

# 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>

February 1, 2008

## THIS JUST IN!

### INVOICE CAPTURE MARKET HEALTHY

Capture and search software specialist **Brainware** recently reported that it increased contract bookings by 500% in 2007. The Ashburn, VA-based ISV's 2007 wins came in a variety of industries, including telco (**Alltel**), energy (**E.ON** and **Southern Company**), healthcare (**Mayo Clinic**), pharmaceuticals/life sciences (**Abbott Labs**), and retail (**Metro AG**).

**ReadSoft**, which competes with Brainware in the invoice processing space, recently announced a pair of AP wins for projects in the Silicon Valley area of northern California. Both wins are at Fortune 500 companies and involve integration with **SAP** systems. The software license value totals more than \$600,000.

The ReadSoft press release announcing the deals touts, "With the two recent wins, as well as the announcement of **CV Therapeutics** in September 2007, ReadSoft is making itself known as the number one solution within the SAP segment in North America."

Of course, much of ReadSoft's success in SAP environments has to do with its 2006 acquisition of workflow specialist **Ebydos** [see *DIR* 10/20/06]. This has not gone unnoticed among its competitors. As we reported, Brainware recently upgraded its SAP workflow capabilities [see *DIR* 12/21/07], and, in this issue, Sam Schrage of **AnyDoc** discusses an SAP workflow partnership his company is forming. We are looking forward to another strong year of growth in image-based purchase-to-pay solutions in 2008.

For more information:

<http://www.brainware.com>; <http://www.readsoft.com>;  
<http://www.readsoft.com/ebydos-redirect/redirect-en.htm>

## Bish Pushes Forward Changes At Dicom

*Global capture leader soon to be renamed Kofax*

Less than three months after being named the CEO of the **Dicom Group**, Reynolds Bish has put his stamp on the company. Last week, the \$320-million global document capture technology specialist announced both re-branding and re-structuring initiatives. If all goes as planned, following a Feb.18 shareholders vote, the company will be renamed **Kofax**, after the Irvine, CA-based document capture technology developer that Dicom acquired in 1999. Also, effective last week, the company restructured its management and reporting functions. The new structure is based more around product groups and less around geographical and legacy product lines.



Reynolds Bish,  
CEO, Dicom Group  
(Kofax)

Bish explained that the new structure is similar to the one he managed successfully at Captiva—a model he said is used by most software companies. "The fundamental reason for the restructuring is that prior management did nothing to integrate the many acquisitions Dicom made over the years," he said. "This resulted in more than 20 individual profit centers with general managers, each of whom was managing all functions with little or no consistency.

"That's a very inefficient and costly model. It resulted in no leveraging of resources or any consistency in product positioning, messaging, or go-to-market strategy. In addition, managing all functions distracted and diluted the sales and revenue generation focus of each group.

"On top of this, the company had a complex, redundant, and expensive management matrix that resulted in a lack of clear lines of authority and responsibility. Add all this up, and you have less than optimal sales management and productivity, along with higher than necessary costs."

## Meet the new Kofax

The new structure at Kofax will be focused along three major lines of business: 1) software and solutions, 2) OEM sales (primarily VRS), and 3) the European hardware distribution business (the original Dicom business). Each of Kofax's three geographical regions (America, EMEA, and Asia) will have an SVP in charge of software and solutions sales, with Joachim Froning having been appointed SVP of hardware distribution and Mike Giove, who is also SVP of software solutions in the Americas, heading the OEM business. Gary Collins is the SVP of software solutions in EMEA, with Giulio Battistini holding a similar title for Asia.

All of the regional SVPs will report to an executive VP of worldwide field operations, who has yet to be named but will be based in Irvine. "We are looking for someone with extensive sales management experience at a large enterprise software company operating on a worldwide basis and using a 'hybrid' go-to-market strategy," Bish told *DIR*. "By 'hybrid,' I mean working with a combination of resellers, VARs, and integrators, as well as direct engagements.

"This does not mean direct engagements at the expense of channel partners. Rather, the direct engagements are needed to control our own destiny, address the preferences of many larger prospects and customers, and more effectively compete against our competitors who use this approach."

According to Kofax Chief Marketing Officer Andrew Pery, under the restructuring, departments like HR, financial management, legal services, and marketing and support, will be aggregated as corporate functions—each with a single point of accountability and ownership. "Marketing, for example, has been consolidated under my direction," he said. "This means I'm now responsible for all demand generation, events, marketing budgets, etc. Formerly, a lot of this was being managed at the field level. While we don't want to take away the flexibility that field-level management brings, we've now established a clear chain of command."

Other corporate-level managers under the new structure include Sameer Samat, EVP of products, Anthony Macciola, CTO, and Brad Weller, who was recently named general counsel, EVP of legal affairs, and corporate secretary. Weller formerly held a similar position at Captiva.

## New center of gravity

Pery added that Irvine will become the center of activity as far as corporate functions are concerned. With the name change, the company's marketing activity will also center around Kofax. Dicom has been considering a corporate re-branding for more than a year, but it finally took Bish's impetus to turn research into action.

"There was a lot of confusion both internally and externally



**Andrew Pery, chief marketing officer, Dicom/Kofax**

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

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about the company's identity," Bish told *DIR*. "The use of multiple brands tended to perpetuate the view that we were a collection of loosely affiliated companies, each pursuing its own individual agenda.

"The Dicom brand is only known in Western Europe and only associated with the hardware distribution business. The Kofax brand is known throughout the world for quality software products. The decision to change the name was easy and helps unify our vision for the future."

In fact, at AIIM 2007, Dicom had undertaken a product re-branding initiative that was centered on the Kofax brands [see *DIR* 5/4/07]. So, the corporate name change seems like a natural next step. Following the expected shareholder approval, the company's ticker symbol will change to KFX on the London Stock Exchange. A consolidated Web site is expected to be launched in April.

### **The cost of change**

Of course, no significant change comes without cost, and Kofax expects to record a charge of \$7 million-\$7.5 million in the second half of 2008, related to the re-branding and re-organization. Fifty jobs have been eliminated. Also, related to the changes, Urs Niederberger, Dicom's COO and an executive director, will be leaving the company and stepping down from the board of directors.

"It's not insignificant to move from a highly autonomous regional structure to a global structure," noted Pery. "This is one of the biggest steps we've taken as a company. The end result is to lay the foundation for our next stage of growth as a global company."

For more information: <http://www.dicomgroup.com>; <http://www.kofax.com>

## **Kodak Targets Forms Processing Apps With New High-Speed Scanner**

**Kodak Document Imaging** has combined its world-class document feeding and image processing technologies to create a high-speed scanner aimed specifically at forms processing applications. Introduced this week, the i780 features a hardware design similar to Kodak's successful i600 series, but with a rated speed of 130 ppm. This is slightly greater than the top-rated i600 model, the i660. However, the real differentiator is that with all its image process processing functionality turned on—and there is quite a bit of it—the i780 can produce

300 dpi duplex scans at rated speeds.

"We are emphasizing this scanner for forms processing, because 300 dpi represents the optimal image resolution for many OCR/ICR tools," said Eric Olsen, Kodak's marketing manager for production capture and capture software products in the United States and Canada. "The i780 is 50%-80% faster than competitive models running similar image processing functionality."

Image processing features on the i780 include automatic deskew, auto-cropping, electronic color dropout, blank-page detection and deletion, dual-stream output, and dynamic thresholding through Kodak's iThresholding technology. The i780 also includes automatic page-orientation based on the direction of text—the first time this technology has been included on a Kodak production-level scanner.



*Kodak's new i780 features a design similar to Kodak's i600 series, but is designed to capture images at 130 ppm, while running an impressive array of image processing technologies.*

"We've included the best features of the i600 and added some new features," said Olsen. "We've also carried over hardware features like the dual Xenon lamps, triple ultrasonic double-feed detection, the 500-sheet ADF and SurePath paper handling, and the pre-scan printer. Like the i600s, the i780 has a FireWire interface, with the card and cable included in the bundle."

Unlike the i600 series, the Kodak i780 is not compatible with **Kofax's** VRS image processing technology. "We've found that with higher speed scanners, traditional VRS is too interactive—there is too much stopping of the scanner when a sub-standard image is captured," said Olsen. "This reduces the effectiveness of a scanner designed to run at a high rate of speed."

On the same day the i780 was announced, Kodak announced upgrades to the i600 series, which include several features included in the i780. These features include additional multi-feed detection controls for handling exceptional documents such as envelopes, support for VISTA, automatic color detection, and support for documents up to 34 inches long.

The i780 is already shipping through Kodak's value-added distribution channel. It carries a list price of \$39,995. Its introduction follows the

discontinuation of production of Kodak's i800 series at the end of last year. The i800 is a high-speed line, which was introduced in 2001 and is rated at 120-160 ppm. Between Kodak's i1800 series, which was introduced in 2006-2007 and captures documents at rated speeds of 160-200 ppm, the i600, which maxes out at 120 ppm, and i780—the i800 was clearly feeling the squeeze. "We will continue to accept orders for the i800s until the inventory is depleted," noted Olsen.

For more information: [www.kodak.com/go/i780](http://www.kodak.com/go/i780)

## AnyDoc Bullish About Capture Opportunities

**AnyDoc Software** continues to expand the options available through its *Infiniworx* capture platform. It is in the process of adding third-party advanced classification and capture modules to *Infiniworx* through partnerships with **Content Analyst** and **Mitek**. AnyDoc also continues to aggressively pursue a variety of markets, including invoice processing, the digital mailroom, mortgage capture, EOB processing, and payment processing.

Content Analyst is a Reston, VA-based contextual search specialist with a legacy in government intelligence. In 2006, it announced a partnership with document capture ISV **Datacap** [see *DIR* 9/8/06] and held meetings at AIIM 2007 looking for additional partners in the ECM space. Former Optika and Mitek sales executive Bill Boersing is Content Analyst's VP of business development.

"Content Analyst has extremely powerful technology that will allow us to do some different things than our internally developed classification engine," said Sam Schrage, president of AnyDoc. "Our classification technology is image- and keyword-based. Content Analyst's technology looks at how words, and even discussions, are assembled. It matches the results of its analysis against a sample set of documents to determine classification.

"We think it has potential for identifying documents like mortgage notes, correspondence, loan documents, and patient records. It should help us remove batch separator sheets from the scanning process and move more deeply into the digital mailroom. We are in the process of implementing a digital mailroom solution at a hospital in Europe. The U.S. is still lagging behind Europe in this area, partly because people were touting digital mailroom technology here before it was fully developed. Now, we have the technology, and I expect U.S.

companies to start implementing it soon."

The Mitek partnership will help AnyDoc build on the *AnyDoc REMIT* solution it introduced last year. "We are currently implementing a remittance solution for a customer processing 15,000 payments per day," said Schrage. "The Mitek tools will handle the check capture, with *OCR for AnyDoc* capturing data off the payment forms. We are feeding both data streams into a back-end system that compares the total from the forms against the amounts on the checks."

### Hot vertical opportunities

To help it further penetrate the invoice processing space, AnyDoc has forged a partnership with German ISV **FIS**, an **SAP** workflow specialist. In Europe, FIS partners with **Beta Systems'** Kleindienst division to provide procure-to-pay solutions. At TAWPI's recent capture conference in Miami, *DIR* caught up with FIS' Werner Schlee, who was looking for North American capture partners.



Sam Schrage,  
President, AnyDoc  
Software

"FIS has some very large SAP integrations in Europe," said Schrage. "We expect its technology to complement our existing workflow partners. The invoice market continues to be very strong, and I expect to add another 30 or more invoice processing sites in 2008."

Schrage is also optimistic about the EOB and mortgage capture spaces. "We picked up a couple new EOB sites this year; our most successful EOB processing user to date is a service bureau," he said. "However, we are starting to see a lot of interest from health care organizations, many of which have just finished upgrading to EMR systems and, as a result, have become more comfortable with document imaging.

"Also, everybody thinks the slew of mortgage defaults is going to destroy that whole industry. However, it has helped drive down housing prices and people are still buying. We've combined our auto-classification and data extraction technology to create a very powerful solution for capturing and indexing mortgage files. We've seen a couple failures by our competitors in this area, primarily because they don't have the strong data extraction engine that we do."

Schrage said AnyDoc had two big wins recently in processing unstructured forms in the insurance industry. "Combined, the two installations will be

capturing 40-45 million documents per year with our software,” he said. “I can’t give the customers’ names, but when both applications are completed, we will have three of the top five players in this field as our customers.”

### **Arming their resellers**

We concluded by asking Schrage how AnyDoc’s reseller channel was doing, as AnyDoc has historically focused on indirect sales. “We’re trying to teach our channel not to focus only on large deals,” he said. “We’ve found too many putting all their energy into winning one or two large bids, and if they don’t come through, it leads to disaster.

“I think a reseller should keep a good flow of deals in the \$25,000-\$30,000 range, which creates the opportunity to maintain a better cash flow. They should let the large deals be gravy that can turn a profitable year into a monster year.

“One obstacle our resellers have traditionally faced in competing for smaller deals is that some of our competitors have been dropping their prices dramatically. We’ve made some adjustments, and today, our resellers should be able to compete at the same price. We don’t want our resellers to have a reason for failure. We’ve always given them the software tools to do the job, and now our pricing is competitive with anybody on the market.”

For more information:

<http://www.anydocsoftware.com>;

<http://www.contentanalyst.com/>;

<http://www.miteksystems.com/>; <http://fis-gmbh.de>

## **A Look At Growing Opportunities In Shared Services**

Shared services is one of the major buzzwords sweeping the document imaging industry. If you haven’t heard, shared services involves the consolidation of enterprise-wide applications at a centralized site. Primarily applicable in large organizations, business processes being consolidated in shared services environments include those related to accounts payable and human resources. Coincidentally, these are both paper-heavy processes that can benefit greatly from document imaging. Translation: the growth in popularity of shared services represents a huge opportunity for document imaging vendors.

*DIR* recently caught up with Larry Wilson, senior manager of shared services for **Time Warner Cable**, who told us his company has leveraged

**Hyland’s OnBase** imaging and workflow as one of the pillars of its shared services organization. “When I got here in 2003, we were running a pilot for shared services managing the processes of five business units,” he said. “We now have 42 business units on board, but before we could bring on the additional units, we needed to upgrade our ERP system to **PeopleSoft**, and install *OnBase*.”

Time Warner Cable’s shared service center is based in Charlotte, NC. It is currently managing three primary business processes: AP, HR, and payroll. The campus also is home to the technical support group, strategic procurement, tax, and operation accounting. Part of Wilson’s contribution was to introduce **ReadSoft’s INVOICES** automated data capture software into the AP processing.

“When I got here, we were using imaging for back-end archiving of our invoices,” Wilson said. “The first thing we did was implement *OnBase* to automate the coding and approval workflow. Then, we looked at a couple of options for further improvements. It came down to either pushing more towards EDI or adding automated data capture for our paper invoices. Based on the types of vendors we have, and that a relatively low percentage of our invoices are based on POs, we decided we would get more bang for our buck with automated data capture.”

After a request for bids, Time Warner Cable selected *INVOICES*, which is now used to capture some 1.2 million invoices annually. “We capture nine data fields, including vendor name, invoice number, total, tax, freight charges, etc.” said Wilson. “That data is transferred to a table in *PeopleSoft* and the image is sent to *OnBase*. The image and table are viewed on a split-screen by an AP employee who enters the proper coding, and if necessary, submits the invoice to the next person in the workflow process for approval.”

According to Wilson, the ROI for the image-based AP operation was truly realized after Time Warner completed its 2005 acquisition of competitor Adelphia. “We were able to absorb a 30% increase in invoice volume without adding any headcount in our AP department,” he said. “We are now looking to see if the *ReadSoft* technology is applicable to our expense report forms. In addition, we’ve already implemented the *OnBase* workflow to manage our purchasing appropriation requests. We are always considering adding new processes to our shared services center.”

### **Catching On In The Far East**

Of course, shared services implementations are not limited to North America. Recently-acquired **Top**

**Image Systems** subsidiary **AsiaSoft** is enjoying success in shared service installations in the greater China region, which includes Hong Kong and Taiwan, as well as mainland China.

"We are seeing a trend among enterprise customers and banks that are restructuring to become more westernized," said Alex Toh Kian Hong, managing director of AsiaSoft. "As part of this, we are seeing a push from CFOs to implement shared services. In contrast to Europe, where most shared services activity seems to be centered in accounts payable, in China, it's more broad-based. We are seeing everything, including HR and even bits of IT, thrown into shared services environments.

**"The implementation [of shared services] is really driven more by size and reach than by a specific industry."**

**—Alex Toh Kian Hong  
Managing Director, AsiaSoft**

"We are seeing this across vertical markets. Of course, banking and financial services continues to be our bread-and-butter. However, we are also seeing shared services implementations in manufacturing, energy, and even property management. The move to shared services is really driven more by size and reach than by a specific industry."

According to Toh Kian Hong, in 2007 AsiaSoft had eight to 10 installations that he classifies as "shared services." "Corporations are viewing document imaging, workflow, and ECM as integral parts of their shared services environments," he told *DIR*. "TIS' *eFlow*'s capabilities make it very relevant on the front end. In addition to the data extraction needed for AP and AR documents, we are seeing a big demand for *eFlow*'s classification in areas like sorting documents for banking and insurance organizations.

"We have created a new Chinese interface for *eFlow*, which we are just introducing into the market. We expect it to do very well, as we have some localization advantages over competitive capture products.

"The biggest challenge we face in implementing shared services has to do with change management. Often times our customers want everything done in one big bang, and their requirements change daily. We just have to work through it and make sure we

are very thorough in our requirements gathering process. Even then, change management can be a big challenge."

### **Call for case studies**

Yes, we expect to see plenty more share service implementation activity in 2008. If you have any interesting or intriguing stories and/or installations in this area, please give us holler.

For more information: <http://www.readsoft.com>;  
<http://www.onbase.com>  
<http://www.topimagesystems.com/>;  
<http://www.asiasoft.com.sg/>

## **Web-Centric Focus Drives Success For Tools Vendor**

As the adoption of distributed document imaging continues to grow, Easthampton, MA-based toolkit vendor **Atalasoftware** continues to grow along with it. Atalasoftware bills itself as having introduced the first .NET-based imaging toolkit into the market in 2003, and has also been enjoying success recently with its AJAX-based image viewing tools. Next month, Atalasoftware will introduce version 6.0 of its *DotImage* flagship SDK.

"The majority of our business comes from selling our toolkit to ISVs who embed elements of it in their products, which they, in turn, license to end users," said Bill Bither, president and CEO of Atalasoftware. "**Westbrook Technologies**, for example, is using our toolkit throughout its new *Fortis SOA* product." Other ISV customers include **Captaris**, which embeds *DotImage* in its *RightFax Web Access* module [see *DIR* 3/18/05], **Thompson Financial**, which embeds *DotImage* functionality in a financial management application, and **LINKEDHEALTH**, which embeds it in an EMR application.

"Our goal is to make it very easy to do document viewing and enhancement over the Web," said Bither. "Our AJAX viewer contributes to that. It enables users to do image scrolling, zooming, and annotations without having to load anything onto their browsers.

"There's no ActiveX code or Java applet, which in secure environments, is a very compelling feature. Our viewer tiles the image and only loads the tiles that are visible, which utilizes less bandwidth than loading the entire document. This can be very valuable when working with multi-page documents.

In version 6.0, Atalasoftware is adding standardized PDF annotation capabilities. "This means annotations created in a *DotImage* application can

be viewed in any standard PDF reader,” said Bither. “In addition, we will begin supporting **Google’s** Tesseract open source OCR code. We already offer tools to integrate engines from leading OCR vendors like **ABBYY** and **Exp<sup>er</sup>Vision**, as well as our own *GlyphReader OCR*.

“Because there’s no runtime fee associated with Tesseract [see *DIR* 4/20/07], we’ve had a lot of interest from our customer base. With version 6.0, we’ve made it very easy for a .NET programmer to implement the engine.”

The lack of a run-time fee has actually proven to be a big differentiator for Atalasoftware, as it charges no fees for desktop deployments of applications developed with its tools. “Our basic toolkit lists for \$2,500 with Gold-level support and \$1,999 without it,” said Bither. “And you can deploy an application on as many desktops within your organization as you like. When deploying the application on a server, we charge a base price of \$1,299 per server.”

The base level toolkit includes TWAIN scanning, and image clean-up and viewing. There are add-on modules available in areas like bar code recognition, OCR, and advanced compression and cleanup.

Atalasoftware is adding support for viewing of CAD documents in version 6.0, as well as an ISIS driver. In addition to its *DotImage* TWAIN driver, Atalasoftware offers a standalone *DotTWAIN* product. “*DotTWAIN* is a client-based image capture application that can work with any TWAIN compatible scanner,” said Bither. “We also offer a service we call Inspector TWAIN, which enables users to test the TWAIN drivers on their scanners.

“We launched Inspector TWAIN because we’ve found there are a lot of buggy TWAIN implementations out there. As a result, we were getting a lot of service calls and had to come up with workarounds. With Inspector TWAIN, users can tell ahead of time if the problem is related to the driver in the scanner.

“We’ve found some scanner vendors are now using Inspector TWAIN to test their products,” Bither continued. “They are marketing the fact that their drivers have passed Inspector TWAIN testing.”

Another new feature on *DotImage 6.0* is the ability to extract text from PDF files. “This has enabled us to develop a UI, for example, that helps our customers highlight specific hits related to a search,” said Bither.

Finally, Atalasoftware has tailored version 6.0 to take

full advantage of multi-core processing. “We are seeing a lot of traction in the market, because we stay ahead of the curve,” Atalasoftware Chief Architect Lou Franco told *DIR*. “Four years ago, we had the first .NET toolkit. We were working with AJAX before it was even termed that.

“In general, Web-based imaging is constantly developing. We have to look at what’s coming up and develop new features to meet the demands of our customers’ customers. We have to anticipate what trends are going to be useful and which are just hype.”

According to Bither, Atalasoftware’s anticipation has helped it achieve 60-80% annual growth. The company now employs more than 20 full-time employees. “Today, we are seeing a lot more use of PDF, and PDF/A, in particular, is really becoming prevalent,” said Bither. “Also, because we have a .NET architecture, we fit very well into *SharePoint* applications. We have some major ECM vendors developing solutions for *SharePoint* using our technology. And, of course, we fit very well into the Web-based viewing concept.

“As far as addressing future trends, we are now supporting XPS and **Microsoft’s** new Windows presentation layer—WPF. WPF is not real popular yet, but it’s where we see a lot of new development for the desktop headed.”

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

## Mitek Introduces Check Capture For Mobile Phones

**Mitek Systems** has taken its focus on distributed capture tools to the next level and is now marketing a check and payment capture platform that can be installed in mobile phones. Scheduled to make its debut at next week’s **BAI-TransPay** event being held in Dallas, Mitek is marketing *ImageNet Mobile Deposit* to banks, integrators, and third-party service providers who specialize in remote deposit capture (RDC). RDC is one of the hottest growth segments in the financial services market, and Mitek has a unique offering designed to ride some of that growth.

“Many banks would like to fully leverage Check 21 regulations by enabling consumer capture of checks,” said James DeBello, CEO of San Diego-based recognition specialist Mitek. “However, the high cost of scanning devices is proving to be a bottleneck, preventing more widespread consumer adoption of RDC. Our software creates the

opportunity to enable nearly 100 million camera phones to snap images of checks and bills for remote deposit. This offers tremendous benefits for consumers and small businesses.”

*ImageNet Mobile Deposit* is designed to be deployed as a downloadable application that can run on Windows Mobile or Symbian operating systems. It can be integrated with banking applications based on .NET or J2ME. It is recommended to be used with two-megapixel cameras and above.



James DeBello,  
CEO, Mitek Systems

“We have combined several areas of expertise to create this application,” stressed DeBello. “One is our image processing, which is used to deskew and autocrop the image, as well as clean it up for data capture and to make sure it meets Check 21 image-quality standards. All the data capture is performed in the phone, and we worked very hard to develop an application that has a small footprint, similar in size to most other applications for mobile phones.

“Finally, we leveraged some of our patented signature verification technology to enable users to capture endorsements. Instead of having to send the entire bitmapped image to the bank for verification, they can send a secure code that represents the signature. *ImageNet Mobile Deposit* brings to bear a lot of our experience and intellectual property, and to protect ourselves, we’ve filed for a patent on the process.”

DeBello sees the capture platform being deployed both on a standalone basis and as part of a set of offerings evolving into what is known as the “digital wallet.” “We are seeing a lot of growth in the area of mobile banking, including offerings that enable users to transfer funds and pay bills over their phones,” said DeBello. “But we haven’t seen anyone offer the ability to capture physical checks or pay bills with paper remittances.”

DeBello concluded by saying that *ImageNet Mobile Deposit* represents Mitek’s first foray into the mobile capture space. “Our goal is to expand into other types of mobile capture, including document capture from mobile phones,” he said.

For more information:

[http://www.miteksystems.com/in\\_mobile.asp](http://www.miteksystems.com/in_mobile.asp)

### **AIIM SHOW JUST OVER A MONTH AWAY**

Only two more *DIR* issues to be published before **AIIM 2008** takes place this March 3-6 at the Boston Convention and Expo Center (<http://www.mccahome.com/bcec.html>). As usual, approximately 200 of the enterprise content management (ECM) industry’s leading hardware and software vendors will be exhibiting their products and solutions to some 10,000 attendees. In addition, the co-located On Demand print and output show will feature another 10,000 attendees and 200 exhibitors interested and involved in document management technology.

If you’d like to have any new product announcements or releases covered in *DIR* prior to the show, or the week of the show, give us a call or send us an e-mail next week. Also, contact us if you want to get together in Boston. Hope to see you there.

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\_\_\_\_ AmEx \_\_\_\_ Visa \_\_\_\_ MC \_\_\_\_ Discover \_\_\_\_\_ card number \_\_\_\_\_ expire date

**Bill My Organization** (Purchase order # optional.) \_\_\_\_\_