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NOVEMBER 2023

Content

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Taking a deeper dive into GenAI ethics and IDP M&A

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On behalf of the team at Document Imaging Report, I'd like to thank the readers who reached out to offer feedback about our new look and feel. Your insights, suggestions and contributions have always had a profound impact on our publication's growth and development, so we are encouraged by your warm comments about our fresh approach.

This month, we have another edition packed with industry news and insights. Generative artificial intelligence (GenAI) remains the hottest topic in the industry, so we have two stories that take a deeper dive into the topic. Andrew Pery, an AI ethics expert at ABBYY, spoke to us about the ethical challenges associated with AI and the need for regulation in the sector.

He also touched on some of the implications of GenAI regulation and ethics for Capture and Intelligent Document Processing (IDP) vendors. In a separate article, we capture some of the insights that were shared in a panel discussion at the 18th Infosource Capture & IDP Conference about how GenAI will drive software mergers and acquisitions.

Elsewhere in these pages, we have a report-back on Hyland Software's CommunityLive 2023 event at Caeser's Forum in Las Vegas as well as an interview with Thomas Schneider, founder and CEO of Germany-based inovoo. Schneider talks about his company's history and offers some insights about the way ahead for end-to-end process automation.

I aim to serve you with insightful news and commentary about the latest trends in printing, office automation, capture and IDP. Please continue to share your thoughts, suggestions, and stories with us. Your voice is instrumental in shaping the direction of Document Imaging Report. You can mail me on **cdb@info-source.com** with feedback or motivations for editorials or interviews.

Chris De Beer

Regional Manager
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01

Going beyond compliance: Why AI ethics has emerged as a business imperative

As companies embed artificial intelligence (AI), and especially generative AI (GenAI), more deeply into their business processes, they should implement rigorous AI ethics frameworks and data governance standards that go beyond the current legal and regulatory prescriptions. This will help to build public confidence in the fairness and transparency of AI systems.

That's the word from Andrew Pery, an AI Ethics Evangelist at intelligent automation company ABBYY, who says that companies that treat AI ethics as a pure compliance issue will get left behind in a fast-changing landscape. Pery, who favors robust regulation and governance of AI, says that mitigating potential harms from AI has become a social and business imperative.

Goldman Sachs research estimates that AI could impact the equivalent of 300 million full-time jobs and a PwC study forecasts that AI will contribute $15.7 trillion to the world economy. Numbers like these show that AI will bring profound disruption to industries and societies over the next decade, says Pery, and governments and regulators in most jurisdictions are struggling to keep up with the speed of change.

Andrew Pery

Businesses, given their focus on shareholder value, aren't necessarily in the best position to set the rules. Consumers are currently at a disadvantage in enforcing their rights about how AI systems use their personal data and how opaque AI algorithms make decisions that affect loan approvals, insurance claims, job applications and other aspects of their lives, says Pery. Organizations often don't disclose which AI systems they use and how they work.

AI disruption: Regulatory challenges and responses

Pery says that the EU has set the pace for AI regulation, as it did for data privacy regulation with the General Data Protection Regulation (GDPR). The EU has historically taken a more muscular approach to technology and data regulation than the UK post-Brexit or federal government in the US—and the EU AI Act may set the global template in much the same way as GDPR did.

But the Act must clear a final vote by member countries before becoming law, and may not come into force much before 2026. Given the prescriptive, risk-based approach of the Act and its rigorous compliance and transparency obligations for AI providers, many member states and companies have proposed amendments to balance opportunity for innovation against potential harmful impacts.

In late October, G7 countries agreed a voluntary code of conduct for

companies developing advanced AI. Meanwhile, US President Joe Biden announced an executive order to regulate the use of AI. The order will require AI developers to share safety test results and other information with the government and mandates the National Institute of Standards and Technology (NIST) to create AI safety standards.

Photo: https://www.whitehouse.gov/

The executive order builds on voluntary commitments from bigtech and is widely seen as an attempt by the Biden administration to catch up with developments in China and the EU. Yet these regulations may take some time to come into force, could be changed by a future administration and may be challenged in court by bigtech companies.

AI for good: Ensuring positive societal impact

"There is an enormous potential for AI to improve the quality of our lives," says Pery. "There needs to be a whole of society effort to ensure that it engenders opportunity for everyone to be uplifted and benefits society as a whole." Rigorous data governance and bias detection best practices are essential to ensure AI technologies don't exacerbate existing inequalities.

AI must be fair, creating just and unbiased outcomes. For

> Rigorous data governance and bias detection best practices are essential to ensure AI technologies don't exacerbate existing inequalities.

example, when banks use AI to assess creditworthiness, the algorithms should be tailored to a broader set of available data to prevent unfair exclusions and improve access for demographics who may not have a credit history or are underserved by financial institutions. The same goes for AI systems used to screen job applications, so that female or minority group applicants, for example, aren't discriminated against because of biased training data or algorithms.

Furthermore, AI systems should meet the test of 'explainability', says Pery. Many systems today are a black box and even the developers aren't sure how they make their decisions. But AI systems should be designed so that companies can explain why a loan application or claim was rejected (for example), so the customer can appeal the decision or offer information that might alter it.

Frameworks for responsible and ethical AI

In the absence of clear government regulation, Pery recommends that companies put in place risk management and AI ethics frameworks that will help earn trust from customers and other stakeholders. Voluntary codes of conduct and frameworks from organizations such as NIST offer a starting point for enterprises.

Organizations should set out with top-down commitment to AI ethics from their senior leaders and a clear understanding of the fundamental strategic objectives for each AI project or system, as well as an understanding of the risks and their potential impact. AI is only as good as the data it is trained on. Thus, rigorous data governance is essential to prevent bias and ensure the quality of AI decisions and content.

Companies should also put rigorous auditing processes in place to identify anomalies in AI systems. Humans should be able to override AI systems when necessary. Regular reporting of auditing results is also critical. These considerations are especially important for processes and systems that impact on people's health, security and fundamental rights, says Pery.

Bridging the gap: IDP and AI accuracy

Intelligent Document Processing (IDP) can be a powerful tool for extracting, classifying and enriching data that fuels GenAI and other AI systems, says Pery. By helping organizations to capture cleaner data at the front-end and classifying it with more precision, IDP can substantially increase the accuracy and reliability of AI outputs.

Without leveraging the wealth of untapped, non-copyrighted information and real-world data sources that go beyond the common online repositories, large language models (LLMs) risk stagnating before they reach true production readiness or ascend to the plateau of productivity. IDP is thus not just an enhancer of data quality, says Pery, but the crucible in which the future of LLMs will be forged.

"The backbone of any sophisticated LLM lies in the quality of its training data," says Pery. "IDP stands as the unsung hero in this narrative, sifting through the digital expanse to provide the granular, accurate, and consistent data crucial for training more advanced LLMs—ensuring that the promise of AI isn't built on conjecture but on a bedrock of concrete, actionable, and real-world information."

02

Partnerships between document input and output vendors take process automation to the next level

Closer partnerships between document output and Capture & Intelligent Document Processing (IDP) software vendors hold the key to enabling end-user organizations to take intelligent process automation to the next level. Vendors could spare companies a great deal of time and effort traditionally spent on integration if they worked more closely together.

That's according to Thomas Schneider, founder and CEO of Germany-based inovoo, which provides IDP software solutions that help companies to optimize data-, document-

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and information-driven processes. He says that the intelligent automation software market remains fragmented among many specialized solutions, even after years of consolidation.

The result is that enterprises are struggling to automate business processes end-to-end and from input to output. Inovoo, which develops the NOVO CxP platform for intelligent input management, is striving to build an ecosystem of implementation and software partners that can offer end-customers more seamless solutions for automating processes such as email and invoice processing.

From reseller to software developer

The company started out life as a systems integrator in 2003 and, in its early years, was a reseller for vendors such as Captiva and Kofax. Inovoo started to develop its own software solutions when it realized that many companies were following an inefficient process of printing out emails and scanning them for digital software.

It created a solution that analyzes incoming e-mails, obtains data and automatically assigns them to the right target systems. "A lot of customers didn't see the need for software to capture email at first because they thought they'd be capturing most information on web portals," says Schneider. "But today, there still is a lot of demand for software to automate the processing of email."

Schneider points to a proof of concept that inovoo conducted with a document management system (DMS) vendor as an example of how integration of data input and output solutions can create significant value for enterprises. The client involved in the PoC was receiving a high volume of questions on its website, which it was processing manually.

This consumed a lot of employee hours and long response times affected customer satisfaction. Within seven days, inovoo and the DMS vendor were able to put together a solution that uses machine learning to analyze and categorize queries received on the web, then provides recommended

answers for employees to send to customers.

A vision for seamless automation

One key point of differentiation for inovoo's solution is that the software built is around tasks and objects, rather than documents, says Schneider. It can extract information from a wide range of data sources, whether they are structured, (forms, applications, returns and so on), semi-structured invoices, purchase orders, etc.) or unstructured (email, contracts, voice, video and more).

The platform captures information using techniques such as text analysis with machine learning, optical character recognition (OCR), free-form and form extraction. Artificial intelligence (AI) is used to classify documents and data according to the document type and business process. Robotic process automation and AI, meanwhile, help to streamline workflows.

Other factors that set inovoo apart are low-code, no-code configuration to empower business users to take control, as well as an open architecture that has enabled the company to seamlessly integrate its solutions with leading archiving, DMS, enterprise resource planning (ERP) and customer relationship management (CRM) systems, says Schneider.

International expansion drive

Most of inovoo's customer base is currently in Germany, where it has provided solutions to a range of financial institutions and business process outsourcing (BPO) firms. But the company is starting to internationalize its business by expanding its partner network into neighboring countries such as Austria and Switzerland.

From its financial services base, inovoo has moved into sectors such as healthcare and contact centers. The current priority for inovoo is to scale its business by growing its ecosystem of complementary software partners, says Schneider. He says that there is significant opportunity in the market

because most enterprises are only at ground level when it comes to process automation.

"Automation today is not only about documents, but also other data sources. This is where legacy providers have a problem. We're positioning ourselves as an innovative IDP partner with a lot of flexibility," says Schneider. "The idea is to help companies get quick wins with automated processes they can implement and manage themselves. We're looking for similarly entrepreneurial partners to build solutions for complete process automation."

03

Unlocking the power of GenAI: A path to increased valuation for IDP companies

Capture and Intelligent Document Processing (IDP) vendors that are seeking investors or buyers can boost their potential valuation if they have a credible generative artificial intelligence (GenAI) story to tell—but their priority should be to ensure that they deliver genuine business value to clients using the technology rather simply riding the wave of hype.

That was one of the key messages to emerge from a panel discussion at the Infosource Capture & IDP Conference 2023 in September, which featured software merger and acquisition (M&A) specialists, David Gerber, Vice President: Tech M&A at

Corum Group, and Paul Carman, President and CEO at Xamcor. Both agreed IDP companies can't ignore GenAI, but they do need to tie it to business outcomes.

The potential for GenAI-related M&A in the IDP sector is vast. Capture & IDP market companies attracted more than $1.5 billion in investment between 2016 and 2021. And, according to Gerber, during 2023, GenAI companies won around $43 billion in investment across 700 deals. But not every company will be a winner in this space. Investors will ask for GenAI in your toolkit, added Gerber.

GenAI as a valuation catalyst

Gerber compared the current excitement about GenAI to the booms in web content management and robotic process automation. Both of these sectors saw a surge of hype and a flurry of investment, before the markets deflated and only a few winners were left standing. There is investment in GenAI, but it's unclear which investments will pay off.

Carman said that AI will have a positive effect on IDP companies' valuations only if they demonstrate how they use the technology to increase revenue and profitability, lower costs and, most importantly, provide more effective and easy-to-implement solutions. Companies that embrace AI won't improve valuations unless it solves end-users' problems.

Gerber and Carman both agreed that GenAI creates a compelling opportunity for IDP companies to make themselves more attractive to investors and buyers by reorienting their businesses around recurring revenues and subscriptions. Carman said that many investors are looking for companies with annuity revenues and use annual recurring revenue (ARR) as one of their key financial metrics.

Gerber cautioned, however, that shifting towards an as-a-service model is not risk-free because it can take more than three years to generate subscription revenues equal to the income a company could get from an upfront sale of a software license. Another danger is that this model makes it easier for clients

to replace the solution with a different product because they're not so deeply invested in it.

Specialization: The key to investor and buyer attraction

One key to attracting buyers and investors is to find and own a niche such as a business process or a vertical industry. Carman said that investors often seek to fund companies that are leaders or profitable followers. The focus could be on a vertical market or on solving a challenge such as mailroom, which no vendor has yet succeeded in making simple for end-users.

IDP companies should specialize in solving one or two problems, agreed Gerber. This makes them especially interesting prospects for strategic buyers who want to buy a company that they can easily plug into their own platforms and offerings. He named UiPath's acquisition of Re:infer, a natural language processing (NLP) company focused on unstructured communication, as an example of such a transaction.

Gerber said he regards it as dangerous when capture vendors say they have 2,500 document types categorized and laid out because it's difficult to do that well. It's far more compelling to hear that a company has deep technology and expertise in one are like categorizing every single IRS form, knows the content, and can extract any data from these forms to any system.

Carman said that there are still great opportunities for IDP companies seeking buyers or investors, but transactions are taking longer in a high-interest rate environment. Every company looking for investment needs to have a good story to tell about its financials and the problem it solves - and it needs to present it differently for audiences such as private equity firms, venture capitalists and strategic buyers.

04

Hyland seeks to turbocharge cloud transition with new IDP offering

By Ralph Gammon, Senior Analyst at Infosource

Hyland Software used its recent CommunityLive 2023 event at Caeser's Forum in Las Vegas as a platform to announce a new Intelligent Document Processing (IDP) product to be known as HIDP. The solution is positioned as a bridge between Hyland's advanced capture software, which primarily runs on-premises, and its cloud-based Hyland Experience, which offers some basic Capture capabilities.

Hyland, which generates more than $1 billion in annual revenues, is best known for its enterprise content management (ECM) solutions, but is also a strong Capture and IDP player. Infosource's data shows that Hyland is one of the top 10 players in the world by market share and among the top five in the North American market.

Hyland's Capture & IDP portfolio comprises OnBase Advanced Capture, which is coupled with its flagship repository; Brainware IDP, a standalone product that Hyland acquired in 2017 and which has been deployed primarily for invoice and transcript processing; and the former AnyDoc software, which Hyland acquired in 2013 and is primarily used in the healthcare sector.

2022 North America Capture & IDP Market Share
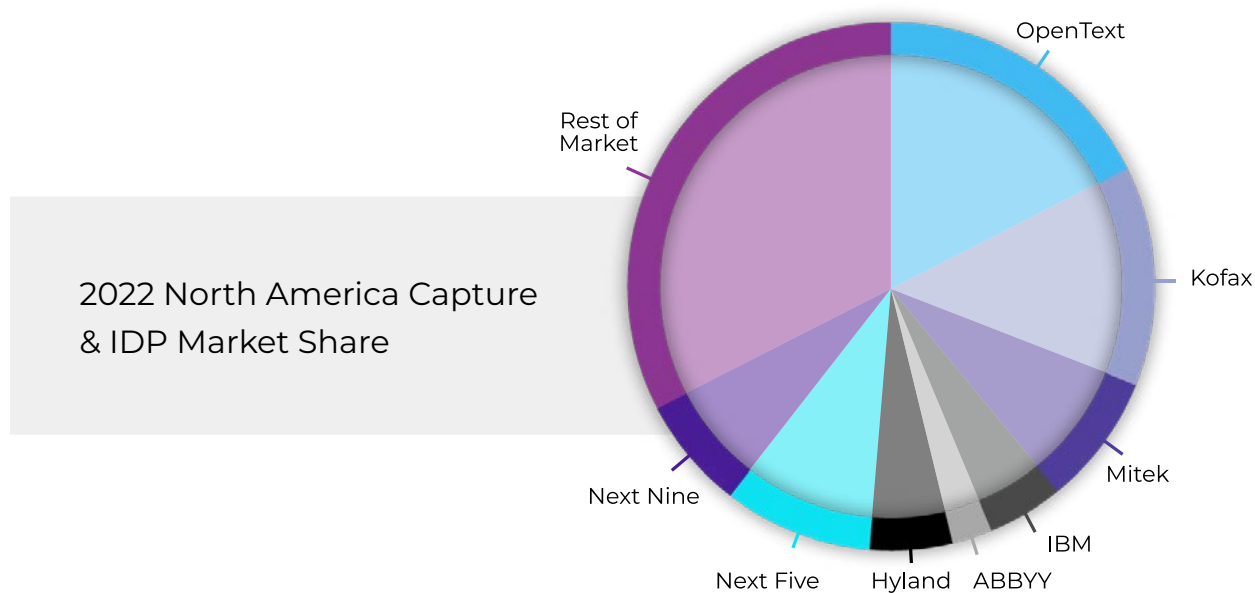
Hyland's HIDP as a cloud transition accelerator

Hyland introduced Hyland Experience Capture (HxC) a couple of years ago as the first application on its Experience software-as-a-service (SaaS) platform. But this product has seen low uptake and does not integrate the Brainware advanced Capture capabilities. HIDP uses Capture technology from German ISV Skilja, which seems to alleviate Hyland's cloud-related challenges.

However, HIDP will be initially deployed on-premises and in the Hyland Cloud, a private cloud option rather than on the Experience SaaS platform. In April, Hyland CEO Bill Priemer, announced the company would be laying off 20% of its staff to "make us more effective at developing, delivering and supporting cloud-based solutions."

Hyland is at a crossroads as it attempts to migrate its customer base to SaaS and HIDP is an important part of the transition. In addition to OnBase, Hyland

has acquired three other ECM platforms over the years: Perceptive (2017), Alfresco (2020) and Nuxeo (2021). Each of these companies was at a different stage of the journey to the cloud.

The role of Skilja in Hyland's cloud journey

Skilja was founded by Alexander Goerke, a German entrepreneur who also led the original development of the Brainware Capture technology. Georke has founded and sold two other Capture companies, so an eventual acquisition of Skilja by Hyland is not out of the question. In addition to a more cloud-ready architecture, Skilja offers more flexibility than Hyland's legacy Capture platforms.

At CommunityLive, Hyland showcased HIDP's ability to process mortgage documents, an application which was near-impossible with Brainware because of its limitations in areas like document classification and separation. Hyland will continue to market Brainware for invoice and transcript processing applications, but HIDP could potentially be brought to market as a lower-volume invoice capture option.

In addition to HIDP, there was a demonstration of AWS' Textract for mortgage processing at CommunityLive. There are plans to integrate Textract with OnBase to create another IDP option for Hyland customers. Hyland Experience initially launched on AWS, so integration with Textract would be a natural evolution.

Moving into intelligent content automation

Hyland is strategically positioning itself in the Intelligent Content Automation space. To this end, the company also introduced two new artificial intelligence (AI)-powered products that run on the Hyland Experience platform. Experience Automate is a workflow tool designed to drive secure and compliant end-to-end automation in areas like case management.

Experience Insight is designed to leverage AI for specific business needs such as summarization of clinicians' notes in healthcare applications and, in the

education market, being able to automatically analyze data from transcript firms to determine if credits qualify for transfer. These products and others announced at CommunityLive are key steps in the modernization and revitalization of Hyland's business.

05

Raven Scanner winding down operations

By Ralph Gammon, Senior Analyst at Infosource

Advanced wireless scanning company, Raven Scanner, appears to be winding down its operations. In October, the company informed customers via a web notification that its Raven Cloud service will not be supported beyond 31 December and its products are no longer available from its store on Amazon.

Raven specialized in network scanners and offered its customers access to free cloud storage and optical character recognition (OCR) functionality. Its network scanners featured large touchscreens and were designed for ease of use. Raven's scanners typically sold for less than $500, which included unlimited use of the cloud service.

The company was founded in 2017 by CEO Stefan Diasti

and launched its first scanner in 2019. Raven's sales got a boost from soaring Chromebook sales over the pandemic period because Google's notebooks don't support traditional drivers. According to his LinkedIn profile, Diasti left Raven in June 2022 and is now running a swimming pool business.

Although its founder and CEO had a background in the healthcare software market, Raven struggled to develop a business model that would enable it to earn recurring revenue from its software-as-a-service (SaaS) component. Diasti had plans to eventually charge for more advanced cloud services, but those never came to fruition.

Raven was not the first scanner vendor to leverage a hardware device to launch a software application. Visioneer was founded as a vehicle for a desktop document image management application called PaperPort and NeatReceipts sold numerous low-end scanners as a conduit for its receipt scanning software.

Visioneer eventually sold its PaperPort business to ScanSoft (which later became Nuance) to focus on its hardware business. After discontinuing scanner sales, Neat operates as a software-only company, promoting a SaaS Capture offer. Raven had developed a good software platform for small office and home office users, but was not able to turn this into a profitable business.

07

INDUSTRY NEWS IN BRIEF

- Kodak Alaris awarded NY State Contract for Scanners
- Drupa Global Trends Report reflects growing print industry confidence
- AI training and policies lacking in most European organizations
- PFU blasts past 15 million scanner shipments
- Xerox leaves the Russian market
- AntWorks announces integration of GenAI into IDP product
- Grid Dynamics releases GenAI IDP Starter Kit
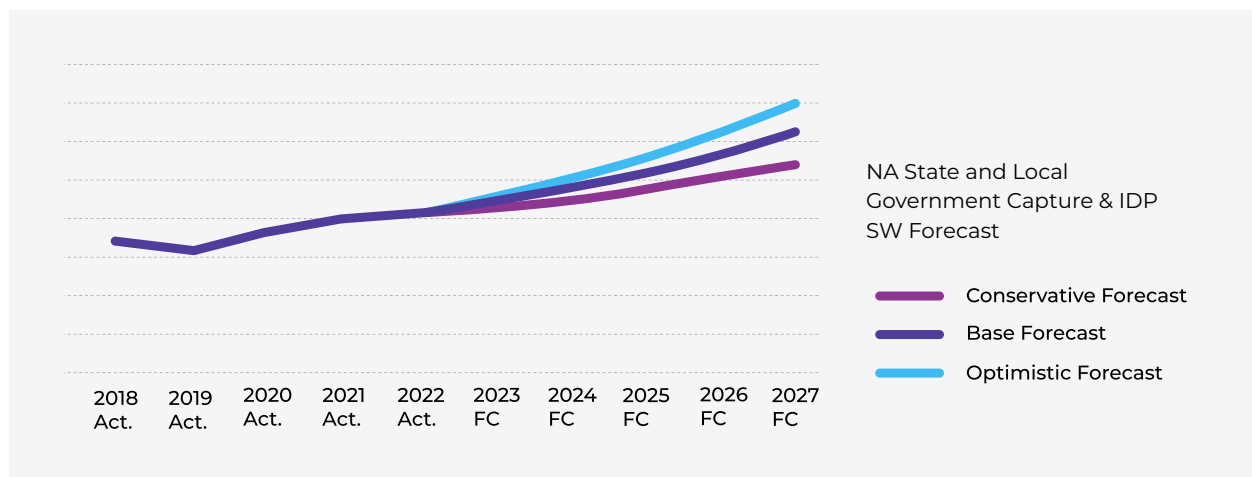- Amazon Textract launches Custom Queries
- Ripcord joins the AWS ISV Accelerate Program

Kodak Alaris awarded NY State Contract for Scanners

Kodak alaris

Kodak Alaris was one of the companies granted an IT umbrella contract by the New York State Office of General Services in October. The hardware contract, which runs through to November 2025, is worth up to $20 million and lists several Alaris resellers. As a state-approved vendor, Kodak Alaris will be able to conduct business more easily with New York State agencies.

Kodak has won New York State government deals in the past and was responsible for large scanner implementations with agencies such as the New York State Department of Motor Vehicles and the Monroe County Department of Social Services. Infosource forecasts 9% compounded annual growth for Capture and IDP software sales in North America's state and local government sector between 2022 and 2027.

NA State and Local Government Capture & IDP SW Forecast

— Conservative Forecast
— Base Forecast
— Optimistic Forecast

2018 Act. | 2019 Act. | 2020 Act. | 2021 Act. | 2022 Act. | 2023 FC | 2024 FC | 2025 FC | 2026 FC | 2027 FC

Drupa Global Trends Report reflects growing print industry confidence

The ninth annual drupa Global Trends Report, to be published in November 2023, indicates that commercial and publishing printers and their suppliers are expecting a good year in 2024. According to the report, 50% more printers worldwide raised prices in 2023 than lowered them, sustaining the pattern of last year, which followed the previous seven years of falling prices.

Capital expenditure recovered a little last year and accelerated this year, with 27% more printers investing more in 2023 than those who reduced expenditure. This is the highest figure since 2017. Printers and suppliers forecast even higher investment for 2024. Print technology and finishing remain the most popular targets, with sheetfed offset and digital toner cutsheet color as the most popular technologies.

AI training and policies lacking in most European organizations

New research from Ricoh Europe shows that many organizations are lagging in providing guidance and training as adoption of the use of AI tools and technologies accelerates. The research found that 48% of European employees are using AI tools such as Chat GPT, with 18% of these respondents using it once or more a day.

However, the adoption of AI is outpacing employers' implementation of formal policies and procedures. Only one in six (16%) companies have offered training on how to use AI tools. Only 18% of businesses have implemented risk management measures to ensure the safe and transparent use of AI, despite associated copyright and privacy risks.
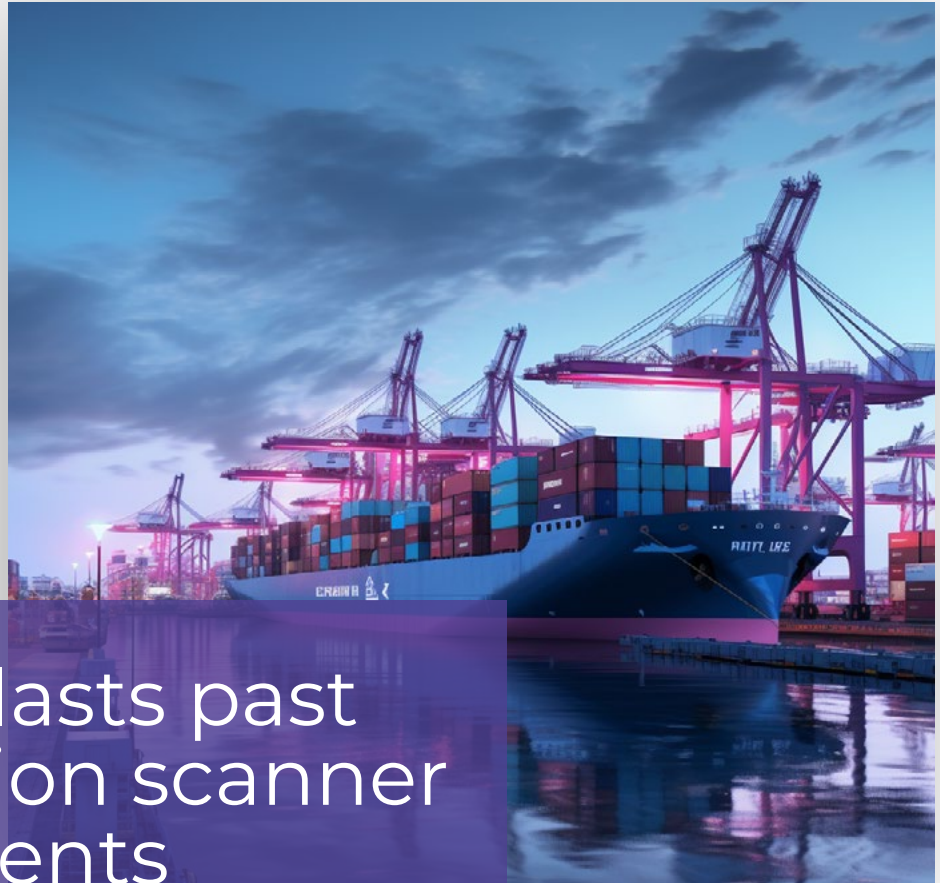
PFU blasts past 15 million scanner shipments

PFU, a member of the Ricoh group and a leader in image capture, has announced that it has manufactured and shipped more than 15 million scanners worldwide. The company has reached customers in over 100 countries, making a significant impact on image capture technology adoption worldwide.

Xerox leaves the Russian market

Reuters reports that Xerox Holdings has sold its operations in Russia to local management for an undisclosed sum, becoming the latest Western business to cut ties with Russia over the invasion of Ukraine. The Russian company will work as an independent organization, change its name in the near future, and not be associated with Xerox.

AntWorks announces integration of GenAI into IDP product

IDP vendor, AntWorks, has announced the integration of Generative AI into its CMR+ Intelligent Document Processing (IDP) solution. The company says that the combination of GenAI and IDP will empower data and document-intensive industries to automate the routine of search, data extraction and analysis of complex documents as well as facilitates straight-through processing.

CMR+ leverages Generative AI to go beyond extraction to offer insights for decision makers and analysts. It reduces and eliminates the traditional need for large middle and back-office staff to routinely summarize and prepare structured data from documents received, or retrieved from an archive, enabling better decision-making.

Grid Dynamics releases GenAI IDP Starter Kit

Grid Dynamics Holdings has launched a GenAI IDP Starter Kit that enables companies in industries such as manufacturing, retail, finance, and insurance to accelerate the automation of complex workflows that require information to be summarized, questions to be answered, data to be validated, and decisions to be made.

The starter kit provides a modular solution for automating operations such as form filling, compliance checking, and additional information collection that can be used to build new automation pipelines or extend the existing workflows. It can be used for cases such as RFP processing, claims processing and vendor evaluation.

Amazon Textract launches Custom Queries

Amazon Web Services (AWS) has announced Custom Queries, an Amazon Textract feature that enables customers to adapt the Queries feature and improve extraction accuracy for their business-specific documents. Queries is a feature within the Analyze Document API that lets you extract specific pieces of information from documents using natural language questions. Custom Queries allows customers to adapt Queries to meet their needs without requiring them to have machine learning expertise.

Ripcord joins the AWS ISV Accelerate Program

IDP provider, Ripcord has joined the AWS Independent Software Vendor (ISV) Accelerate Program. This provides Ripcord with co-sell support and benefits to meet customer needs by working with AWS sales representatives around the world. Headquartered in California, Ripcord offers a document intelligence as a service (DIaaS) platform.

07

IN CASE YOU MISSED IT

↘ New research: Exploring the growth of the market for FADGI-compliant scanners

↘ Meet us in Germany at the Industrial Printing Integration Conference 2023

↘ European LFP market analysis for H1 2023 now available

↘ Infosource expands worldwide coverage of Production Device and Digital Color Press segments

NEW REPORT

New research: Exploring the growth of the market for FADGI-compliant scanners

In May 2023, the US Federal Government's National Archives and Records Administration (NARA) confirmed that digitized records have to comply with the three-star standard of the Federal Agencies Digital Guidelines Initiative (FADGI) to meet its standards. All federal agencies face an end-June 2024 deadline to convert their permanent records into electronic files for transfer to NARA.

Vendors started to offer FADGI 3-Star compliant packages for some of their scanner models several years ago , but sales have been slow to date. The looming deadline and confirmation that compliance with the FADGI 3-Star standard is required raises the question: Is the market for FADGI-compliant scanners set to explode?

Infosource has published a report addressing this topic, including questions such as:

- ↘   What is FADGI?
- ↘   What does the competitive landscape look like for FADGI-compliant scanners?
- ↘   Do agencies understand the FADGI guidelines and how they can achieve compliance?
- ↘   When are agencies and service bureaus implementing FADGI and looking to purchase FADGI compliant devices?
- ↘   Will FADGI compliance impact other vertical markets?
- ↘   Are there any FADGI-related opportunities outside of the US market?

Contact Barbara Richards in the US, br@info-source.com or Mark Nicholson in Europe, mn@info-source.com to learn more about the report.

Meet us in Germany at the Industrial Printing Integration Conference 2023

The Industrial Printing Integration (IPI) Conference 2023 takes place on 28-29 November at Crowne Plaza Düsseldorf-Neuss. Our Production & Industrial (P&I) team will participate in the event, which explores trends across the Digital Color Press, Large Format Printers, B&W and Color Production Devices, Direct-to-Garment and Direct-to-Film Printer segments.

This event is organized by ESMA, the European Specialist Printing Manufacturers Association. More than 60 print technology experts from global brands, startups, and academic research centers will showcase solutions, discuss potentially

disruptive new ideas and explore future trends within the industrial printing world.

Participants include Agfa, Epson, Fiery, Fujifilm Ink Solutions, IST INTECH, Kyocera, Marabu, Meteor Inkjet, Nazdar, Ricoh, Seiko Instruments, Sun Chemical and Toshiba. Some of the highlights of the program include:

- ↘ Witte Technology presents case studies of advanced screen-printed electronics in mass production of security features.
- ↘ CCL Industries shows the newest trends in Human-Machine Interface manufacturing.
- ↘ Saule Technologies, the world's pioneer in perovskite solar cells, explains the inkjet printing process behind their production.
- ↘ The European Printing Ink Association discusses the impact of current sustainability goals on the industrial printing sector.

Register and get a special Infosource discount by entering "Infosource-50" Coupon and **clicking here**.

European LFP market analysis for H1 2023 now available

Infosource has just released a new report that analyzes the latest developments in the European Large Format Printer (LFP) market by application and print technology. Our report looks at how the market has fared after the COVID lockdowns in the face of challenges such as supply chain disruptions, increased transportation costs and longer delivery times, and a worsening energy crisis.

Our report shows that the market continued to decline in the first half of 2023. The total European LFP market show a 5.8% decrease in unit sales, compared to the first half of 2022. If the Russian and Ukrainian markets are excluded, the decrease is only 3.8%. CAD and GA+SSI (Graphic Art and Soft Signage) unit sales fell by 7.8% and 4% respectively. Excluding Russia, the CAD market dropped by 2.7%.

The demand for textile printers bucked the downward trend with 12.5% growth year-over-year. Considering ink technologies such as latex, resin, water-based, UV curing and solvent, these markets have experienced disruptions

and challenges in recent years. While the solvent ink technology market has declined steeply for several years, it is stabilizing at a lower level across Europe.

Infosource tracks not only the quantitative changes in the European market, but also follows regional megatrends and the latest developments in each country. The LFP European Market Analysis Report contains valuable information about established brands, new entrants, regions, countries, applications and much more.

For more information, contact Eirini Louizou, Head of Production & Industrial Printing el@info-source.com or Pandelis Voulgaris, Senior Analyst: Industrial Printing pv@info-source.com

Infosource expands worldwide coverage of Production Device and Digital Color Press segments

We're pleased to announce the expansion of our Production & Industrial (P&I) services with the addition of quarterly market data for the Production Devices & Digital Color Press (DCP) industry in Asia-Pacific, North America and Latin America. This brings our geographic coverage to 111 countries, marking an important milestone for us.

Infosource's P&I research methodology is based on longstanding relationships with manufacturers and industry experts around the world. Our team covers all segments of the P&I space, including Digital Color Press, Large Format Printers, B&W and Color Production Devices, Direct-to-Garment and Direct-to-Film Printers.

Eirini Louizou, Head of Production & Industrial Printing at Infosource, says: "Our main goal is to collaborate with executives, product managers and marketing strategists at production device manufacturers to provide them with knowledge to optimize their performance and achieve their business targets."