

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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May 2, 2008

THIS JUST IN!

ANACOMP LAUNCHES INVOICE SERVICE

Anacomp recently announced that its **InvoiceLogistix** hosted invoice processing service is available. The announcement was made at the **International Accounts Payable Professionals (IAPP)** Annual Forum held in San Diego, where Anacomp's headquarters are located. *InvoiceLogistix* represents Anacomp's latest solutions offering, as the company evolves from its roots in computer-output-to microfilm.

Former **Captiva** EVP Howard Dratler was brought in last year to help remake Anacomp. Dratler has overseen the acquisition of hosted litigation support specialist **CaseLogistix**, and signed technology licensing agreements with the likes of **Savvion** (a BPM provider), **Kofax**, and **EMC Captiva**. Anacomp has used this technology, as well as its own docHarbor online repository, to launch hosted services in areas like document capture, customer enrollment, claims and mortgage application processing, litigation support, and now invoice processing.

In addition to marketing these solutions through its direct sales force, Anacomp is forming a series of partnerships with SIs and technology providers like **Pitney Bowes**, **Perot Systems**, and **Tech Law Solutions**. "These partnerships will extend our reach," Wayne Ford, Anacomp's VP of channels, alliances, and business development told *DIR* at the recent **AIIM 2008** event. "If you look at a company like Perot, it provides solutions to a large number of customers in the HR arena, but doesn't have a capture solution to supplement its technology portfolio in that area. We provide Perot with our capture infrastructure and expertise, and it brings us into its blue chip customer base."

For more information:

<http://www.anacomp.com/solutions/invoicelogistix/>

OCR Patent Suits Could Have Far Reaching Effects

We promised you more coverage on the **Nuance-ABBYY** lawsuits that were filed earlier this year, but as is the case with these types of things, getting information from actual live people is often akin to pulling teeth. We have spoken with several people on the matter, but neither of the principals seemed interested in getting into details. We've also done a considerable amount of Internet research, and basically, here is what we have come up with:

Nuance is suing **ABBYY** and **Lexmark** for alleged infringement of five patents related to image-based OCR. Nuance is also suing **ABBYY** for alleged "Trade Dress Infringement." Basically, it has accused **ABBYY** of altering its packaging in 2002 to purposely look more like Nuance's, with the intent of creating confusion in the retail market.

Nuance originally filed its suit on Jan. 16, 2008 in the Wisconsin Western Federal District, which apparently has a reputation for being friendly toward patent holders. However, on Feb. 19, Nuance re-filed its complaint in the U.S. District Court of Central California's Western Division, which covers the Los Angeles area.

The next day, Feb. 20, **ABBYY** filed a patent suit against Nuance in the U.S. District Court of Northern California. This is the territory where **ABBYY USA's** Fremont, CA, headquarters are located. Unfortunately, we have been unable to obtain a copy of the **ABBYY** suit, so we're not sure what's in it. A patent search reveals that **ABBYY** has two U.S. patents, one related to image analysis and the other involving reading distorted images based on templates. (At least we think this is what the second patent involves. You can read it for yourself at <http://www.uspto.gov/patft/index.html>, patent number 7,251,380.)

In addition to its patent suit against Nuance, on March 12, **ABBYY** filed an answer to Nuance's suit. In its answer, **ABBYY** questions the validity of the five patents in question, denies infringement of them, and denies

any wrongdoing related to the "Trade Dress" allegations. ABBYY further accuses Nuance of Sherman and Clayton Act violations, which amount to unfair trade practices and attempting to establish a monopoly.

Yes, it sounds like a real humdinger of a case.

Some specifics

So, what do the patents in question involve? Well, first off, we'll give you the numbers in case you want to research the gory details yourself. They are U.S. Patent numbers 5,131,053; 5,381,489; 5,436,983; 6,038,342; and 5,261,009. This first four were granted to the same set of Oakland-Berkley-area inventors from Caere Corporation. The last one was granted to inventor Mindy R. Bokser of San Francisco, who was working for Palantir Corporation, which eventually became Calera.

ABBYY has accused Nuance of "acquiring patents covering OCR technology, with the purpose of substantially lessening competition in software markets."

In 1995, Caere acquired Calera. In 2000, ScanSoft bought Caere for \$140 million, which combined North America's two largest OCR vendors [see *DIR* 2/4/00]. In 2005, ScanSoft changed its name to Nuance to reflect its increasing interests in voice recognition. However, Nuance maintains a \$75 million per year imaging business. That's how Nuance came into possession of the patents in question.

The four Caere patents all carry the title "Optical character recognition method and apparatus," and include the same abstract. It has to do with scanning and processing a bitmapped image to output "coded character representations of the text on the page. The present invention discloses parsing a page to allow for production of the output characters in a logical sequence, a combination of feature detection methods and template matching methods for recognition of characters and a number of methods for feature detection such as use of statistical data and polygon fitting."

According to at least one expert we talked to, these four patents, which were filed between 1988 and 1992 and granted between 1992 and 2000, involve "recognition of characters" and "are fundamental to today's OCR programs." In other words, if ABBYY is guilty of patent infringement, there's a good chance other OCR vendors like **I.R.I.S.**, **Captaris Documents Technologies**, and **ExperVision** are guilty as well.

As for Lexmark, as far as we know, they are an ABBYY OEM customer, having signed a 2001 licensing agreement with

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

Areas we cover include:

1. Document Capture
2. Image Processing
3. Forms Processing/OCR/ICR
4. Enterprise Content Management
5. Records Management
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DIR brings you the inside story behind the deals and decisions that affect your business.

Vol. 18, No. 9

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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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ABBYY. If Lexmark is found guilty, it puts a whole host of ABBYY partners in jeopardy, not to mention anyone that licenses OCR technology from any vendor aside from Nuance.

As for the Palantir (Calera) patent 5,261,009, it was filed in 1992 and granted in 1994. Its title is a "Means for resolving ambiguities in text passed upon character context." Its abstract starts out, "A method of identifying an object within a set of object candidates includes the steps of: calculating the probability of occurrence of each member of a set of string candidates..." and continues from there. One source described it as pertaining to "document analysis" and "breaking a document into pieces."

Are these patents valid?

From what we discerned, it might be pretty difficult for ABBYY to prove that it is not employing the patented technology. Of course, in its filed defense, ABBYY claims that the patents never should have been granted. This claim may hold some water, as there are some indications that "prior art," similar to the patented technology may have existed.

According to Arthur Gingrande, a long time image-based data capture industry analyst who is currently studying patent law, anything published in the public domain that can be used to dispute a patent's claims of originality can be pointed to as "prior art" and used to overturn a patent. As the study of OCR dates all the way back to the 1930s, and OCR exercises are apparently very popular among college students researching artificial intelligence, there is clearly a chance that somebody could have published something relevant to this case prior to 1988.

Let's also remember that it was only in the early 1990s that patenting software became a widely accepted practice, so it might be open to question how thorough and competent an examination the first Caere patent was given. That said, ABBYY still faces an uphill and expensive battle if it tries to have Nuance's patents overturned. "One million dollars," said Gingrande. "That's the figure I keep hearing related to the cost of overturning a patent.

"That's one reason **Millennium** has been so successful getting people to settle on its forms processing patents. The settlements have been for significantly less than it would cost to overturn the patents." [For more on Millennium, see *DIR* 1/9/04.]

Nuance's side of the story

Of course, Nuance is no Millennium. While Millennium is a classic "patent troll" that never had a marketable product that we're aware of, Nuance is a leader, if not the leader, in sales of OCR

software. And it's clear that Palantir and Caere had two of the first commercially available full-page OCR products on the market. At least according to an article appearing in a 1988 edition of the *New York Times*, their products were considered very innovative at the time:

"In the late 1970s increased computing power made it possible to apply pattern recognition technologies to the problem of recognizing text. This approach looks for characteristic features of a particular letter or number. For example, the software can be trained to recognize the pointed tip of the letter A. This approach extensively broadened the number of fonts that could be recognized, but was susceptible to defects in characters - a break in an o, for instance, might make that letter read as a c.

"In contrast to these techniques, the software designed by engineers at Palantir and Caere is based on a series of methods that are used to examine an entire page, making assumptions about the content of a document before attempting to recognize individual characters.

READSOFT U.S. REPORTS STRONG GROWTH

Despite some reports of a slowdown in document captures sales, Swedish capture ISV **ReadSoft** turned in a strong first quarter. The invoice processing pioneer reported 18% growth to \$21.5 million in quarterly revenue. The growth was buoyed by a 61% growth in sales in the U.S. market. For the quarter, ReadSoft reported \$5.4 million in revenue from its "U.S. and rest of the world" geographical segment, which includes its Mexican, South American, Australian, and Malaysian subsidiaries.

ReadSoft's recent U.S. growth has been driven by tight integration with SAP's ERP system, which includes a workflow component. During the quarter, ReadSoft closed three large invoice processing deals with businesses based in Silicon Valley. They all included integration with SAP. One was with **National Semiconductor**, which will be rolling out the technology worldwide. The others are with Fortune 500 companies who wish to remain unnamed.

"We are energized that our Q1 results from North America continued to keep the fast growth pace established in 2007," said Bob Fresneda, president of ReadSoft North America. "Our board of directors has expanded the commitment to our customers and employees with the approval of a 20% increase in employee hiring for the United States in 2008."

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

“The Caere program will first look for dense areas on a page and then apply tests to determine if these areas are graphics instead of text. It then tries to recognize individual columns, paragraphs and line spacing. Only after determining where each character lies on the page does it identify the individual characters.

“In addition to a series of recognition tests similar to the Caere software, the Palantir system relies on a series of special dictionaries to aid in identifying individual words.”

It’s probably also worth noting that Caere co-founder Bob Noyce, who more famously co-founded **Intel**, did fairly well with patents related to the semi-conductor. So, it probably would have been natural for him to seek patents on Caere’s technology. Unfortunately, Noyce, whose gregarious personality earned him the nickname of “The Mayor of Silicon Valley,” died unexpectedly of a heart attack in 1990.

Monopolistic tendencies

As we mentioned, having the patents overturned is not the only bullet in ABBYY’s gun when it comes to defending itself. One of ABBYY’s more interesting tacks is its accusation that Nuance has violated the Clayton Antitrust Act. An extension of the Sherman

Act of 1890, the Clayton Act explicitly “prohibits mergers and acquisitions that may substantially lessen competition or tend to create a monopoly.”

ABBYY has accused Nuance of “acquiring patents covering OCR technology, with the purpose of substantially lessening competition in software markets.”

On top of this, ABBYY has accused Nuance of leveraging its dominant market position to commit “predatory acts, all with the purpose of stabilizing prices and/or excluding competition.” These include price fixing, entering into exclusive contracts with retail outlets designed to keep competition out, and “threatening competitors with litigation if they don’t comply with Nuance’s anticompetitive requests.”

Now, whether or not Nuance is guilty of these clearly aggressive business practices, we can’t say, but we’re guessing a court would frown upon such behavior if it is true. Regardless, it’s pretty hard to argue that the end result of ScanSoft’s 2000 acquisition of Caere, which had previously acquired OCR vendors Calera and Recognita, did not result in a near monopoly in the North American OCR market. At that time, ABBYY was more or less a bit player, with ExperVision perhaps a distant second to the ScanSoft-Caere entity.

In fact, even today, after considerable progress in the U.S. market since 2000 by both ABBYY and I.R.I.S. (with probably some slippage by ExperVision), ABBYY still claims that Nuance owns “in excess of 70%” of the U.S. market for full-text OCR.

Frankly, we’re surprised there was no antitrust litigation filed to try and prevent the Caere acquisition when it took place. Being as green as we were at the time [*having only taken over this publication in mid-1998*], DIR did not question the deal, and it seemed to go through unchallenged. ScanSoft was on the hook for a \$4 million breakup fee in the event of any governmental action preventing the acquisition.

What’s it all mean?

From what we’ve seen and heard, patent cases rarely go to trial. However, we must admit that ABBYY’s filing of its own suit and the content of its defense come off as fairly aggressive counter maneuvers. That said, they may just be designed to put ABBYY in position to negotiate a more favorable settlement.

Any type of settlement could be bad news for the rest of the OCR vendors in the market, as well as

TIS SCORES WIN WITH SWISS TELCO FIRM

Last month, **Top Image Systems (TIS)** announced it had been selected for an invoice processing application with **Sunrise Communications AG**, a large telecommunications provider in Switzerland. Sunrise is installing TIS’s *eFlow InvoiceReader* to automate the capture of 120,000 invoices and bank statements annually. In this application, *eFlow* is being integrated with workflow from **Open Text** and **SAP**.

“*eFLOW InvoiceReader*’s flexibility and versatility, its ability to integrate any document type, as well as its ability to provide intelligent extraction of single line items, like automatic account assignment and pool allocation, were key factors in our decision to go with TIS,” stated Rolf Geissbühler, project leader, Finance & Corporate Centres at Sunrise, in a TIS press release.

The Sunrise installation marks another win for TIS in the German-speaking market, where it has had its most success to date selling invoice processing solutions.

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

their customers. It would theoretically open the door for Nuance to pursue patent infringement claims against anyone using OCR that is not theirs. While this would potentially be damaging for the OCR industry, because it would increase the expenses of anyone developing OCR not named Nuance (not to mention their customers), ironically it could also help save OCR as a viable commercial market.

If you remember, last year **Google** announced it was launching an Open Source OCR initiative called OCRopus. There was some talk that with Google's development efforts behind it, this free software code could become a viable alternative to commercial OCR. "Really, there is only so much you can do with core OCR," noted Chris Riley, an OCR industry veteran and currently the VP of sales for **ArtsyI Technologies**, an integrator that specializes in solutions leveraging OCR/ICR. "Eventually the technology becomes so accurate that any improvements you make are so incremental that OCR starts to become a commodity.

"In many cases, what's more important than the engine is how you fine tune it for a specific application. Someone that knows how to implement OCR can pretty much take any engine available and with enough tuning, it will be able to outperform an untuned version of the best engine on the market."

Riley's theory questions if, with some fine tuning, people can make a free OCR engine work as well as a commercial one, what will happen to the market for commercial OCR? That answer may be that if Nuance's patents are upheld, maybe free OCR won't turn out to be so free after all.

So, by throwing a monkey wrench in Google's OCRopus plans, Nuance could actually be doing the commercial OCR market a favor. Then again, writing royalty checks to their biggest competitor would certainly be no picnic for other OCR vendors.

Funny thing is, if you read our story from last year discussing OCRopus, a post on Slashdot suggested Google's whole foray into OCR technology might be an attempt to get sued in order to help force patent reforms [see *DIR* 6/15/07]. Of course, Nuance is too smart to go after Google first without trying to validate its case by attacking a much smaller entity like ABBYY. Google may get dragged into this yet...

There is one other alternative that Riley suggested that doesn't involve settling with, or fighting, Nuance. That is coming up with new techniques for OCR. "Most of the current OCR engines are so old that nobody even knows how to modify their core functionality," he said. "They're written in an extinct form of C, and it's very difficult to do things like

change them to take advantage of new advances in technology, like multithreading on CPUs.

"This lawsuit actually might prove to be a boon to OCR technology, if it forces ISVs to invest more R&D into ratcheting up their development on new techniques. I've seen some work in this area, and it's very heavy on artificial intelligence and learning. Basically, instead of utilizing a traditional OCR engine, you are training a computer on how to read." Of course, there is no guarantee there aren't patents on that methodology as well.

For more information:

<http://code.google.com/p/ocropus/>;

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

<http://www.nuance.com/omnipage/>;

<http://www.nuance.com/company/>;

<http://www.artsyltech.com/>; <http://www.uspto.gov/>;

<http://www.imergeconsult.com/img/GingrandeArthur.pdf>

Imaging SI Launches SharePoint Subsidiary

More than a year after its release to general availability, **Microsoft Office SharePoint Server (MOSS)** continues to be a hot topic in the ECM industry. Actually, discussion of *SharePoint* over the past couple years has occurred in waves. First, people feared it was going to wipe out the rest of the market; then Microsoft was late with its delivery, and *SharePoint* wasn't going to do much; then it was big again; then it was overhyped, and so on... Right now, the pendulum seems to be swinging back in *SharePoint's* favor, and *DIR* recently caught up with an imaging reseller that was happy to talk about why.

"There are a couple things that make *SharePoint* very attractive to ECM users," said Bob Dickerson, VP of **DocPoint Solutions**. "First, it's very tightly integrated with Office and enables users to set access controls and collaborate on document formats they work with every day," he said. "Second, we are finding many organizations have already purchased a *SharePoint* license, but haven't been able to implement it."

Dickerson's second point reinforces what we heard earlier this year from a Microsoft product manager who said more than half the *SharePoint* licenses that have been sold, have yet to be deployed [see *DIR* 2/22/08]. To Dickerson, and Fulton, MD-based systems integrator **Quality Associates, Inc. (QAI)**, this looked like an opportunity. In response, QAI, which specializes in document management, launched DocPoint in March, as a wholly owned

subsidiary focused on *SharePoint* implementations.

Dickerson, the former national sales manager, Eastern United States, for the **Fujitsu Computer Products of America's (FCPA)** Imaging Products Group, was hired to oversee DocPoint. "During my days at FCPA, I traveled up and down the east coast and talked to a lot of customers," he said. "Recently, I began to see many getting ready to implement *SharePoint* solutions, even if some of those involved tying *SharePoint* into products from traditional ECM players.

"In my time at FCPA, I also worked closely with Quality Associates [which resells FCPA scanners]. After several conversations together, we decided that, with the help of a partner like **KnowledgeLake** [a document imaging ISV in which Fujitsu has a minority investment, see *DIR* 5/4/07], we could create a very nice ECM package leveraging *SharePoint*.

"While *SharePoint* has a tremendous amount of capabilities, it does not have paper capture. KnowledgeLake is very tightly integrated with it for that purpose. We are finding that even if you consider the cost of the *SharePoint* software [which many customers have already purchased], when you add up the cost of the KnowledgeLake modules, and the cost of services associated with deploying a solution, you are still coming in under the cost of traditional ECM packages."

Seizing the opportunity

Quality Associates was founded in 1986 and lists partners like **Open Text**, **Captiva**, and **Kofax** on its Web site. About 60% of its business comes from a combination of state and local government, with the remaining 40% coming from commercial accounts in markets like the chemical and manufacturing industries, financial services, law firms, and medical research.

"As a systems integrator, Quality Associates has always been very vendor agnostic," said Dickerson. "They want to stay that way. However, they also were getting a lot of requests from clients to look at **SharePoint**. So, Quality Associates has launched DocPoint as a subsidiary to provide specialized services in that area.

"One of the advantages DocPoint has over a lot of startups around *SharePoint*, is that we can always get support from Quality Associates if we need it."

Dickerson views DocPoint's potential market as enormous. "The latest numbers I've seen show that more than 100 million seats of *SharePoint* have been sold, with more than two million in the

Baltimore-Washington, D.C.-area alone. We've had a range of interest already, from people looking for departmental archive and retrieval solutions, to clients that want to expand *SharePoint* throughout their organizations and use it to share everything over the Web.

"One client we are talking with wants to deploy it initially as a contract management solution. After they prove it out, they will consider deploying it enterprise-wide."

Dickerson concluded that while *SharePoint* is a very broad-reaching platform, DocPoint is going to start by focusing on developing its document management capabilities. "Our focus is professional services around *SharePoint*, with an expertise in document management and capture," he said. "We

SHAREPOINT MARKET MATURING

After talking to a couple large traditional document imaging resellers who had signed with his company, we asked **KnowledgeLake** VP of Business Development Bob Buelmann, if he'd observed any market developments that are perhaps making his company's offering more attractive.

He responded by citing four trends: "First, major customers are taking **Microsoft** to task over proving the scalability of *SharePoint*. We've partnered with Microsoft on several proof-of-concepts. To date, all of them have satisfied the customers. Second, while at the corporate level, Microsoft voices an interoperability story with legacy ECM vendors, we are clearly seeing its field teams approach interoperability with ECM software as a fallback and/or migration strategy. Rather, they are promoting a pure-play *SharePoint* repository solution. The field teams view managing content in *SharePoint* as key to long-term customer retention.

"Third, we are seeing customers conservatively doing *SharePoint* deployments in selective departments, with most of them having an appetite for full enterprise ECM—depending on the outcome of the limited deployments. Finally, in the mid-market, we are seeing *SharePoint* as part of the competition for every deal. The dividing line for selection seems to be whether an opportunity is being driven by a business decision or IT.

"Considering that traditional ECM vendors currently have more vertical solutions created by partners, the business-driven decisions often are awarded to them. Having said that, we are seeing a lot of activity from ISVs that are creating vertical content-based solutions for *SharePoint* in markets like healthcare, financial services, government, and ERP integration."

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

understand that market very well, due to both my personal and QAI's backgrounds."

For more information:

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

<http://www.docpointsolutions.com>

COMMENT

The SharePoint Phenomenon

Bob Dickerson would seem to have some good timing. After riding a wave of explosive sales in the distributed scanner market with FCPA for the past 10 years, he is now moving into another potentially booming market just as scanner sales start to level off. Yes, *SharePoint* services seem primed for astronomic growth.

We thought it was worth mentioning that **Quality Associates** was not the only significant imaging reseller we talked with last week that has recently launched a *SharePoint/KnowledgeLake* practice. The other reseller we talked with was also answering customer demand. It seems like **Microsoft's** ECM play, and all the potential disruption we projected it could cause in the ECM market as we know it, is finally becoming more than just a bunch of hot air. We'll definitely have more on this phenomenon in upcoming issues.

ACOM Offers VARs Input/Output For ERP

Document management specialist **ACOM Solutions** has launched an aggressive reseller recruitment program. The Long Beach, CA-based ISV hopes to sign on at least 40 reseller partners within the next year and as many as 200 within the next three years. ACOM has hired former **Laserfiche** and **Optical Imaging Technologies (OIT)** sales executive Catherine Bedrossian as its channel sales manager to lead the effort.

"ACOM offers a more complete end-to-end solution for ERP users than my previous employers," noted Bedrossian. "While traditional document imaging systems are good at managing scanned images and most have some workflow, when it comes to integration with an ERP system, they typically fall short. Complete document management for ERP takes both input and output management."

ACOM began life as an output management specialist and offers applications in areas like report management, check and forms printing, and electronic payments. A couple years ago, ACOM

launched a Web-based ECM system, *EZContentManager*. "ACOM offers a direct connection from its output technology to its ECM system," said Bedrossian. "My experience has been that most document imaging VARs do not want to get into an ERP discussion, because they do not have a good offering for ERP integration. For them to offer what ACOM does requires extensive integration and services, as well as working with two or three different products."

ACOM has more than 4,000 customers and plays mainly in the mid-market, which is also the typical sweet spot for VARs. "We currently have a handful of partners in the U.S. and a few more in Europe and the U.K., as well as some OEM relationships," said Bedrossian. "Our goal is to aggressively increase our number of U.S. VARs.

"We are looking at three reseller profiles. The first is solution providers selling mid-market ERP products like *Sage* and *Microsoft Dynamics*. Because we have solutions for the **IBM** i environments [formerly known as the AS/400 and iSeries platforms], we are recruiting SIs in that area. Finally, we are looking for traditional document management VARs that may want to venture out of their comfort zones and start managing ERP output as well as input.

"We are offering these resellers a product line that helps them address all the needs of a CFO, from managing check and invoice creation, to capturing incoming invoices and managing their routing and approval. We plan to protect our partners by limiting our North American channel to only 200 VARs. That may seem like a lot, but if you divide it among the three profiles we are seeking, it's only 70 in each. Also, we are offering access to sales and marketing programs that have been tried and tested over the past 25 years by ACOM's direct sales team. Finally, we have a jump start program designed to help our channel partners sell, implement, and support their first three installations."

ACOM has enlisted the aid of partner relationship broker, **Foster MacCallum International**. "It is a well regarded matchmaker for bringing ISVs and VARs together," noted Bedrossian. "In the short time I've been here, the resellers I've spoken with have been very complimentary about the firm's interactions with them."

Bedrossian concluded that currently only about 5% of ACOM's customers have installed *EZContentManager*. The product began life primarily targeted at managing electronic documents, but now includes a capture module that features ISIS and TWAIN drivers, full-text OCR, and bar code

reading and zonal OCR/ICR for automated indexing. "EZContentManager is still a fairly new product," said Bedrossian. "We are still educating our customer base on it. Also, we are negotiating with a partner to add some automated data capture for invoices."

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

BRIEFLY

Kofax Upgrades VRS

With the recent release of VRS Professional 4.2, **Kofax** has included some new desktop capture capabilities. VRS 4.2 Professional's new Desktop Productivity feature enables workers to scan, correct, save and distribute documents directly from within leading e-mail programs. VRS' "Fast Scan" feature is designed to make scanning, image enhancement, file naming and attaching a PDF one-step process.

VRS 4.2 Professional also includes improved auto-orientation and Advanced Clarity functionality. Introduced in VRS 4.1, Advanced Clarity is designed for especially low-contrast images. It's designed to convert documents with dense, textured backgrounds, such as checks and schematics, into clearer images for faster, more accurate processing.

Kofax has also launched its revamped Web site, which reflects the company's recent re-branding and re-naming efforts.

For more information:
www.kofax.com/vrs

Artsyl releases ShareScan Connector

Artsyl has announced an eCopy Connector for the Simple Capture Pro product it announced at AIIM 2008 [see DIR 3/21/08]. The Connector can load a list of pre-defined document profiles into eCopy's ShareScan capture application. After logging-in, a user selects the appropriate profile and then captures a document to their desktop, where it will open in Simple Capture Pro with the correct profile settings. From there, the user can execute a semi-automatic data entry process.

The Connector is available from Artsyl at a list price of \$249. For more information: www.artsyltech.com.

Peladon Signs L.A. VAR

IDR capture ISV **Peladon** has signed a reseller agreement with Los Angeles-based VAR **eDocSecure**. eDocSecure is an imaging, workflow, and records management specialist that lists **Hyland** and **Laserfiche** among its partners. eDocSecure plans to resell Peladon's DocXP products to its clients in healthcare and government, in application areas like automated redaction and explanation of benefits (EOB) processing.

"The DocXP suite is the perfect complement to our content management solutions," said John Hughes, President and CEO of eDocSecure. "We see a particular need within police departments for DocXP's auto-redaction. Municipalities can use this tool to accurately and automatically remove sensitive data (e.g., social security numbers, home addresses) from publicly available documents."

For more information: <http://www.edocsecure.com/>;
<http://www.peladonsoftware.com/>

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