December 6, 2002

EDS RECOGNIZES COPIERS AS IT

Two of the technology market's most well-known names recently teamed up on an initiative that could help further the penetration of document imaging on the desktop. **EDS** recently announced it would become a reseller of all **Xerox** office products and services. Initially, EDS will focus on an offering called Managed Output Services.

This includes Xerox's full line of networked printers, digital copiers, MFPs, and the software and services that can be packaged with them. EDS will also offer Xerox Office Document Assessments (ODA), a consulting service designed to help businesses better manage their document flows. [*For a complete explanation of ODAs, see DIR 7/19/02.*]

EDS, a systems integration and services giant, boasts to service 3.3 million desktops at some 500 clients. "Office equipment devices like copiers have traditionally not come under the domain of the IT department," Terry Balluck, spokesperson for EDS, told *DIR*. "However, as they have evolved and networking capabilities have been added, it's become our goal to connect these devices in the same infrastructure with desktop PCs."

Digital copiers being thought of as part of IT? This is the type of talk document imaging software vendors love to hear. For years, the disconnect between IT and copiers has been cited as one of the biggest hindrances to the adoption of digital copiers as on-ramps for imaging. EDS's recognition of digital copiers as part of the IT infrastructure could lead to some interesting imaging opportunities.

For more information: **EDS**, Plano, TX, PH (972) 797-8751.

E-Forms Key To Open Text's Pharmaceutical Strategy

Has **Documentum** left its back door open? **Open Text** thinks so and has launched a concerted effort to unseat the king of pharmaceutical document management applications. "As Documentum has started to focus on other areas, they've left the pharmaceutical market mainly to their partners," Martin Sumner Smith, VP of pharmaceutical solutions at Open Text, told *DIR*. "Documentum relies on its partners to offer many of the features we are now making available directly as part of *Livelink* solutions."

According to Sumner Smith, Open Text has landed some 50 pharmaceutical customers within the last year and a half. "We formally announced our pharmaceutical strategy six months ago," he said. "However, we've been working on it since I joined the company a little less than two years ago, through an acquisition of a business focused solely on that space."

As part of its pharmaceutical focus, Open Text recently announced a pair of specialized applications: *Livelink for Regulated Documents* and *Livelink for Clinicals*. *Regulated Documents* provides lifecycle support for reports and documents created during the discovery, development, testing, and approval processes for new products. *Clinicals* manages information and reports during the clinical trials phase of the drug approval process.

Both applications leverage e-forms. To beef up its e-forms technology, Open Text has inked new deals with both **Cardiff** and **Adobe**. Open Text views improved e-forms capabilities as part of what differentiates its products. "Currently, most of our customers still work with paper forms," Sumner Smith told *DIR*. "In those environments, it's a huge advantage to tell customers we can create electronic forms that look exactly like their paper ones."

To create those forms, Open Text recently signed an OEM agreement to resell Cardiff's *LiquidOffice Data Collection Edition*. This includes e-forms design and data collection technology, but not the workflow included in

the full *LiquidOffice* package. "Open Text already has very good workflow technology," commented Mark Seamans, CTO of Cardiff. "They are looking to *LiquidOffice* to provide high-fidelity forms presentation and interaction, as well as back-end data connectivity and output. Our technology will also enable users to archive their forms in *Livelink* for future reference and use."

Open Text is Cardiff's second OEM partner for the *Data Collection Edition*. **Kofax** was the first [*see DIR 11/1/02*]. Cardiff also has OEM deals for *LiquidOffice* with an ASP that specializes in the financial services market and a Web content management software vendor that specializes in the healthcare market.

DOCUMENTUM NOT RESTING ON LAURELS

Documentum has hardly given up on the pharmaceutical market. In fact, according to VP of Product Marketing Whitney Tidmarsh, the company's recent acquisition of **eRoom** [*see DIR 10/18/02*], was at least in part designed to stop the limited success Open Text has had in that space. "**Open Text** has had some success in R&D type applications, which typically involve collaboration," acknowledged Tidmarsh. "This collaboration could involve a team of scientists. Those scientists could also be collaborating with outside parties, like clinical trials organizations. Quite frankly, before the eRoom acquisition, our collaboration technology was rather weak."

According to Tidmarsh, Documentum has 300 pharmaceutical customers, including the top 90 in the market. "We've excelled in the manufacturing, labeling, packaging, marketing, and sales force automation aspects of pharmaceutical applications," she said. "Sales to the pharmaceutical market still contribute a big portion of our revenue. Approximately 70% of our revenue comes from repeat purchases, and a big portion of those are repeat purchases by the pharmaceutical community."

In Tidmarsh's opinion, Documentum's e-forms strategy stacks up favorably against Open Text's. "Open Text has a partnership with Cardiff, and we have one with the **Accelio** portion of **Adobe**," she said.

Tidmarsh said additional partnerships with **Captiva** and **SAP** are part of the advantage Documentum has over Open Text. "We've found scanning and imaging is a key requirement in the pharmaceutical market, and Captiva's [*InputAccel*] technology has a better reputation for production imaging than Cardiff's. Also, we have integration with SAP applications that Open Text does not."

Tidmarsh concluded that Open Text will likely continue to compete with Documentum in a small segment of the pharmaceutical space. "However, if a customer is seeking a broader solution, from R&D all the way through post sales support, Open Text is not going to be competitive," she said.

For more information: **Documentum**, Pleasanton, CA, PH (925) 600-6800.

Cardiff has actually been an Open Text partner since 1997 and was recently recognized as Open Text's Technology Partner of the Year for 2002. Open Text currently utilizes Cardiff's *Teleform* image capture and forms processing technology. It has also sold *PDF Form Professional*, a legacy e-forms offering from Cardiff.

According to Sumner Smith, early *Clinicals* customers are heavy users of *Teleform* for image capture. "Clinical trials involve doctors reporting on how drugs affect their patients," he told *DIR*. "Traditionally, these reports have been on paper forms that are boxed and sent to the pharmaceutical companies for processing. One trial can involve millions of forms."

Sumner Smith said that a movement to transition to electronic forms has been resisted by physicians. "Currently, only 10% of clinical trials forms are submitted electronically," he estimated. "Physicians often take the attitude that they didn't go to medical school so they could type. The forms that are submitted electronically are typically keyed in by a nurse or an assistant. Of course, then you run the risk of misinterpreting the doctor's notes."

Perhaps technology like **Microsoft's** recently released *Tablet PC Platform* will help drive the adoption of e-forms in clinical trials applications. Cardiff recently announced that the current version of *LiquidOffice* will run out-of-the-box on the *Tablet PC*. This includes leveraging the ICR present in the *Tablet PC* to enable the hand-printed filling of electronic forms.

Sumner Smith also sees *LiquidOffice* as an important element in *Regulated Documents* applications. "Once a regulated document is completed, we have technology that enables users to electronically sign a PDF version of it," he told *DIR*. "But often times, there are signing requirements for elements of documents as they are being put together. *LiquidOffice* will enable users to create separate PDF forms for each element users need to sign."

Cardiff's Seamans described the revenue opportunity for Cardiff in the deal as "absolutely significant." "Open Text's pharmaceutical applications range in size from a few hundred seats to 80,000 seats," he told *DIR*. "We see each of those seats as a potential *LiquidOffice* user. Open Text already has done the heavy lifting and sold the customer on making a large investment in a document management/workflow system. Our technology will help them leverage that investment."

Ramping Up Acrobat Collaboration

In addition to working with Cardiff to create PDF forms, Open Text also has signed a deal with Adobe to co-develop collaboration technology for PDF documents. "Before a pharmaceutical document is approved, it is often circulated for input," said Sumner Smith. "Many of these documents are created in Microsoft *Word*. We have a partnership with **Workshare** that enables our users to collaborate on *Word* documents. [*For more on Workshare, see* DIR *8/2/02*].

"The problem with using *Word* documents for collaboration is there isn't much security control. Often the document circulated for collaboration will get filed as the final document, and then you end up with several versions floating around. As a result, many users like to take advantage of the watermarking controls for PDFs that can be created with Adobe *Acrobat*."

Adobe currently offers simple collaboration capabilities in *Acrobat*. "However, when you are collaborating with multiple parties, it's better to keep the annotations separate from the source document and manage them on an enterprise server," Sumner Smith told *DIR*. "*Livelink* can provide that enterprise server. We are working with Adobe to integrate this element of *Livelink* with *Acrobat*."

For more information: **Open Text**, Waterloo, Ontario, Canada, PH (519) 888-7111; **Cardiff**, Vista, CA, PH (760) 936-4500. ▣

ScanSoft Introduces Software For *Tablet PC*

Microsoft's *Tablet PC Platform* was released last month amidst great fanfare. **ScanSoft**, Microsoft's long-time partner for OCR technology, was among several vendors that announced application support for the operating system. ScanSoft is marketing several programs for the *Tablet PC*, including an *OmniForm eForm Filler,* its *PaperPort* document management system, and voice recognition and text-to-speech tools.

Although ScanSoft is Microsoft's vendor of choice for OCR technology, Microsoft uses its own ICR technology for handprint recognition in the *Tablet PC*. From what we understand, the ICR technology is actually a descendent of technology developed by **Parascript** ancestor **Paragraph** more than 10 years ago, for the **Apple** Newton. "It's the most accurate ICR technology, I've ever seen," Robert Weideman, VP of marketing at ScanSoft, told *DIR*.

ScanSoft plans to leverage this ICR in its *OmniForm* application. The company currently has a test

version of the *OmniForm eForm Filler* available that enables users to complete electronic forms on a *Tablet PC* with handprinted data. "This is a huge benefit for mobile data collection professionals," said Weideman. "We have a beta customer that is a home inspection firm with more than 400 inspectors. They have estimated that using the *Tablet PC* with a handprint-enabled *eForm Filler* will allow each inspector to do an additional inspection per day."

Weideman said the ICR-enabled *eForm Filler* would be released for general availability some time next year. He added that a voice-enabled *eForm Filler* is currently available for the *Tablet PC* through the use of ScanSoft's *Dragon NaturallySpeaking* voice recognition software. ScanSoft's voice recognition and text-to-speech toolkits are also being licensed to vendors who want to voice-enable their own *Tablet PC* applications.

"Because it's a Windows-based platform, a lot of applications will run right out of the box on the *Tablet PC*," said Weideman. "It's up to developers to make adjustments that take advantage of features unique to the *Tablet PC* environment. Our voice technology can help them do that."

Robert Weideman, VP of marketing, ScanSoft.

According to Weideman, the current version of *PaperPort* already provides huge benefits to *Tablet PC* users for management of documents. "Trying to use a stylus to access documents can be awkward," he told *DIR*. "*PaperPort* provides thumbnails and other tools to help users more quickly identify, move, and open documents. We are currently working on a version of *PaperPort* that can handle Microsoft Journal files, a format for handprinted notes particular to the *Tablet PC*."

Weideman said *PaperPort* can also be used as a document scanning interface for the *Tablet PC*. "The *Tablet PC* is designed to operate on an 802.11 wireless network," he said. "This means you can scan a document into it from any 802.11 networked scanner. I think wireless capabilities, along with the emergence of the *Tablet PC* as a standard operating system, is going to drive more rapid adoption of tablet computers."

Weideman added that ScanSoft is currently working on OEM deals with *Tablet PC* hardware manufacturers.

For more information: **ScanSoft**, Peabody, MA, PH (978) 977-2000.

Protecting Our Future Through Education

What will the future of the document management industry look like? Perhaps these quotes from the profiles of two students who were awarded scholarships this year by the **Electronic Document Systems Foundation** (**EDSF**), will give you an idea:

■ "Her long-term goal is to contribute to the organization of electronic documents through a worldwide electronic document library. [She] believes that a universal labeling system will allow users to share information more effectively because they will be able to determine the validity of online documents."

■ "Her thesis focuses on how artificial intelligence and software engineering enhance the quality of document management."

Last year, EDSF awarded 17 scholarships to undergraduate and graduate students in the field of document communication. "We offer scholarships that cover the range of skills needed in the industry," explained Jeanne Mowlds, executive director of EDSF. "We ask candidates to write a page-and-a-half essay on their understanding of document communication and the direction they want to pursue. We feel this steers them towards a better understanding of the industry."

EDSF was founded in 1996 as a spin-off of the print-on-demand trade organization **Xplor**. It specializes in research and education. In addition to awarding scholarships, the organization also recognizes university programs for their work in the market. And this year, for the first time, EDSF named an Educator of the Year.

"We started to honor university programs to spread the word that these types of programs are available," explained Mowlds. "After looking at them, we realized it's individual educators that make these programs winners. We felt these individuals should get their own recognition."

The EDSF 2002 Educator of The Year is Dr. Benjamin Lee, Professor of Technology and Coordinator of the Graphic Communications Program at **California State University, Los Angeles** (**CSULA**). Lee is responsible for the evolution of the university's print management program. "Paper will always be a major medium for communication, but we need to expand to cross media servers," Dr. Lee told *DIR*. "That is why I evolved the program the way I did."

Dr. Lee reshaped 19 courses to create his new program. Enrollment for the program has increased 300% over the past three years. "Document communication is the most important activity of mankind," he said. "It facilitates the transfer of information from one person to another. We need high-quality, fresh blood that can push graphic and document communication to a higher level.

"Today verbal and visual are the two major means of communication. But in the future, through advancements in computer hardware and software, we will be able to do more in unexplored areas. That is where the potential of the industry lies. My immediate focus, however, is on global, just-in-time, on-demand, cross media servers."

Lee added that he considers both document input and output vital parts of the cycle. "Document communication will be a major driver for marketing, e-commerce, and manufacturing in the future," he said. "It is key to all the activity around both B2B and B2C transactions."

EDSF Offers Opportunities For AIIM Vendors

Mowlds said that EDSF is looking at further expanding into the input world and would welcome sponsorship from businesses in the traditional document input space. Mowlds is, in fact, currently in discussions with **AIIM**. EDSF accepts contributions to existing scholarship and education program funds, and is open to creating new funds as well. The organization also operates an internship program to give students real life experience in the document communications field. "Our education initiatives support the development of future talent for the industry," she said. "We see these students as the key to our growth and continued success."

For more information: **EDSF**, Torrance, CA, www.edsf.org, PH (310) 541-1481, e-mail: Jcmowlds@aol.com. ▪

Parascript Recognizing New Sources Of Revenue

Recognition technology vendor **Parascript** has bounced back nicely after reducing its staff by one-fifth a little over a year ago [*see DIR 12/7/01*]. Since we last featured the Niwot, CO-based software developer, it has both increased the scope of its work with the **USPS** (**United States Postal Service**) and increased its revenue from other sources. "Those staff reductions were a blessing in disguise for us," Jeff Gilb, president and CEO, told *DIR* during a recent visit to the Parascript headquarters. "They helped us rationalize our expenses. And in the year since, we've doubled our revenue."

Gilb admitted that the majority of the privately held company's revenue still comes from a contract with **Lockheed Martin** to read the addresses for the USPS on letter envelopes. However, contrary to rumors that have circulated, Gilb said the agreement with Lockheed is by no means less favorable to Parascript than it was in the past. "One of our contracts did expire and a new one was negotiated," he said. "As was the case with the previous contract, our compensation is based on improving the accuracy rates of the automatic character recognition system.

"Everybody involved with the project realizes that as your accuracy percentage increases, it's harder to match the numbers you improved by in the past. We worked it out, and Lockheed is still compensating us well for the hard work we do improving the USPS system."

Jeff Gilb, president and CEO, Parascript.

As we mentioned, the Lockheed contract involves processing letters. Parascript also recently signed a deal with **Siemens** to have its technology integrated into the USPS flat mail sorting system. Flat mail is comprised of large envelopes, magazines and other periodicals. "The contract with Siemens is structured the same as the Lockheed contract," said Gilb. "We get paid as we improve accuracy rates."

Gilb pointed out that Parascript technology is now being used to process two of the three streams of USPS mail. "The third stream is parcels. Lockheed has been awarded the parcels contract and is still selecting subcontractors. All I can say is we are in the running," Gilb told *DIR*.

Gilb said that Lockheed and Siemens also are bringing Parascript into international mail processing opportunities. "In the postal business, we are no longer solely reliant on a single contract," said Gilb. "Other attempts to diversify our business are also going well."

Following is a brief update on the activities of Parascript's other business units:

■ **Pre-Sorting** – This is a subset of the postal business and involves private companies that receive discounts from the USPS for sorting their mail prior to delivering it to the post office. Last year, Parascript signed a deal to embed its technology in **Bell & Howell's** pre-sorting machines. Gilb indicated the company has since signed similar deals with other vendors in this space,

but was not at liberty to discuss them.

■ **Total Recognition Products Group** - Parascript licenses its recognition toolkit, which includes technology for machine print, handprint, and cursive characters. "We have partnerships with several major players in the document capture and forms processing market," he said. "They typically leverage our technology when they have cursive recognition requirements. We also have been enjoying success in the check imaging market, where we have partnerships with the likes of **Mitek**, **Orbograph**, and **Carreker**. Our technology is typically used to improve accuracy through legal amount recognition.

"However, we are seeing an increasing interest by large banks in capturing information such as who a check was addressed to. This can help prevent fraud. Also, as data mining applications mature, banks are realizing that checks contain a vast amount of information that they haven't been taking full advantage of."

■ **Total Recognition Services (TRS)** - This is an intriguing ASP model that Parascript introduced early last year. It involves businesses sending images to Parascript for data entry services. Parascript's goal is to automate as much of the data entry as possible through its recognition technology [*see DIR 2/2/01*]. "TRS has not taken off as fast as we originally planned," said Gilb. "The good news is that it works well. The bad news is that we have been challenged to sell it."

TRS currently has customers processing subscription and enrollment forms, as well as trucking forms. Most of these forms involve some sort of cursive writing.

TRS customers typically scan their own documents and then send them to Parascript for data processing. As a backup for its recognition technology, Parascript has opened a keying center in Russia. Russia is where the company's technology originated and where 100 of its 145 employees are located. "Our current customers wanted to keep some control over their forms and do not just want to send them off to a large service bureau," explained Brian Ball, general manager of TRS.

However, Gilb added that TRS recently turned a significant corner when it began partnering with service bureaus. "They already have established relationships to broker our services to," Gilb explained. "We've signed up five in the past six months. All the agreements are still confidential. We provide them a competitive advantage that will reduce their keystrokes."

■ **Pen and Internet Division** - This part of Parascript is headquartered in Sunnyvale, CA. It develops technology for pad/tablet and mobile devices. It currently markets a program that enables consumers to send handwritten e-mails. "We have some consumer technology available now," said Gilb. "But our long-term success may lie in partnering with device manufacturers. As pad technology becomes more prevalent and is included in devices like mobile phones, we could see some explosive growth from this division."

Recognizing The Future

Gilb concluded by saying that Parascript is not confining its growth to its traditional markets. "We are not going to get away from classic character recognition, because that's our bread and butter," he told *DIR*. "However, we consider ourselves pattern recognition specialists. Handwriting is a pattern, but it is not the only pattern people need to recognize to make business decisions."

Gilb added that Parascript's developers come from diverse backgrounds in areas like mathematics and artificial intelligence. "Our development team is incredibly talented," he said. "Our SVP of New Concept Development, Pavel Zelinsky, has talked about our knowledge of human decisions. These decisions not only follow a pattern in handwriting, but in other areas. We think by studying patterns, we can help people predict what might happen."

For more information: **Parascript**, Niwot, CO, PH (303) 381-3100, FX (303) 381-3101. ▣

Vredenburg Install Fights Terrorism

Government systems specialist **Vredenburg** is working on a system to help fight terrorism. Along with partner **Lear Siegler Services**, Vredenburg recently signed a deal to develop a specialized document management system for the **Army Intelligence and Security Command** (**INSCOM**). The system will apply multiple language OCR technology to documents captured in the field by army troops and intelligence units.

"We've been working with multiple language OCR engines for a few years and have installed them in other applications within the **DoD** (**Department of Defense**) community," Doug Dearie, VP and CTO for Vredenburg, told *DIR*. "The INSCOM system will leverage that experience, plus some technology we are building into our *HighView* document management repository. The system will handle the capture of paper and electronic documents and their translation and delivery in multiple languages.

It will make these documents available to analysts in the tactical theaters on the front lines, as well as back home."

Dearie added that the system will include some advanced search and categorization techniques. "The goal is to put translated documents in front of the right people, who can read and analyze and figure out their value," he said. "It's much more involved than building a repository of searchable stuff. INSCOM has to know immediately if the document they just found is a cookbook or a valuable piece of intelligence."

Dearie credits last summer's acquisition of **Highland Technologies,** the developer of *HighView*, with enabling Vredenburg to perform the customization necessary for installations such as the one with INSCOM. Dearie had been president of Highland. "Having the *HighView* team and software in-house has enabled Vredenburg to develop some unique categorization techniques that are especially important to our government customer base," said Dearie. "We are currently working on technology to automatically index documents by a linguistic analysis of their themes."

About 90% of Vredenburg's business is with government organizations. The INSCOM deal was part of a recent slew of contracts that added up to more than $15 million in revenue for the Reston, VA-headquartered integrator. "We close commercial deals quite regularly," said Dyson Richards, VP of IT sales and marketing for Vredenburg. "But in the commercial market, we are simply one of many vendors. In the government market, we pretty much stand alone."

Richards added that a new level of attention to GPEA (Government Paperwork Elimination Act) regulations has helped drive Vredenburg's recent sales. "It's a four-year old law, but people mainly gave it lip service for the first few years," he told *DIR*.

For more information: **Vredenburg**, IT Management, Lanham, MD, PH (301) 306-8200. ▣

FileNET Gets Serious About Capture

FileNET is showing signs of getting serious about competing in the document and image capture market. The imaging repository behemoth boasts it has added some 30 features to the latest release of its *Capture* software. Two of these features are based on recognition technology FileNET recently licensed from **ScanSoft** — automated indexing and PDF

creation. *Capture 4.0* also contains support for TWAIN scanning devices and off-line capture capabilities.

"These are the types of features our customers were asking for," Diane Jolly, product marketing manager for *Capture*, told *DIR*. "Our biggest competitive advantage is the feedback we get from our customer base."

Jolly estimated that 80% of FileNET's overall customer base of more than 3,000 businesses and organizations has FileNET *Capture* installed. "Since we released *Capture* in 1998, we've sold more than 30,000 licenses," she said. "We have customers using one seat at a standalone scanning station, all the way up to customers with 400 stations, capturing 1.6 million pages per day in a centralized environment. We even have one customer using it at 70 distributed sites."

Capture analyst Harvey Spencer of **Harvey Spencer Associates** said that historically, many FileNET repository customers have relied on third-party capture products for their heavy duty capture needs. "Previous versions of FileNET *Capture* have pretty much been dependent on manual data entry," said Spencer. "FileNET customers installed alternative capture products when they realized they could reduce costs through automated data entry. I would guess most customers have kept FileNET *Capture* for less demanding and ad hoc applications."

Spencer reflected that it was FileNET's weakness in capture that gave rise to a separate capture industry in the first place. "In the mid-1990s, **Cornerstone** was doing a good business selling specialized imaging monitors into FileNET applications, because FileNET didn't focus on that part of their applications," reflected Spencer. "I wrote an article saying there was an opportunity for a business that wanted to focus on capture and storage for imaging applications. FileNET wasn't focusing on these areas either."

Spencer said that around the same time he wrote that piece, Cornerstone purchased **Pixel Translations** and developed the *InputAccel* capture platform. Pixel competitor **Kofax** later released its *Ascent Capture* application. Both companies had previously offered toolkits that systems integrators could use to create their own capture programs. Leveraging technology from these toolkits, FileNET eventually launched its own capture program.

According to Jolly, many FileNET customers would prefer to work with a single vendor for all their document imaging requirements. "We've seen some

consolidation in the capture market, and part of this has to do with customer concerns about working with small vendors," observed Jolly. "In lieu of the recent shakeout in the technology market, customers want to work with vendors they view as stable and that will be around to support them."

Jolly added that while FileNET will continue to improve its capture capabilities, it has not set its sights on the forms processing space. "Automated indexing is not the same thing as forms processing. We will continue to work with forms processing partners. They are the experts in that area," she said. "One area that we do find interesting is intelligent document recognition."

Don't Make The Corel Mistake

As FileNET continues to improve its capture platform, it definitely bears watching. While competitive capture vendors may have scoffed at early versions of FileNET *Capture*, **Corel** likely scoffed at early versions of **Microsoft** *Word* too. As we've said before, there's something to be said for size and staying power.

Also, as FileNET initiatives in more cutting edge areas — such as its *Acenza* and *BrightSpire* product lines — have sputtered, it makes sense for the company to focus on established markets

like capture that are very close to its legacy. Even the dropping of the "*Panagon*" prefix in the product title shows that FileNET is serious about making *Capture* stand up on its own.

For more information: **FileNET**, Costa Mesa, CA, PH (714) 327-3400, e-mail: djolly@filenet.com.⬛

DATACAP INTEGRATES WITH FILENET CAPTURE

At least one forms processing vendor has formally recognized **FileNET** *Capture* as a force in the input space. **Datacap** recently announced it has integrated several of its application components with *Capture*. "We are giving users the opportunity to take the OCR capabilities released in the latest version of *Capture* to the next level," said Scott Blau, CEO of Datacap.

Datacap is offering data lookups, validations, and formatted output to legacy systems. "We have even enabled our health claims application to run within the *Capture* framework," Blau told *DIR*. "Many forms processing products have the ability to release documents to FileNET's *Panagon* repository, or take images from *Capture* and then do data extraction on them. We've integrated forms processing functionality right into the *Capture* platform."

Blau said this integration is designed to reduce the number of input systems *Panagon* customers have to deal with. "Working with one system should reduce costs in areas like maintenance and training," he said. "Our technology should also help FileNET sell more seats of *Capture*, because, leveraging our technology, it can now be used in forms processing environments."

For more information: **Datacap**, Tarrytown, NY, PH (914) 366-0100.

Correction: *Last issue, we stated that a 2TB Centera solution from* **EMC** *starts at $200,000. According to EMC's A. J. Ragosta, a $200,000 Centera solution actually contains 10 TB of raw storage, good for 5 TB of data storage.*

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