

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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October 2, 2009

THIS JUST IN!

JFL INTRODUCES SANE DRIVERS

To help its parent company **Visioneer** take advantage of scanning opportunities in Linux environments, **JFL Peripheral Solutions** has developed a SANE (Scanner Access Now Easy) driver for the **Xerox** DocuMate line of scanners. SANE has traditionally been the driver of choice for capturing images into applications running on open source Linux operating systems—although the recently announced TWAIN 2.0 specification is also designed to work with Linux [see *DIR* 12/31/08]. Visioneer promised to release a TWAIN 2.0 driver in the near future.

According to John Dexter, VP of business development for Visioneer, the SANE driver is important because there are current Linux-compatible capture applications that can leverage it. “The de facto standard for capturing documents in Linux OSs is an application called ‘XSane,’” said Dexter. “It’s a basic tool that pretty much enables users to scan a document into a folder. We’ve introduced some image processing, similar to Kofax’s VRS Professional, into our driver. This includes features like automatic deskew and despeckle, color detection, and grayscale thresholding. We think it’s the premier document image processing package available for Linux.”

The SANE development was driven by requests from some large Visioneer customers. “The smallest opportunity we had related to SANE was 1,500 units,” said Dexter. “The most recent was 2,500. Traditionally, a lot more organizations have run Linux on their servers than on the desktop, but we’re starting to see some organizations standardize on Linux desktops to get away from Microsoft. In the U.S., desktop Linux is not that big, but it’s

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ANALYSIS

Capture Establishing Itself as Vital To ECM

Document capture and enterprise content management (ECM) have always been a couple. After all, ECM has a lot of roots in electronic document management, and capture has always been utilized to convert paper into electronic documents. But, lately, there has been an even tighter coupling of these two technologies. As the ECM market matures, users are realizing that they can’t have a true ECM system without accounting for paper documents.

EMC’s 2005 acquisition of Captiva [see *DIR* 11/4/05] to pair with its Documentum ECM platform was the first sign that the market landscape was changing. At about the same time, FileNet (which was later acquired by **IBM**) was inking an OEM deal with capture market leader **Kofax**. Since then, we’ve seen **Oracle** acquire Captivation to pair with its Stellent/Optika ECM platform, and **Open Text** pick-up Captaris and put Captaris Document Technologies’ capture on the front-end of its ECM platform (at least in the invoice processing space) [see *DIR* 12/31/08].

Most recently, we saw Kofax acquire **170 Systems**, which is more of a BPM provider than a true ECM player. However, BPM is a key element of ECM, and a quote from a presentation explaining **Xerox’s** acquisition of BPO conglomerate **ACS** testifies to that: “The lines between business process and document management are blurring.”

Kofax presented the acquisition as a move to help it better compete with capture vendor **ReadSoft**, which acquired a couple BPM vendors itself a few years back [see *DIR* 9/18/09]. Of course, shortly following the Kofax announcement, ReadSoft and ECM vendor **Hyland** announced a partnership. This followed a similar partnership agreement between capture vendor **Brainware** and ECM ISV **Perceptive Software** earlier in the month. And, we also recently talked with ECM vendor **Laserfiche**, which continues to improve its own capture capabilities.

What does this all mean? Well, as we've written a few times recently, ECM, thanks to the increasing prominence of e-discovery, as well as **Microsoft SharePoint**, is finally becoming more than a buzzword [see *DIR* 5/15/09]. And the most dynamic part of ECM, just as it was the most important part of early document imaging systems, is workflow—aka BPM. And transaction management is an important application for BPM, because transactions=money, and better managing processes associated with money is a great cost-justifier for technology implementations. And many transactions involve paper—so, are you still with us? Capture is vital to cost-justifying ECM!

There you have it. Expect continued convergence of the capture and ECM markets as this trend continues to become clearer to everyone. In fact, we have a number of stories in this issue (and the next) that would seem to validate this prediction.

Of course, as the capture and ECM markets evolve and converge, we will see an evolution in how these technologies are sold. Kofax, for one, is already embracing this change and ramping up its direct sales team to sell more enterprise installations, as opposed to the departmental systems that have been its bread-and-butter for years. That's not to say departmental applications are going away, it's just that more often we will see them being deployed as part of an enterprise installation—especially in large companies with true ECM initiatives.

This does not mean we've seen the end of small-to-mid sized document imaging deals. As document imaging continues to be adopted more widely overall, there will be more opportunities for smaller installations with SMBs, so we don't expect vendors and VARs who have traditionally sold departmental applications to be without a market. They just may have to make some adjustments and look a littler further downstream. We also think there will continue to be opportunities for specialized imaging services as larger companies ramp up their image-enabled ECM systems, and there just aren't enough experienced sales and support personnel at larger vendors and integrators to handle it.

Kofax caught in the middle

One final note on the Kofax phenomenon: Kofax has been taking a lot of heat lately for going direct and not being as partner-friendly as it historically has been. If you agree with

THE BPO-HARDWARE SYNERGY

On a sidenote, Xerox's acquisition of ACS follows **HP's** acquisition of **EDS** and **Dell's** buy of **Perot Systems**. I'd like to say there is some sort of natural convergence between document output, where both HP and Xerox have strong practices, and BPO – but, the main reason for these buys is that professional services is a better margin business than hardware sales and, executed effectively, can actually help a vendor sell more hardware—or at least more services to hardware customers.

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

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3. Forms Processing/OCR/ICR
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5. Records Management
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Vol. 19, No. 19



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DIR is published 24x per year, on the 1st & 3rd Fridays of the month, by:

RMG Enterprises, Inc.
4003 Wood Street
Erie, PA 16509
PH (814) 218-6017
<http://www.documentimagingreport.com>

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this article, you can understand Kofax's motivation for wanting to move upstream. Sure, companies like Hyland, Perceptive, and Laserfiche watch Kofax acquire 170 Systems and think that maybe they want to partner with another capture vendor. But, on the flip side, Kofax has watched partners like **Oracle**, Open Text and EMC Documentum make their own capture acquisitions. Kofax, which certainly has a stable of enterprise-class technology, is probably protecting its market share by transitioning to more direct sales.

ReadSoft, Hyland Strengthen Alliance

It's no secret that **Kofax's** continuing efforts to ramp up its direct sales channel are making some document capture resellers nervous. After all, for years Kofax has been the ISV-of-choice for most imaging VARs. At the same time **Hyland Software** has been one of the leading document repository vendors for imaging VARs. A recently announced partnership between Hyland and Kofax-competitor **ReadSoft** is proof that maybe Hyland and Kofax aren't as closely aligned as they have been in the past.

Hyland and ReadSoft recently announced a technology partnership through which ReadSoft will become Hyland's capture ISV of choice when Hyland sells direct. At the same time, ReadSoft has solidified its reseller strategy with a defined set of parameters and is seeking to grow its channel, potentially by working more closely with Hyland. Yes, through this partnership Hyland is hoping to improve its direct offerings, while ReadSoft is building its channel business—in other words, each vendor is building off the other's strengths, and no, the market landscape of who is selling direct and who is selling through the channel is not as clear cut as it used to be.

"There are a lot of resellers that are very wary of what is going on in the market," said Ken Burns, industry analyst and media relations manager at Hyland. "That's not to say that anybody is going to abandon Kofax because of its acquisition of 170 Systems, but there is nervousness in the market due to an increased focus on direct sales."

Burns acknowledged that many of Hyland's resellers continue to work with a variety of front-end capture partners, including Kofax, **AnyDoc**, and **Datacap**, but added that ReadSoft made sense for Hyland's direct sales team. "Not that this is exclusive to our direct business," he said, "but part of our direct efforts focus on SAP environments and that is

an area where ReadSoft is very solid. Granted, ReadSoft already has its own workflow technology within SAP, but similar to what 170 Systems does, it's typically restricted to a single department—accounting.

"Our document repository and BPM technology can go way beyond accounting into areas like human resources, accounts receivable, legal, etc. We're willing to leave a little on the table in the area of accounting to get our foot in the door and have the opportunity to introduce BPM into other areas."

Cross-selling opportunities

The two companies already have several joint accounts in place, including **Time Warner Cable**, **Hospital Corporation of America**, and **Sherwin Williams**. The companies recently announced Buffalo, NY-based **Rich Products** as another joint customer. Rich has installed ReadSoft for its accounts payable capture and SAP workflow and Hyland to act as the back-end repository.

"From our perspective, we go into a lot of SAP installations where they have Open Text [the former IXOS product], FileNet, or Documentum installed on the back end," said Bob Fresneda, managing director of ReadSoft North America. "In many cases, these customers have paid in the neighborhood of seven figures for their repository and can replace it with Hyland *OnBase* for approximately what they're paying in annual maintenance. We think this is an

READSOFT ACQUIRES IMAGE PROCESSING TECHNOLOGY

I think it's safe to say, if it wasn't already, the **ReadSoft-Kofax** war is officially on. In the wake of **Kofax's** acquisition of 170 Systems, which was aimed squarely at ReadSoft, ReadSoft announced an acquisition of its own—designed to have direct implications on Kofax. Last week, ReadSoft announced it had acquired the assets of Swedish software developer **Spear Solutions AB** and **Spear Imaging, Inc.**

A ReadSoft partner, Spear has some patented image processing technology. Its owner Magnus Dahl is listed as the inventor of U.S. Patent 6345130—Method and arrangement for ensuring quality during scanning/copying of images/document. "Spear has some image pre-processing technology that will help with our document classification," said Fresneda. "One of the benefits is that it will make us less reliant on Kofax's VRS for image pre-processing. We don't like funding our competitors by using their technology."

For more information:

http://cws.huginonline.com/R/130119/PR/200909/1343251_5.html

attractive opportunity for Hyland.”

Of course, ReadSoft, which to date has primarily sold direct, also views Hyland’s blue chip reseller base as an opportunity to further increase its own sales. “We have direction from our board to try and accelerate our success through building a reseller channel,” said Fresneda. “And working more closely with Hyland can help us achieve that.



Bob Fresneda,
managing director,
ReadSoft North
America

“We’ve also, for the first time, clearly defined our rules of engagement. If it’s a company with \$500 million or more in annual revenue and they have an SAP or Oracle environment, we look at that as a direct opportunity. For anything else, we will go through resellers.”

Burns concluded by saying the relationship with ReadSoft could develop further over time. “These things can progress,” he said. “We had an immediate need for an advanced capture solution for direct sales opportunities, especially in SAP environments, and we’ve gone with a partner that clearly meets those needs. In that environment, we are more concerned currently about competing with Open Text than we are Kofax. Once our sales force gets its arms around the ReadSoft product, we will certainly start to explore other opportunities.”

For more information: <http://tinyurl.com/ReadHy>

Perceptive, Brainware Target Mid-Market A/P

As demand for IDR (intelligent document recognition) in accounts payable (A/P) continues to increase, ECM vendor **Perceptive Software** thinks it has found itself a suitable partner. **Brainware**, the IDR vendor that Perceptive has partnered with, is looking to build a channel to help it penetrate the mid-market, and Perceptive, which has some 3,000 mostly mid-market customers, seems to be a perfect fit. Earlier this month, the two companies announced a joint-selling agreement that hopefully will prove beneficial to both.

“The majority of our current A/P implementations utilize no advanced capture technology at all,” said Chuck Kingston, accounts payable solutions manager for Perceptive. “However, probably 90% of our new A/P business involves some form of OCR. We have our own technology that can do header

and footer capture on invoices; with Brainware, we’ve added a solution we can leverage for line-item capture.

“Brainware has about the only product we’ve seen that can achieve 80%-90% accuracy right out of the box. Everything else we’ve worked with requires some prep-time with customer samples to make sure the demo turns out okay.”

Charles Kaplan, Brainware’s VP of marketing and product management, said that Brainware has long recognized the synergies between ECM and data capture. “SER Solutions [from which Brainware spun off in 2006] came to North America as an ECM vendor,” he recalled. “The deal with Perceptive is one of several ECM partnerships we will be rolling out. As ECM vendors look to build end-to-end solutions that include capture, workflow, and content repositories, they are coming to us—many times after partnerships with other transactional data capture vendors didn’t work out.”

In fact, Perceptive has had partnerships with both Kofax and ReadSoft. “We signed on as a ReadSoft reseller about five to six years ago, and while we still do some implementations with ReadSoft, we are no longer a reseller,” said Kingston. “Two to three years back, we pursued a relationship with Kofax, and we’re still pretty close with them in the U.K. But, in North America, especially with Kofax acquiring 170 Systems, the relationship has been heading downhill.”

Complementary offerings

To date, Brainware’s success has come primarily at Fortune 2000-type organizations, and earlier this year, Kaplan told us the company’s average deal sizes was more than a half-million dollars [see *DIR* 7/17/09]. “I don’t think it’s any coincidence that more partnership opportunities are coming our way as we’ve started to increase our traction in the market over the past 18 months,” said Kaplan. “Our software scales down just fine. Really, the only thing that has kept us from heading down market is handling the cost of sales and support. That’s where partners like Perceptive come in.”

According to Kingston, Perceptive, which is on target for more than \$80 million in revenue this year, generates about 60% of its business through A/P-related sales. One strength of Perceptive’s *ImageNow* ECM product is its integration with accounting and ERP systems [see *DIR* 11/17/06]—an important feature in the A/P market. “PeopleSoft and Lawson are probably the two leading systems we work with,” said Kingston. “Oracle is a strong third, and we do quite a bit of Great Plains integration as well.”

ImageNow can facilitate purchase-order matching between Brainware's capture application and accounting/ERP apps. "The trend in A/P is to try to achieve as high a rate of straight-through processing as possible," said Kingston. "As A/P departments are being asked to do more (or the same amount of) work with fewer resources, they want to post data to their ERP apps with as little human intervention as possible.

"E-invoicing, EDI, and IDR represent avenues for achieving straight-through processing. We will be announcing a partnership with **OBIO** that facilitates e-invoicing. For paper invoices, everybody is asking about advanced OCR [IDR]. By now, A/P departments have heard about it, they've heard the success stories, and they all want to take a look. We are getting asked for a lot of line-item capture demos and have seen demand for it showing up in proposals. We really didn't have anything to meet those requirements."

Kingston noted that the need for line-item capture often depends on the accuracy of a business' POs. "If a business orders five widgets, and it always receives and is invoiced for five widgets, then it really doesn't need line-item capture," he said. "It's when you start getting a lot of discrepancies between orders and invoices that you need to capture line-item details.

"Of course, there are ways to clean up PO processes to improve straight-through processing. For example, if a business consistently orders items in cases, but they come shipped in pallets, the business should probably change its POs to reflect that. We also encourage our customers to ask vendors to streamline the formatting of their invoices. Especially in today's economy, vendors are willing to do quite a bit to keep your business."

According to Kingston, the clear-cut ROI from IDR makes Brainware's technology an attractive add-on to the imaging and workflow of *ImageNow*. "Imaging and workflow has advantages like reducing the time it takes to file, retrieve, and approve invoices," he said. "It enables A/P staff to get more involved in activities they might not have time for without it, but the ROI can be a little evasive sometimes.

"With advanced OCR, you're typically talking about a 12- to 18-month ROI on labor savings related to data entry."

The go-to-market strategy

The partnership is a joint-selling agreement, so Brainware sales, implementation, and support staff will be involved, although Kaplan indicated that

Brainware prefers that its partners handle installations and first-level support calls. "It will still be two sales transactions," said Kingston. "We will be doing demos, but we can bring Brainware's technical expertise to the table anytime we need to."

Brainware and Perceptive cemented their partnership through a recent deal with a major medical center. "We already have several deals on the table with Brainware," said Kingston. "Most of them are with new customers."

Initially at least, the partnership will focus on A/P, but Brainware markets its technology as suitable for multiple document types. It is potentially looking to expand the relationship to address additional markets like higher education and healthcare where Perceptive is strong.

"One advantage we have over a lot of workflow vendors in the A/P space is that our software can be pushed out into other departments, like human resources, remittance, payroll, procurement, etc." said Kingston. "But, we also continue to develop our own OCR technology to address needs in some of these areas. For example, we're currently working on a product to capture student transcripts in the education market.

"We have had some interest in leveraging Brainware's technology for capturing EOBs, but for now, we're primarily focused on working with them in the A/P space."

For more information: <http://www.imagenow.com/>; <http://www.brainware.com/>

Check Archiving Leader Moves Toward ECM

ViewPointe, an archiving specialist with approximately 17 petabytes worth of checks already in its repository, has set its sights on the document management market. The New York City-based company, which has the backing of several large banks, as well as **IBM**, has launched a Document Archive and Repository Services business. *DIR* recently caught up with Rich Walsh, ViewPointe's former CIO, who is now president of the document archiving practice.

"Our archive is set up as a central repository to store and exchange documents," Walsh told *DIR*. "It has all the scalability, reliability, and redundancy you would expect from an archive storing 17 petabytes worth of financial information. We built it with the

idea that it would be leveraged by multiple large organizations.

“We’ve captured a fairly large percentage of the market for check images. Seven out of 10 check images end up there. To date, the vast majority of our storage has been checks, but the platform is document agnostic. The archive doesn’t care if it’s storing checks, mortgage documents, e-mails, financial reports, etc.”

ViewPointe doesn’t do any scanning. Rather, it receives check images from banks. The images are placed in landing zones accessed by the banks that need to clear the checks. ViewPointe integrates its archive with the software applications run by its bank customers.

“With our document archiving business, we plan to stick to what we do best,” said Walsh. “That is ingest, store, and make content available.”



Rich Walsh,
president,
Viewpointe
Document Archive &
Repository Services

ViewPointe is currently running pilots with a couple customers and plans to roll out its Document Archive and Repository services in a production mode next year. “Initially, we are targeting the financial services space, because that is where we are the most well-known,” said Walsh. “However, we recognize there is opportunity all over. Insurance, medical, telecom, these are all interesting areas where we have some relationships and our customers have relationships.”

Walsh said discussions with ViewPointe’s check imaging customers reveal they often have in excess of 10, and maybe as many as 80, different document archives. “This creates challenges related to central management of different platforms and different levels of security and compliance related to these platforms. Addressing those challenges was one of the reasons we built ViewPointe in the first place.

“Our goal was to build a central repository that enables our customers to still control their data and their workflow. Just like we integrate our repository’s API with check management applications, we’ll integrate it with whatever ECM application a user has in place. Some customers prefer to work with middleware and we’ll work with that too. As we get deeper into the document archiving market and gain some more experience, we know we’ll have to move up the food chain and offer some workflow options.

“For example, if you run FileNet today, I’m

interested in talking to you about how I can help you run your application more efficiently in the future. The good news is that we plan to build our system to our customers’ requirements, so, unlike some traditional software implementations, users won’t be paying for 100% of the software but only using 10% of its capabilities.”

Walsh concluded by saying that ViewPointe’s pricing will make it an attractive document archiving option. “Initially, we are going to charge per gigabyte and per terabyte,” he said. “Services related to API integration are worked into that price, so there is no large capital expense related to an implementation. We think we are offering a high-security redundant archive at a better price than what a user would pay to build one themselves.”

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

TIS Markets Global Enterprise Capture Platform

As capture is coupled more closely with ECM, the concept of enterprise capture is starting to emerge. This basically involves leveraging a single set of capture technologies across multiple departments. For Israeli-based **Top Image Systems (TIS)**, enterprise capture means capturing multi-language, structured, semi-structured and unstructured documents with a single platform.

“It used to be, we divided the world into different types of documents,” said Ofir Shalev, VP R&D and CTO of TIS. “We came at structured documents with one type of software, unstructured with another, distributed capture with another, etc. But, this is not the way customers in the real world look at things. They just want documents and data to be recognized.

“Every enterprise capture project has a combination of different document types, thin and thick clients, and even multiple language interfaces. One of our big advantages is that we can now offer this all on the same platform.”

Digital mailroom emerges in EMEA

Top Image Systems, which in 2007 acquired the Singapore-based imaging specialist AsiaSoft [see *DIR* 10/19/07], continues to have its most success in Germany. It has recently merged its sales and support teams from the rest of EMEA with its German team. “We have found that as Europe becomes more unified, there are a lot more opportunities for projects that span multiple countries, so it’s to our advantage to have a unified

sales team,” said Michael Schrader, managing director for TIS EMEA. “In addition, historically we’ve had success with different types of projects in different countries. For example, in countries like Greece or India, we haven’t had as much success in accounts payable [A/P] as we’ve had in Germany and France. The new structure gives us more opportunity to leverage our regional expertise in verticals like A/P in additional countries.”

According to Schrader, EMEA currently makes up 60% of TIS’ revenue with Asia Pacific accounting for 30%, and the U.S. [mainly through a partnership with J&B Software, see [DIR 8/7/09](#)] and Latin America, the remaining 10%. Not coincidentally, as TIS moves towards enterprise capture, one common element in both its European and Asian sales is that average deals sizes are increasing. “In 2009, we have seen some postponement of A/P projects,” said Schrader. “They haven’t been cancelled, just postponed. However, our government projects in areas like the census, as well as some large digital mailroom projects, have kept us very busy.

“As a result, we haven’t really suffered that much because of the economic downturn, as we’ve been busy implementing these large projects. We had eight digital mailroom projects in the first half of 2009. Because mailroom projects are typically larger than A/P projects, this has increased our average deal size. A typical mailroom project can run \$250,000, while invoice projects can be less than \$100,000.”

As “digital mailroom” is a phrase that can be interpreted several ways, we asked Schrader to give us some insight into how TIS defines it. “For us, a mailroom project is one that has several input channels,” he said. “We recently won two big deals in the financial services sector where we’re capturing faxes, scans, e-mail, and even on-line forms. Our software unifies these streams and incorporates them in the same process. In addition, we’re classifying up to 200 different document types in these implementations.”

We previously discussed with Schrader the importance of integrating digital mailroom capture with back-end technologies such as CRM and call center software [see [DIR 6/20/08](#)]. Two of TIS’ digital mailroom implementations have included integration with the **ItYX** automated e-mail response system. TIS has also integrated two digital mailroom applications with software from Austrian



*Michael Schrader,
managing director,
TIS EMEA*

ECM developer **Braintribe** (<http://www.linkedin.com/companies/braintribe>).

“We like Braintribe’s SOA-based approach,” said Schrader. “It enables us to integrate our software more tightly than with other ECM platforms and introduce features in areas like application monitoring and business intelligence. We see disparate systems continuing to merge more closely together in the future. We don’t need to reinvent the wheel to introduce ECM functionality into our platform, we just need to integrate effectively with existing platforms.”

TIS is also leveraging its success in digital mailrooms for national postal services to branch out into other areas. The company recently announced a multi-million dollar deal with **Swiss Post, PostLogistic**, that involves address analysis on parcels [<http://tinyurl.com/TISSPL>].

Schrader concluded our conversation by saying that A/P deals are starting to bounce back especially in markets like Switzerland and Austria. “The German market continues to be very strong, but there are opportunities in some surrounding countries where the market is not as mature,” he said.

Moving upstream in Asia

Top Image’s Asian operations are currently focused on the financial services market. “We are working with a combination of international and local banks,” said Shalev, who is now based out of Singapore. “To date, most of these banks have addressed their applications on a departmental level. Sure, a bank can purchase a series of best-of-breed departmental systems. But, it gets expensive.

“Banks really don’t want to install one solution for capturing credit card applications and another for new account documentation. Several that we’ve spoken to are trying to transition their capture systems to address their ongoing enterprise needs.”

According to Shalev, international banks often have trouble getting their legacy capture platforms to meet the needs of their Asian operations. “We have both a product interface and recognition technology that can manage Asian languages,” he said. “And we have the sales and support staff to back it up. Of course, we also have full support for European languages, so we have a huge advantage in applications that deal with documents in multiple languages. Regional branches in Asia often receive a



*Ofir Shalev, VP R&D
and CTO, TIS*

combination of Chinese, Japanese, English, and other types of documents.”

He said that most banks in areas like Singapore, Malaysia, and Hong Kong have some sort of document management technology installed. “But, there is still room for us to compete, because there are not a lot of capture vendors with localized technology,” he said. “In mainland China, the market is less mature. There, we need to take a couple steps back in our sales process and really do more education and explain the importance of document imaging. As a result, the sales cycle in China is much longer.”

Shalev said that TIS has nearly completed the transformation of AsiaSoft from a departmental batch capture vendor to one focused on higher-end solutions. “Two-and-a-half years ago, the ratio of new business was probably 10-15% high-end accounts to 85-90% low-end,” he said. “Now, that has completely turned around, and 80% of our new accounts are high-end.

“Of course, the high-end has traditionally been TIS’ bread-and-butter. We continue to support the low-end capture software that we acquired with AsiaSoft because of our commitment to our customers. But, our goal is to upgrade them, especially if they are in the financial services market, from, say one department in a regional bank, to three.”

Shalev concluded by saying that the Asian financial services market is a good place to focus to win both local and global business. “We have really seen an evolution in the types of documents users want to capture,” he said. “Global customers require

platforms that can capture a variety of document types in a multitude of languages. And that is exactly what we offer.”

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

VISIONEER-SANE, FROM PAGE 1

starting to catch on in healthcare. Most of our Linux opportunities have come south of the border in Latin America.”

Dexter added that most North American imaging ISVs don’t support Linux because their applications have a desktop component that runs on Windows. “However, Xerox, which offers the server-based DocuShare, has a Linux version,” he said.

As an alternative to a SANE driver, Visioneer offers custom API development to connect Visioneer scanners to Linux applications. “We recently did an integration for a customer that wanted to run our RoadWarrior mobile scanner on box with an ARM-processor and an embedded Linux OS,” said Dexter.

For more information: <http://www.jflinc.com/>;
<http://www.documentimagingreport.com/Visioneer-SANE.1735.0.html>

OCR Patent Hearing Date

The next scheduled hearing in the OCR patents lawsuit appears to be Wednesday, Oct. 21, at the US District Court in San Francisco, before Northern District of California Judge Jeffrey S. White, in Courtroom 11, on the 19th Floor, at 1:30 p.m. **Nuance**, **ABBYY**, and **I.R.I.S.** are all scheduled to appear.

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