740 (sorter/scanner)	110/220 300 dpi color	Proprietary	<\$100,000	No
BBH	Infinity WF 36 (wide-format)	measured in	Proprietary	\$14,790	No
	Infinity WF 42	inches	Proprietary	\$22,490	No
	Infinity WF 48	per second	Proprietary	\$27,990	No

customer feedback, contracts, and Kodak's more successfully integrating VRS into its own products.

At the higher end of the market, the Ngenuity is a brand new product that BBH has obviously invested quite a bit of development in. In many ways, it's a more modern product than Kodak's competitive i700 series, which is mainly a refresh of the i600 series that came out in 2004. The i700 does have some fairly fast rated speeds at 300 dpi—aimed at OCR-driven applications, so it probably has a niche. But, we're guessing that Kodak has big plans for the Ngenuity based on the timing of the acquisition—which was first announced just before the Ngenuity was announced.

We're assuming Kodak will also maintain the Infinity WF line of large-format scanners that BBH introduced over the past couple years. In many ways, Kodak, which has a large-format printing business that falls under the same Graphics Communications Group as Document Imaging, is in a better position to establish a channel for WF sales than BBH Scanners was.

All that being said, we are looking forward to seeing what type of new and innovative products the combination of the talented BBH and Kodak teams can produce. We've enjoyed working with each company separately over the years and are looking forward to continuing to work with them as a combined entity. Like Tony Barbeau says in our main story about the acquisition's close, we really hope this is one of those cases where one-plus-one proves to equal three.

Finally, here are a few notes on our chart that

accompanies this story:

✓ Any scanner with a speed rating in color has the same rating for bi-tonal and grayscale scans.

✓ I've listed flatbed as one obvious option, but there are a lot of other options that come into play like pre- and post-scan imprinters, mostly on the higher-level models. For details on those, go to the BBH Scanners and Kodak scanners Web sites.

✓ The "mid-to-high-volume" production scanners are all tabletop models, while the "very-high-volume" are free standing. Some of the tabletop and all the free-standing scanners fall into Moyses's high-volume production segment.

✓ Also, even though Kodak lists the i30 and i40 models on its Web site, we consider them to be clearly headed for end-of-life, as they have price points similar to the newer i1200 models, but less functionality. Similarly, BBH Scanners lists the Spectrum XF Series on its Web site, but we understand the Ngenuity is designed to replace it.

EDITOR TO MODERATE SHAREPOINT PANEL

DIR Editor Ralph Gammon will be moderating a panel at the upcoming **Microsoft** SharePoint Conference 2009 being held next month in Las Vegas. The event will feature previews of both *Office 2010* and *SharePoint 2010* and Gammon's panel is entitled, "Boosting the Value of MOSS 2010 with Document Imaging." The event runs October 19-22 at the Mandalay Bay Convention Center.

Gammon's panel is scheduled for Monday, Oct. 19, from 2:45 to 4 p.m. Representatives from **Nike**, **Arizona State University**, and Microsoft integrator **EPC Group** will discuss the use of document imaging in conjunction with *SharePoint*. Capture specialist **eCopy** is sponsoring the presentation.

For more info: <http://www.mssharepointconference.com/Pages/default.aspx>

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Charge My Credit Card (Charge will appear as RMG Enterprises.)

____ AmEx ____ Visa ____ MC ____ Discover _____ card number _____ expire date

Bill My Organization (Purchase order # optional.) _____