

# Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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March 18, 2005

## THIS JUST IN!

### VERITY TO INCORPORATE 2D BAR CODES ON FORMS

Spanish software developer **Dataintro** has partnered with **Verity** to provide 2D bar code capabilities for Verity's *LiquidOffice* e-forms product line. Dataintro's *UltraForms* technology enables data on an electronic PDF form to be encapsulated in a PDF417 bar code. So far, this type of solution has proven a good fit in tax applications, where, for many reasons, including signature requirements, users would rather not submit information electronically.

*DIR* first featured Dataintro last February, after it had completed an installation with the **Missouri Dept. of Revenue** [see *DIR* 2/6/04]. It has since added several other states to its customer list. Initially, *UltraForms* will only be applied to *LiquidOffice* PDF forms. According to Mark Seamans, Verity's senior VP of R&D, *LiquidOffice* installations are evenly split between HTML and PDF forms, with **Microsoft's** InfoPath and **Macromedia's** FlashPaper formats starting to gain traction.

Dataintro is a Verity Technology Partner and will sell its technology to end users in conjunction with Verity. Verity resellers will also be able to purchase software from Dataintro.

For more information:  
<http://www.verity.com/partners/technology/expertise.html>

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Jim Mavel's surprise resignation as president and CEO of **Scan-Optics** comes on the heels of one of the most successful sales weeks in the history of the company, according to Dick Goyette, VP of sales and marketing. That week included a \$2.7 million solutions deal with the **South Carolina Dept. of Revenue**. For more on this story, which broke late last week, visit our blog at <http://documentimagingreport.blogspot.com>

## ScanSoft OCR Available For Google Desktop App

**ScanSoft's** relationship with **Google** represents its latest attempt to bring recognition technology to the masses. Last week, in conjunction with the release of Google's *Desktop Search 1.0*, ScanSoft released the *OmniPage Search Indexer*, an OCR plug-in. Like *Desktop Search*, the plug-in is currently available for free and can be downloaded from the Google Web site. It is designed to enable more comprehensive search and retrieval of document image files, such as PDF images and electronic faxes.

Google made quite a splash when it first released *Desktop Search* as a beta application last fall. However, it will not release any information as to the number of copies that have been downloaded.

The new version improves support for multimedia files like MPEGs and JPEGs by adding support for meta data in addition to file names. Google has also increased the number of browser and e-mail applications it supports. Most importantly for ScanSoft and other OCR vendors, Google has introduced an SDK, which enables developers to write plug-ins for support of other types of files.

One of the biggest criticisms of Google's beta release was that it did not support full-text PDF search. Google has rectified that by adding internal support for PDF normal files and offering the *OmniPage* plug-in to handle PDF images. "This is a watershed moment for desktop search," said Robert Weideman, senior VP of marketing and product strategy for ScanSoft's Productivity Applications division. "This is the first time a desktop search application will be able to handle image indexing.

"Regarding document images, desktop search has always run into the old philosophical question, 'If a tree falls in the forest and nobody is there to hear it, does it still make a sound?' Similarly, if you can't find your image files, what good does it do to have them?"

Weideman acknowledged there is some crossover between Google's *Desktop Search* and the *PaperPort* desktop document management application, which ScanSoft charges for. *PaperPort* also has desktop full-text search capabilities. "All-In-One Search is only one small feature of *PaperPort*," Weideman told *DIR*. "PaperPort is a much more complete document management system than *Google Desktop Search*. *PaperPort* offers features like easy document scanning and image processing, PDF creation, document assembly capabilities, and collaboration. Also, all search engines work a little differently."



**"We also expect our technology in the areas of speech recognition and audio mining to become a more important part of both search on the desktop and search through public Web services."**

**Robert Weideman, ScanSoft**

The *Desktop Search* partnership appears to be part of an expanding relationship between Google and ScanSoft. Although ScanSoft won't come right out and say its technology is being used in Google's book scanning initiative [see *DIR* 1/7/05], they have stated, "ScanSoft is the OCR behind the world's largest book scanning projects." Weideman indicated that ScanSoft is also interested in working with other desktop search players like **Yahoo!** and **Microsoft**, the latter of which ScanSoft already has a long-standing partnership with. ScanSoft, in fact, provides the OCR technology currently available in *Microsoft Office*.

"It's our intent to be the de facto standard for indexing images in all desktop search products," Weideman told *DIR*. "And no, the relationship with Google does not change our relationship with Microsoft. This announcement is merely a cooperative effort between Google and ScanSoft to expand the capabilities of desktop search. In the future, we also expect our technology in the areas of speech recognition and audio mining to become a more important part of both search on the desktop and search through public Web services."

Weideman would not address whether the *OmniPage Search Indexer* would eventually carry a price tag. One of the questions that has surrounded the desktop search space has been how vendors like Google plan to make money on their initiatives. Weideman did offer an explanation of why ScanSoft chose to offer its higher-end *OmniPage* technology, as opposed to the *TextBridge* OCR it bundles with *PaperPort*. "Our goal is to provide people with an example of how OCR can improve personal productivity," he said. "We learned long ago that the worst thing you can do when first exposing people to OCR is to give them something that is not of the highest quality."

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

Areas we cover include:

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3. Integrated Document Management
4. Content Management/XML
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"The *OmniPage Search Indexer* has been specially tuned for desktop search. We have created a very small download, under 5 MB, that is very fast and accurate. We hope it will serve as a driver for increased adoption of traditional document imaging and management applications."

For more information: <http://desktop.google.com/>;  
<http://desktop.google.com/plugins/omnipagesearch.html>

## BancTec Plans To Reverse Fortunes

### **Long-time check and remittance specialist prepares to unleash digital mailroom solution on North American market.**

After several years of playing defensively, **BancTec** is going on the offensive in 2005. The Dallas-based scanning specialist has promised to increase its annual revenue for the first time since 1997. Leading the charge is expected to be the company's digital mailroom hardware and software, which it first revealed to *DIR* at AIIM 2004.

"Over the past few years, we've had an investment mentality," said J. Coley Clark, a former **EDS** executive who last fall was appointed BancTec's president and CEO. "[Since the company was acquired by the investment firm of **Welsh, Carson, Anderson & Stowe**, see *DIR* 4/16/99], it has essentially been trying to improve its margins. Aside from the DocuScan 9000 [a high-volume document scanner introduced at AIIM 2004], BancTec has not invested a lot in product development. This year, we are stepping up our investment in product marketing and sales to create greater value for our shareholders and customers and more opportunities for our employees."

BancTec was founded in the 1970s with a focus on the check scanning market. Throughout the 1980s and 1990s, it expanded its business to include remittance processing and general computer services. In 1995, BancTec acquired Recognition Equipment International (REI), which brought BancTec into the document imaging market. BancTec's revenue peaked in 1997 at \$603 million.

The REI acquisition was motivated by BancTec's realization that its core business of check scanning would erode as electronic payments became more prevalent. "The first geographic region

where we saw this occur was Scandinavia, where paper check volumes peaked in 1992-1993," said Mark Fairchild, Senior VP of BancTec's Global Products & Operations Group. "In the U.K., volumes peaked in 1997 and based on the latest Federal Reserve numbers, the U.S. market has also peaked. As check volumes have started to decline, check scanning equipment sales have declined even faster, as customers anticipate less need for the equipment in the future."

In addition to declining check volume, a movement toward distributed scanning applications in the United States, fueled by last year's Check 21 legislation, has also likely reduced demand for BancTec's high-volume, back office-oriented solutions. As a result of all this, and some other factors including the sale of part of the company, BancTec has watched its annual revenue decline to less than \$400 million. *(Even though it's a private company, for regulatory reasons, BancTec still files reports with the SEC.)*

### **BANCTEC STAKES FUTURE ON HIGH-VOLUME**

By focusing on high-volume, back-office implementations, **BancTec** is bucking the trend toward distributed scanning in both the check and document scanning markets. "Our historical strength has always been in the back office," said Mark Fairchild, Senior VP with BancTec. "That's not to say we can't do distributed scanning. One thing we can do is install distributed capture applications in the back offices of several regional branches.

"As far as the trend toward teller-based capture, our strategy is to partner with vendors in that area. After they capture the images, we can take them and route them through our workflow."

As the success of high-volume scanner vendors like **IBML**, **Kodak**, and **Böwe Bell & Howell** has proven over the past few years, despite a growing number of distributed installations, the market for centralized capture is far from dead. In fact, instead of slipping like many analysts predicted, according to **InfoTrends/CAP Ventures**, preliminary numbers show the total unit volume in the combined mid-and-high volume production space (scanners priced above \$12,000) in 2004, was essentially the same as 2003.

We believe a lot of the new sales in the high-volume arena are being driven by IDR (intelligent document recognition) applications, which enable users to automatically process a greater number of documents. The digital mailroom is one such application, and BancTec CEO J. Coley Clark pointed out how his company's centralized application with the **Danish Postal Service** is actually doing a better job truncating documents than a distributed application would. "Essentially, it's truncating the documents before they reach their distributed locations," he said. "The value proposition for that type of application is clear."

This is not the first time, we've written about BancTec's attempts to move into the document scanning market. Over the years, its plan has always been to leverage the Plexus workflow technology acquired with REI to offer document image-based solutions to its impressive customer list of some 2,000 financial institutions. "Any bank doing check and remittance scanning is going to have a significant amount of forms and correspondence related to matters like opening, closing, and changing accounts," said Fairchild.



J. Coley Clark, president & CEO, BancTec.

According to Fairchild, BancTec had some mixed success in Europe in the late 1990s installing fairly complex, high-volume document imaging systems. "While the installations were successful from the customer standpoint," he said, "from BancTec's standpoint, they were questionable financially. Because each implementation was essentially a one-off, we weren't making any money. We sat down as a team and decided we had to create some products we could use in multiple installations.

"We determined all our installations had some common elements. These included capturing images and extracting and verifying information through a combination of automated recognition and assisted key-entry. We also were typically taking documents through some sort of workflow process, archiving them into a folder, and then perhaps taking them through another workflow process. We developed a platform encapsulating all these elements in a suite of products branded *eFirst*."

Since its introduction in 2000, *eFirst* has been marketed mainly in Europe, where Fairchild estimates BancTec has more than 50 installations. Last year, BancTec introduced the DocuScan 9000, a 240 ppm, open-transport document scanner to act as the feeding mechanism for *eFirst*. "Our typical deal sizes for *eFirst* are between a half million and several million dollars, including hardware and software," estimated Fairchild. "We have found *eFirst* fits best in the mailroom of a service center, where large financial institutions have a combination of structured and unstructured documents coming in. Some of our systems are also used to process incoming fax and e-mail."

For processing structured forms, BancTec relies primarily on its own technology, the foundation of

which was acquired a few years back from federal government systems specialist **ManTech**. For semi- and un-structured forms, BancTec relies on a combination of own-developed technology and third-party products from partners like **SWT** and **A2iA**. "On unstructured documents, our technology is not limited to key words," said Fairchild. "We can also look for key phrases. We incorporate a free-text database in our system that we match phrases and sentences to."

One of BancTec's larger *eFirst* customers is the **Danish Postal Service**, which has deployed several DocuScans and is currently capturing 40,000-50,000 documents per day. "As part of its service, the Danish Post offers to deliver its customers' mail as color e-mail attachments," Clark told *DIR*. "They guarantee digital delivery by 9 a.m. each morning. They just introduced the service this year and are eventually hoping to increase their value proposition by offering services like extraction of data, which can then be submitted directly to applications like ERP systems."

Since the DocuScan 9000 began shipping last July, Clark estimated BancTec has sold 30 units. "We have just started to make our initial U.S. sales," he told *DIR*. "We recently sold seven to somebody we can't talk about. We also have one being used to process credit card applications and another being used to process automotive loan applications. Currently, approximately 80% of our business in Europe is related to document scanning. As we increase our marketing in North America, we expect to accelerate our U.S. sales in that area. And, yes, we have gone on record as saying we plan to grow our revenue this year."

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

## Canon Addresses Changes With IFS, eCopy

**Canon** has long been at the forefront of copier vendors when it comes to document scanning. Canon's history in microfilm made its transition to document scanners a natural. And, its partnership with **eCopy** has helped Canon become one of the leaders in scanning capabilities on digital copiers.

By all accounts, 2004 represented another successful year for Canon's document scanning initiatives. The company reported 38% growth in 2004 in its Integrated Solutions business, which includes eCopy sales, as well as sales of the company's own-branded imageWARE and Universal Send document imaging products. Canon also reported 20% growth in its image filing systems

(IFS) segment, which includes dedicated document and check scanners, as well as microfilm equipment. These represented two of the three fastest growing segments in Canon USA's Business Machines portfolio.

On the heels of this success, however, we have already seen several changes in 2005. The first was near the top, where Dennis Amorosano, formerly the director and general manager of Canon USA's Integrated Solutions Division, has been promoted to GM of Canon USA's National Accounts Division. "Dennis has been in product marketing for the past 11-12 years," said Tod Pike, VP and GM of the Product Marketing Division of Canon USA. "The new appointment is an opportunity for him to embrace a new career challenge. The position has been redefined and given more responsibilities. We really think Dennis is the right individual to take National Accounts to the next level."

Amorosano's product marketing responsibilities, which included IFS, as well as Integrated Solutions, have now become the responsibility of Sam Yoshida, director and GM of Product Marketing for Canon USA's Imaging Systems Group. "I'm still in the learning mode regarding IFS," acknowledged Yoshida on a recent conference call. "However, we definitely regard it as a strategic business area. Mark Machida (director, IFS marketing and administration) will be setting a lot of the strategic direction, and we have added some marketing staff as well."

In addition to internal management changes, Canon is facing a strategic change by one of its premier partners—eCopy. The Nashua, NH-based document imaging technology specialist, in which Canon has made an equity investment, has announced it will begin working actively with Canon's competitors in the digital copier space [see *DIR* 2/18/05]. Word is that Canon is not entirely happy with eCopy's decision and Pike commented on the situation.

"We have no plans to start working with eCopy's competitors for scanning technology on our digital copiers," he told *DIR*. "eCopy has been a strong supporter of Canon products and a real enabler to our success over a number of years. We do see some conflict in their decision to work with our competitors. We will have to monitor the situation and make some assessments as we move forward."

"However, in addition to the conflict, we see a number of potential opportunities. We believe eCopy's strategic decision will make them attractive to a greater number of ISVs who will want to take advantage of their ability to run on multiple hardware platforms. Given our history and the

training our channels and technical teams have in support of eCopy, we believe we will maintain an advantage over our competitors when selling eCopy's applications."

Pike closed by saying the changes taking place within Canon USA are not unique to 2005. "If you take a close look at our organizational charts, you'd be surprised how much they've changed over the past few years," he said. "We believe the personnel and organizational changes we've made are the right moves for us. Time will tell how they work out."

For more information: <http://www.usa.canon.com/>

## LizardTech Lands OEM Deal With Avison

**LizardTech** continues to build channels to distribute its DjVu technology. The file compression software specialist recently signed a deal with **Avison**, which has incorporated DjVu in the AVSCAN capture application that ships with its scanners. Avison will also sell a server-based DjVu application developed by LizardTech. Finally, Avison will become the distributor for all of LizardTech's *Document Express with DjVu* products in the greater China region, consisting of Mainland China, Taiwan, Hong Kong, and Korea.

Avison is the Taiwanese scanner manufacturer best known in North America for its OEM relationships with vendors like **Kodak**, **Fujitsu**, and **Visioneer**. DjVu will not automatically be included in the OEM products, but LizardTech president and CEO Carlos Domingo is hoping the new partnership will open some doors. "This should give us some credibility with Avison's partners," he mused. "We currently have a deal to ship a trial version of our software with **Kodak Capture**, but this is a larger deal than that. This is the largest OEM deal we have ever signed for DjVu."

DjVu is the star-crossed color document image compression format that was introduced by **AT&T Labs** in the late 1990s. LizardTech has struggled to find a niche for the technology since acquiring it in 2000 [see *DIR* 4/28/00]. Since taking over in 2003, Domingo has trained his focus on the traditional document capture space.

"Avison offers some network scanners which could make use of DjVu files particularly attractive," said Domingo. "Those are scanners designed to plug directly into an Ethernet connection. If you are working with several, it means there could be quite a few documents traveling over your network and sitting on your network server. In those cases, a

smaller file size would be fairly attractive.”

The server-based version of *Document Express* will also include more advanced features such as OCR, which are not in the AVSCAN DjVu package. (That package was created by Avision with a toolkit licensed from LizardTech.) “Avision is considering putting a number of document management tools, including *Document Express* and a Web-based viewing application, in a server box and selling them throughout greater China as an integrated network solution,” said Domingo.

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

## Saving Old Microfilm A Priority For Service Bureau

In recent years, microfilm has been promoted as the media of choice for long-term storage. Because it is human readable, the argument is that it will never go the way of 5.25” floppy disk and become technology obsolete. However, the microfilm industry has a dirty secret that has just come to the surface in recent years. Much of acetate-based film that dominated the market through the early 1980s is rotting on the shelves.

“A lot of public records, once they are filmed, are put in a drawer and forgotten about,” said Paul Black, CEO of **Imaging Solutions Company (ISC)**, a Wichita, KN-based document imaging service bureau. “It often comes as a surprise to county record keepers when they find that a number of their images can no longer be read because of deterioration.”

This deterioration is often caused by something known as the “vinegar syndrome,” a condition likely to occur in the acetate-based film that was prevalent on the market before the introduction of polyester-based film in the 1980s. Vinegar syndrome causes microfilm to become brittle, fragile, and difficult to handle. Storage of microfilm in warm and humid conditions can accelerate this syndrome and cause other problems such as damaging mold growth.

Of course, vinegar syndrome is not the only problem users are encountering with microfilm. Another condition, known as redox, can occur in the silver gelatin microfilm commonly used with cameras. Redox is caused by the tarnishing of the silver in the film and can result in spots that make an imaged document unreadable.

As the leading vendor of microfilm in the United States (and in many ways the last man standing in a declining market) **Kodak** has initiated a

**Preservation Inspection Training Program** to help service bureaus like ISC learn how to save old microfilm. ISC recently completed the program and has begun shopping its microfilm preservation services to markets like county governments, state offices, historical societies, and libraries.

“We have been working with microfilm since 1981,” Black told *DIR*. “And, we only learned from Kodak over the past couple years about the problems with deterioration. So far, not a single microfilm user we’ve contacted has been aware of the potential problems before talking to us.”

ISC has introduced a service in which it offers to inspect 25 rolls of a customer’s microfilm. “We figure that will give us a sample of what is going on with their entire inventory,” said Mary Martens, ISC’s microfilm preservation specialist. “We check for things like mold, mildew, redox, and vinegar syndrome. If we find anything, we come up with a proposal to inspect the entire inventory.”

At one of ISC’s first microfilm preservation customers, out of 800 rolls, 300 needed to be duplicated to prevent further damage. Another 100 were Brown Toned, a chemical process used to stop the spread of redox, and the rest were packaged more securely than before. Martin estimated that about 10% of the customer’s film was so damaged that the images were worthless.

These days, ISC is being much more careful about implementing processes and procedures to ensure the microfilm it is producing will last for its 500-year life expectancy. This includes Brown Toning any film that goes out the door, as well as recommending storage in special containers at Hutchinson, KS-based **Underground Vaults & Storage, Inc.** “Forty-five percent of Underground Vaults & Storage’s inventory is Hollywood films,” said Black. “They also have eight vaults specifically for microfilm, with one of those used exclusively to store film we have Brown Toned and certified as being of preservation quality.”

Although 95% of ISC’s current service business involves digital documents, microfilm continues to play an important role. “We follow **Gartner Group’s** advice and recommend anything being stored for more than 10 years be put on microfilm,” said Black.

ISC also played a major role in the recent **U.S. Census Bureau** project that involved filming some 560 million digital images of 2000 Census forms. In that project, ISC worked closely with the **Cerebral Palsy Research Foundation (CPRF)** in Wichita. CPRF was awarded the multi-million dollar contract

by the government and enlisted ISC's help. The contract for the document and forms processing portion of the 2010 Census is due to be awarded this October [see *DIR* 8/20/04].

Black concluded by saying that ISC has really just launched the marketing for its film preservation program. "It's our opinion that the majority of people who have microfilm are unaware of its potential problems with deterioration," he said. "We think there could be a decent amount of business for us once the education process begins."

For more information: <http://www.imagingco.com>;  
<http://www.uvsinc.com/>

## Image-Enabling The SMB Space

There seems to be no question that the SMB (small-to-medium-sized business market) is ripe for document imaging. For years, imaging solutions were too expensive for this segment to even consider. However, as scanner and other computer hardware prices drop, the barrier to entry has also been declining. On top of this, some high-profile compliance stories have stoked a renewed general interest in document imaging.

All these trends have done, however, is open the door to potential sales. Just like in the Fortune 2000 market, the real key to selling imaging to SMBs is about proving an ROI. Doing that typically requires improving specific business processes. *DIR* recently spoke with a pair of SMB-focused vendors who think they have found their process improvement niches. Both have narrowed their focus to image-enabling SMB accounting systems.

### An Underserved Niche

The first is **Solutions@MBA**, a Miami-based technology consulting affiliate of a CPA firm. Last month, Solutions@MBA officially launched *PaperSave*, a document imaging solution aimed specifically at users of **Microsoft's** Great Plains and **Blackbaud's** accounting software. Not by coincidence, Solutions@MBA resells those products as well.

"When I was working as a CFO and COO, I wanted to be able to call up on my computer screen any document I needed for reference," said Stuart Rosenberg, president of Solutions@MBA. "I did not want to launch a separate application to deal with images. When I started installing accounting software, I soon discovered there were very few products that integrated seamlessly with the apps we were selling.

"We found a couple products available for Great Plains that had close to the functionality we were looking for, but we felt they were too expensive. And for Blackbaud, we couldn't find anything."

Working with an *ImagXpress* toolkit from **Pegasus Solutions@MBA** came up with *PaperSave*. *PaperSave* leverages SQL database technology and VB code. "Using VB, we can link to almost any other VB-based application," said Rosenberg. "For example, one of our customers has a homegrown human resources system for which we are storing 50,000 employee records."

According to Rosenberg, *PaperSave's* sweet spot is accounting departments with between three and eight users. "A single-user system for Blackbaud or Great Plains starts at \$2,000 and the implementation is very simple," he said. "It can typically be completed with some online support."

Currently, there is no complex workflow, OCR, or even electronic document management capability in *PaperSave*, but some of those features are being considered for future versions of the product. Version 1, which was launched a year ago, does support bar code scanning for backfile conversion. Version 2 is due out this spring. So far, Solutions@MBA has approximately 20 installations of *PaperSave*, which is less than one fifth of its own Great Plains install base—not to mention the Great Plains and Blackbaud world at large.

### Adding A New Trick To Its Bag

**CabinetNG** is hoping to sell its technology to the even larger base of **Intuit QuickBooks** users. Unlike *PaperSave*, the Athens, AL-based software developer is not a newcomer to the imaging space. It has been selling departmental and enterprise-wide systems since 1992 and has more than 500 installations in several vertical markets, including medical, government, and financial services. It already has integration with several applications in the medical records and financial services/insurance space.

Last fall, CabinetNG introduced *CNG-Books* for integration with *QuickBooks*. *CNG-Books 2.0*, which was announced last month, supports the latest version of *QuickBooks*. "We have averaged a steady 30% growth over the past four years," said Andrew Bailey, president of CabinetNG. "However, since its launch, *CNG-Books* has become our fastest growing piece of software.

"One of the things we see in the mid-market is that users will often start small, or within one department like accounting, and then expand their systems to other areas. Some of our largest customers have more than 200 seats of our product. Vendors who

focus only on image-enabling a single type of application can't manage this type of expansion. We can cover both the smaller and the enterprise-wide customer."

CNG-Books list for \$995 for a single-user system. Four additional viewers can be added for \$400.

For more information: <http://www.papersave.com>;  
<http://www.cabinetng.com>

## .NET Drives Toolkit Sales

The imaging toolkit market is regarded as fairly mature. There are established players like **Pegasus**, **LeadTools**, **Snowbound**, and **Accusoft** whose names are typically tossed around as the market leaders. That's why when an upstart like **Atalasoft** wins a contract with a big-time company like **Captaris**, we take notice. Atalasoft, which is based in Northampton, MA, recently had its *DotImage* toolkit selected to provide the imaging functionality in Captaris' RightFax Web Access module.

Atalasoft, which was founded in 2000, hangs its hat on its .NET architecture. "When we acquired the *IMGX* product line in 2001 it was geared for Visual Basic developers," said Bill Bither, president and chief architect at Atalasoft. "We developed a suite of ActiveX controls for imaging that was relatively easy to use and not cost prohibitive. Our pricing for that product starts at \$369, without any run-time licensing. That means once a customer develops an application, they can run it on as many PCs as they like.

"Our real focus, however, is on our .NET product line. A couple years ago, there weren't any imaging toolkits really targeting .NET developers. We saw potential in .NET because it provides a rapid application development platform, while removing some of the issues associated with ActiveX. To address .NET, we came up with *DotImage*. We think we've maintained our ease of use, as well as our attractive pricing. We still don't charge any runtime licensing fees, and a *DotImage* document imaging toolkit starts at \$1,800."

Captaris has licensed *DotImage* through a server-based model, which starts at \$1,169 for a document imaging tools license for 2 CPUs and scales up from there with volume discounts. When deployed on a Web server, *DotImage* provides document imaging functionality such as image clean-up, viewing, and annotation without the end user needing to download anything. "Our functionality runs right on the ASP .NET application server, so there are no plug-ins or applets that run on the user's computer," said Bither. "You have the functionality of a desktop application, without the overhead."

Atalasoft recently released the beta version of *DotImage 2.1*. It offers four new modules: a PDF rasterizer, a barcode reader, and JPEG 2000 and JBIG2 compression. The compression functionality has been licensed from German developer **LuraTech**. Bither added that he also is in discussions with OCR providers regarding future *DotImage* functionality.

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

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