

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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December 15, 2017

THIS JUST IN

M-FILES INTRODUCES PLATFORM FOR INTELLIGENT IM

Over the past year, we've conversed quite a bit with **M-Files** about an "intelligent meta data layer" (IML) that the ISV has envisioned as the next generation of content management. This week, the Finland and Dallas-based company announced M-Files 2018, which incorporates IML technology to enable management of files in place. M-Files 2018 features a series of connectors to ECM systems and EFSS services, as well as structured data systems and file shares, that, coupled with the incorporation of AI for automating meta data capture, mark a potential revolutionary product release.

"We call it intelligent information management," said Greg Milliken, VP of marketing for M-Files. "It's meta data driven, meaning what a file is, is more important than where. We've always been able to manage data objects from ERP and CRM systems, and with 2018 we have extended those capabilities to include other repositories."

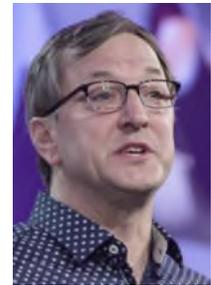
Milliken showed us a demo of how a file outside the M-Files repository can be "promoted" to include a pre-defined meta data structure and therefore be managed the same way as if it was in M-Files. Through the M-Files interface, a user can surface files anywhere with a connector. M-Files 2018 will then automatically analyze the content utilizing incorporated AI technology. Suggestions for the meta data are made through drop down menus. Once a file has been tagged, it can be included in M-Files workflows and other document management functions.

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Sharp Takes Aim at Smart Office

Leveraging backing of electronics manufacturing giant Foxconn

PHOENIX, AZ—The turning point for **Sharp Corporation** came in April 2016, when \$150 billion manufacturing giant **Foxconn** bought two-thirds of the company's stock for \$3.5 billion. That helped rescue the Japan-based manufacturer from potential insolvency. Since then, Foxconn has continued to invest in Sharp, including Sharp Imaging and Information Company of America (SIICA), the U.S.-based document products division. The fruits of this investment were on display at SIICA's Pulse 2017 National Dealer meeting held recently at the JW Marriott Desert Ridge Resort just outside of Phoenix, AZ.



*Doug Albregts,
President and CEO of
SIICA*

"The Foxconn investment has changed the entire game for us," said Doug Albregts, President and CEO of SIICA, during his keynote address. "As the market changes, there is a need for document companies to diversify in order to survive. We are not going to abandon the copier and MFP space—in fact at this event we are introducing more than 20 new MFPs. But, we are also making more complementary products available to our dealers."

Many of these complementary products are being brought in through the relationship with Foxconn, which reportedly manufactures about 50% of the electronics in the world. At the event, Sharp showcased monitors, network attached storage, and even a device which pulls drinking water out of the air (which at least one of its dealers is already enjoying success with). Focusing on the bigger picture, Sharp executives discussed the concept of the Smart Office and how SIICA's relationship with Foxconn potentially puts it in the driver's seat compared to its competition. (The idea of the "smart office" was introduced to us this summer in

a presentation by an employee of **Konica Minolta's** Business Innovation Center, see [DIR 6/30/17.](#))

"Competitive document companies are trying to reinvent themselves, but they don't have the ticket that we do," said Albregts. "Our relationship with Foxconn gets us a seat at the table with companies like **Amazon, Apple, Google, Microsoft, and Citrix.** We get to sit at the Foxconn table, because they are our parent. Other document products vendors are at the kids table."

According to Mike Marusic, COO of Sharp Electronics Corporation (Sharp's entire U.S. business) and EVP of marketing for SIICA, Sharp is the first partner in the document space working with Amazon on the recently announced Alexa for Business initiative. "I'm not a fool, I realize it's an open API and that other people can connect with it," Marusic said. "But, through Foxconn, we are partners with Amazon and they are asking us what they need to do to support our type of business."



Mike Marusic, COO of Sharp Electronics Corporation and EVP of marketing for SIICA

Smart Office Explained

So, what exactly is the smart office? "The office is no longer a place you go," said Vince Jannelli, associate VP, software product management, SIICA. "It's a thing that you do."

Marusic offered the following scenario. "Let's say you get up in the morning and are looking in the mirror getting ready. Up pops a reminder that you have a meeting to go to, which lets you know that you had better hurry up. The coffee maker automatically starts, you grab a cup and head out the door. When you punch the address of your meeting place into Ways, it detects traffic issues. Instead of just letting you know, your Smart Office system automatically reschedules the meeting for a later time."

Sharp also presented a Smart Meeting scenario. This involved a Sharp device that was informally being called the "Assist Bot." It includes video and voice recognition capabilities. The scenario utilized Sharp's MICAS device management software, and a platform Sharp has trademarked "AiOT," which represents a combination of artificial intelligence and the Internet of things. In the Smart Meeting, the Assist Bot was able to determine who was there and use the information to automatically launch the correct presentations on a Sharp AQUOS Board display system—pulling materials from multiple disparate systems. The Smart Meeting system also has the ability to follow up by automatically sending materials to the participants or even making prints on an MFP. This system is designed to help

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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
4. Enterprise Content Management
5. Records Management
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business meetings run more smoothly, as apparently 20% of time in meetings today is spent setting up and getting everyone on the same page, so to speak.

There was also a Smart MFP set up in a demo conference room that was able to take voice commands. Sharp talked about utilizing voice recognition to enable users to add comments to documents within its Cloud Portal Office EFSS service. "Voice recognition will be the UX of the future," commented Jannelli.



A prototype of the Assist BOT for the Smart Office was on display at Pulse 2017, Sharp's National Dealer Meeting.

A lot of components of the Smart Office are not in production yet, but they aren't that far off. According to Marusic, for example, Sharp is still refining the name for the Assist Bot, but he showed a prototype of the cylinder-shaped device during his keynote. "By January we should have an official name for it," he said.

The promise of 5g

One necessary component of the Smart Office is the introduction of 5G wireless data connectivity. 5G is expected to be available (depending on whom you believe) sometime in the next couple of years. Sharp and Foxconn are apparently promoting its adoption through their development of 8K video technology. 8K offers four times the resolution of current 4K state-of-the-art video. At Pulse, Sharp was demoing 8K video on a 70-foot screen, and it was very vivid and lifelike. It even had a 3D-like element to it.

"8K video is going to help drive bandwidth requirements and the adoption of 5G," said Marusic. "And 5G connectivity is key to the adoption of the Smart Office." He then described a scenario of moving office work and meetings into self-driving cars with the help of 5G networks.

Going beyond just the office, Sharp is talking about leveraging AiOT and the myriad of commercial and consumer devices that it and Foxconn manufacture to create something called a "smart life." "One advantage that we

have is the sheer number of devices we have access to," Marusic said. "Sure, it's possible to write integrations between hardware and various IoT networks, but it's easier if you are already manufacturing the hardware devices."

Tech Data partnership growing

Pulse had more than 900 participants, including more than 600 representatives from 166 dealerships, which was a slight increase from the previous Sharp National Dealer meeting held two years ago [see [DIR 12/18/15](#)]. Overall, Albregts estimated that SIICA has about 300 active dealers.

At the 2015 event, there was a big announcement about a partnership with **Tech Data** to create a Vendor Managed Inventory (VMI) program. That program has a two-fold purpose: to set up a third-party distribution network for dealers to purchase Sharp products through, and to give Sharp dealers access to complementary products available through Tech Data. **Fujitsu** scanners were one of the first third-party products promoted by Sharp.

Two years later, VMI seems to be running strong. According to Albregts, "In the past six months, 100 of our dealers have taken advantage of VMI to purchase other vendors' products. This is in addition to 20 to 30 of our largest dealers who already had relationships with Tech Data that pre-dated VMI. It's really the smaller dealers that are taking full advantage of the program."

In addition to Fujitsu, **Visioneer** was listed as one of several vendors whose products are available to Sharp dealers through VMI.

Capture and ECM partners on hand

Sharp had several software partners exhibiting in its product showcase area. This included ECM ISVs **DocuWare**, **M-Files**, **Drive**, and **Prism**. ECM and capture ISV **Square 9 Softworks** was also there, and we caught up with CEO Stephen Young. Square 9 has a reseller agreement with Sharp Business Solutions (SBS), a group of dealers that Sharp has acquired over the years. (Sharp recently began ramping up its SBS acquisition efforts, primarily to prevent competitive dealers from acquiring its channel partners during a time of consolidation in the market.) Young said Square 9 is also seeing an increase in interest from Sharp's independent dealer channel.

We noted only one other vendor with dedicated document capture software that was

exhibiting. That **Umango**, an Australian-based ISV that primarily targets the SMB. Umango has a pair of products—Extract and Convert. Extract is designed for capture and indexing for document management, while Convert has the ability to output scanned documents in multiple formats such as Microsoft Office. Extract has the ability to capture information from fixed fields, as well as through the use of regular expressions. It can also utilize drop down menus. Data verification can be done either at the device or on a PC. Umango has written connections to the interfaces of several MFP brands, including Sharp. It also has several connections to back-end systems like **FileBound**, **HP TRIM**, and SharePoint.



Vince Jannelli,
associate VP,
software product
management, SIICA

The company was founded in 2008 as i2 software. In 2014, it changed its name to Umango. CEO Quentin Gribble has relocated to the U.S. and works out of the company's San Francisco office. "We differentiate ourselves through ease of use," he said. "A user should be able to install and configure an application in 15 minutes."

Umango, which markets its software in the U.S. primarily through MFP dealers, also has a pricing model aimed squarely at the SMB. Extract starts at \$750 and Convert at \$495. Pricing scales according to the number of input sources and optional features added.

For more information:
https://www.umango.com/index_US.asp

Document management in a box

Corelan Technology was advertising an all-in-one document archiving solution called the docukit. It includes capture software that can be surfaced on an MFP, as well as a two-terabyte computer for storing files and running document management software. According to Rene Avila, who is promoting the software to SIICA dealers, the all-in-one packaging makes the software easy to install and set up. The computer running docukit can basically be connected to a network via an Ethernet cable.

The docukit was originally developed for Sharp's Asian operations, and it is currently being sold in that region. The basic configuration, which includes five users, lists for

an end user price of approximately \$4,000. Additional seats are available. The docukit interfaces with Sharp devices through OSA. The product includes OCR and can be configured to run automated data capture on forms. Index fields can be entered and viewed on the MFP touchscreen and verification can be done on a PC through a browser-based UI. Documents can be retrieved through either full-text or index-based searches.

Additional storage and users can be purchased. Corelan has also developed several optional modules like invoice automation, contract management, human resource management, and expense claims management that it will make available in the U.S. after the first of the year.

For more information: www.docukit.com

Sharp's internal DM offerings

Sharp was also showing some of its own document capture and management software. It continues to add connections to its Authorized Integrator Program (AIP) platform, which at the 2015 event featured scan to desktop, e-mail, and SharePoint connectors. Sharp has since upgraded the e-mail connector and added

SHARP LAUNCHES VETERAN HIRING INITIATIVE

At its Pulse 2017 National Dealer meeting, **Sharp Electronics Corporation** (SEC) and SIICA introduced a cool hiring program for veterans of the American military forces. The initiative is aimed at veterans with technical backgrounds. Sharp is offering to reimburse dealers for travel and training expenses incurred by veterans while training on Sharp products. As part of the program, Sharp is asking dealers to post any job openings they have on the SEC site, where they will be listed by state. Sharp will also be promoting the program on Web sites for veterans and through communication with outreach programs.

"The idea is that military personnel, wherever they are stationed, will be able to search for jobs in their hometowns," said Mike Marusic, COO at SEC and EVP of marketing for SIICA. "We want to do what we can to help our dealers hire great veterans, while at the same time providing a resource to help our dealers recruit the best possible employees. We are committed not only to recruiting these individuals, but to providing the training necessary to leverage their skills for our industry-specific needs."

For more information: <http://bit.ly/SharpVeteransHiring>

connectors to **Hyland** OnBase, Microsoft OneDrive, Google Drive, and most recently Dropbox and **Blackboard** Learn, a document repository targeted at the education market. The AIP platform is available at no cost to dealers who are members of AIP. A Sharp spokesperson estimated that about a third of Sharp's dealers are currently members.

Sharp also made several upgrades to its Cloud Portal Office (CPO) platform. Originally introduced as a business-class EFSS product, Sharp is now introducing more document management capabilities. This includes increasing the number of potential indexing fields for a document to 10 and the introduction of retention management options. In Sharp's vision, CPO could conceivably serve as a document repository in Smart Office implementations.

Sharp has also updated the UI on its Sharpdesk personal document management application.

For more information: <http://siica.sharpusa.com/Software/AIP-Connect>; <http://siica.sharpusa.com/Document-Systems/Cloud-Portal-Office>; <http://siica.sharpusa.com/Software/Sharpdesk-Software>

Pressure to succeed

In summary, we'd have to say Sharp showed more than a pulse at its recent dealer event. Just 18 months after receiving its investment from Foxconn, the company has regained its listing on the Tokyo Stock Exchange. "We had to show profitability in order for this to happen, and Foxconn's original plan was that it was going to take three years," said Marusic.

Indeed, for the three months ended Sept. 30, Sharp Corporation posted a net profit of \$177 million, which represented a YOY turnaround of more than \$300 million. It also marked the fourth consecutive quarter of net profit for Sharp. Albregts noted, however, that through the first half of Sharp's fiscal '17, which ran April through Sept., Sharp's document business was actually down 4% in total revenue, although its operating profits remained up. "That said, for the months of October and November, our unit sales were not only ahead of our 2016 pace, but also ahead of 2015."

Albregts added that because Foxconn is providing Sharp with the resources it feels it needs to succeed in the market, Foxconn is expecting to see results. "Foxconn wants to move quickly, and they expect to see results

quickly," he said.

One of those results is apparently reaching the number three position in the MFP market by 2019. "It's almost impossible to get from number five or six, depending on whose figures you are using, to three organically or just by acquiring more dealers," said Albregts. "If you look at the resources that Foxconn has, we should be able to acquire anyone we want, including a larger competitor. I can't comment on anything specific, but we are looking at opportunities. We want a larger footprint and a larger customer base to bring our support infrastructure to. We not only want to sell more MFPs to them, we also want to take our other products to those customers."

For more information: <http://bit.ly/SharpPulse17>

Kavas Assumes CEO Role at Ephesoft

Founder and CTO takes over for retiring Don Field

Ephesoft continues to evolve. The document capture ISV, which this summer secured \$15 million in Series A funding from **Mercato Partners** [see [DIR 7/21/17](#)], recently announced a couple of executive changes. Don Field, who had served as CEO for the past seven years, has retired and taken on a role as a member of the company's board of directors. Ike Kavas, Ephesoft's CTO, who founded the company in 2010, has now added the title of CEO and the accompanying duties to his plate.

"Don's retirement has been planned for a long time," Kavas told *DIR*. "We recently had a huge party for him and all the employees attended."

Prior to founding Ephesoft, Kavas spent several years in professional services at **Kofax**, finishing his career there as professional services manager. He has previous leadership experience with some smaller companies that he founded and exited over the course of his career. Mercato is also a hands-on investor that offers its management expertise to companies in its portfolio.

"The Mercato team has been awesome," said Kavas. "They have experts in many areas. If you need some ideas on marketing, they have experts for that. If you want to drive a hiring

strategy, they have human capital experts to help you come up with the right profile and interview process. It's not like Mercato has come in and is trying to run our business. They work with us and educate our senior staff to be more effective.

"They have valuable experience working with companies that are our size and innovate at our pace. I think of them as a personnel trainer. I'll compare us to [NBA star] Steph Curry. He is talented, but he still needs a trainer to push him and help him reach new heights."

Kavas will maintain his role as CTO. "I am a techie at heart," he told *DIR*. "I am not going to give up that side of the business. I did hire a great VP of product that is going to make life easier for me."



*Ike Kavas, founder,
CTO and CEO,
Ephesoft*

Kavas said more organizational changes will be announced after the first of the year.

Field joined Ephesoft in 2011 after a more than 20-year career at Kofax, where one of his positions was VP of Professional Services, which involved serving as Kavas' manager. Ephesoft's current executive team includes several other former Kofax executives, including Dean Hough, a Kofax co-founder, who joined in April as VP of engineering. Tim Dubes, who served as VP of Worldwide Marketing, recently left Ephesoft.

When we spoke with Field and Dubes this summer following the announcement of the investment from Mercato, increasing marketing efforts was one of the major goals going forward. It does not sound like that plan has changed, although Ephesoft is now in the process of looking for a new marketing leader. "The recent personnel changes are not related to the investment by Mercato," said Kavas. "The investment is really helping us put more focus on exactly what our goals are. One of those is letting people know we exist. I feel Ephesoft is still one of the best kept secrets in the document capture and document analytics markets."

According to an interview with Kavas published by the Silicon Valley entrepreneurial organization *One Million by One Million*, Ephesoft has managed to grow from \$2.4 million in revenue in 2013 to \$12 million in 2016. Kavas expects at least another 70-80% growth for 2017

when all is said and done. "We are on the cusp of something really great," he told *DIR*. "Our technology is awesome. We just have never put any money into marketing. Now, we are going to really start letting people know what problems we can solve for them."

Kavas stressed that Ephesoft will also continue to push its technology forward. "We are still mostly an engineering company, and more than half our employees are engineers," he said. "We really care about what we bring to the industry."

Upgraded Mobile SDK

This is evidenced in the latest release of Ephesoft's Transact Mobile SDK. Version 4.0 leverages Ephesoft's work in deep learning to help it better detect edges on documents. According to the press release, "deep learning code acts as a neural network that emulates human eyes in identifying colors, patterns and boundaries to detect edges of documents or images. Deep learning is a much more insightful methodology because of its predictive capabilities, drawing on how humans think and learn. Credit card recognition is also a new feature that utilizes deep learning to not only detect edges, but extract text and numbers."

Ephesoft has also made improvements in image quality and privacy and security. Kavas said that the Mobile SDK, which was introduced 2015, is being improved with an eye on the future. "Only a fraction of our customers are doing mobile capture today, so, the improvements are definitely a future play," he said. "We are approaching the market with an all-encompassing strategy. When you look at onboarding, for example, whether it's for a bank or a cell phone carrier or an insurance provider, there are documents you are going to receive at headquarters that can be captured with scanners, but there are other documents that can be more efficiently captured with mobile devices. Especially when dealing with millennials, every company has to have a mobile ingestion strategy for documents.

"And if you look into other areas, like know-your-customer initiatives or fraud prevention, an organization has to have data, which is often stored on documents already in their repositories. This is where our Ephesoft Insight (document analytics technology) comes in. So, whether it's back-office or mobile capture or data mining in a repository, we can address it."

Kavas said that another future initiative,

designing Ephesoft's technology stack from day one so that it could be run effectively in the cloud, is starting to look like it's going to pay off. "Something is happening in the market, where we are starting to see a lot of people coming to us and asking about utilizing our technology on the cloud," he said. "I am happy to be able to say 'yes' because when we first designed Transact seven years ago, we had all that in mind. We were a bit ahead of the curve, but it is starting to pay off."

For more information: <http://bit.ly/KavasCTO>;
<http://bit.ly/1Mx1MKavas>; <http://bit.ly/TransactMSDK4>

Kofax Looks to Recapture Mid-Market with Free Trial Offer

Kofax is offering a free trial of its Capture and Transformation software, which is designed to help it re-establish the dominant position it once held in the mid-market. The trial is good for up to 10,000 documents per year and the software is available either from Kofax directly, or through its reseller channel. The offer includes first-year licensing and maintenance.

"It does not include technical support, training or professional services," explained Ryan Bazler, director, product marketing at Kofax. "These can be purchased from Kofax or Kofax partners."

Bazler noted that the free trial will soon be available as a self-service download from the Kofax Web site. "However, end customers should be trained and certified on Kofax Capture if they choose to implement it themselves," he cautioned. "Or, they can leverage the expertise of Kofax or a Kofax partner."

Over the past 10 years, Kofax has gone through quite a few changes. One of those has involved increasing its average deal size by putting a greater focus on the enterprise market. However, while largely succeeding on this front, the ISV has seen erosion of its once dominant mid-market position.

"The SMB market has become increasingly competitive for document capture," noted Bazler. "We are seeing smaller ISVs offering fairly capable software at very attractive prices. As a result, products for lower end scan-to-archive and basic extraction are increasingly

becoming commoditized. We have software that can do a lot more than some of these competitive offerings, and we want to reassert our leadership position by meeting or beating their pricing.

"The free trial is designed to get end users interested in Kofax technology and to commit to it for a full year for evaluation. Then, at the end of that time period, or even during it, we will present the users with pricing that we feel is attractive. We've come up with some very competitively priced bundles that we want to give users a chance to try out."

Bazler explained that Kofax has taken what has traditionally been five figures worth of software, bundled it together, and attached a \$3,500 price tag. "Historically, Kofax has priced its software by page volume with a lot of modules that had to be added on to address use cases," he said. "Earlier this year, we got very aggressive with our capture offerings and took a lot of the add-ons and rolled them into a basic product for an attractive price.

"This includes a lot of our connectors to back-end systems, VRS for image enhancement, and Kofax Front Office Server for remote scanning. It also includes full KTM (Kofax Transformation Module for data capture) capabilities. The free bundle doesn't include KTM service packs for specific applications like invoice or healthcare claims."

Not a fire sale

Bazler stressed that the free trial offer does not represent a fire sale by Kofax. "Some of our competitors have been trying to spread FUD in the market by saying that we are basically trying to offload a legacy business," he said. "They are saying we are milking the cow until it runs dry, but that's not the case. We are still heavily investing in Kofax Capture and KTM, as well as Total Agility (KTA). Granted, KTA has been getting more attention because it's now our flagship platform, but we still have roadmaps for Capture and KTM, and the value users are getting for the price is very attractive."

Bazler added that it has taken some time, but Kofax has figured out how to effectively balance its various capture offerings. "KTA is a Web-based digital transformation platform," he said. "If you have a lower-end use case in which you are primarily just trying to solve a paper problem, Kofax Capture and KTM might be the perfect fit. But, if you want to do a full

digital transformation and do more than document capture—which could mean expanding into capturing electronic data from Web sites [which Kofax can offer through its Kapow Robotic Process Automation software that is fully integrated with KTA], than KTA is the better option.”

For more information: <http://bit.ly/Kofaxfreetriall>

HazyBits Working with TWG on TWAIN Cloud

At this fall’s **Harvey Spencer Associates Capture Conference**, the **TWAIN Working Group (TWG)** announced that a preview version of its SDK was being made available to ISVs for creating TWAIN Direct connections over LANs [see [DIR 10/13/17](#)]. TWAIN Direct is the new driverless scanning protocol that TWG has been working on over the past couple of years to help modernize document scanning processes. As part of these efforts, there is also a TWAIN Cloud component in development, and the ISV **HazyBits** recently joined the TWG as an Associate member for the purpose of making development contributions to TWAIN Cloud.

The president and co-founder of HazyBits is Dmitry Kolomiets, who had previously worked with the TWG as part of **Atalasoftware** (a Kofax company), where he worked for more than three years. “We are a small company whose focus is to try and build and scale a sturdy cloud infrastructure that can be used to build highly scalable cloud solutions,” Kolomiets told *DIR*. “That is why we are interested in TWAIN Direct and TWAIN Cloud. We think TWAIN Cloud is an example of a highly scalable and interesting solution.”

HazyBits is currently working on a prototype of TWAIN Cloud utilizing the specifications laid out in the TWAIN Direct standard. “We are focused on building an infrastructure that can act as a platform for running the TWAIN Direct service at the speed and in the manner we want it to perform,” Kolomiets said. “One of our areas of focus is security, so we can ensure that TWAIN Cloud can provide protection of highly sensitive data.”

TWAIN Cloud is basically a service that scanners running TWAIN Direct will be able to connect to. Its main function is acquiring PDF/Raster images from scanners and passing them on to applications that have been

designed to integrate with TWAIN Direct. HazyBits is developing the prototype for TWAIN Cloud on its AWS account.

“When TWAIN Cloud is ready for consumption, at the very least, TWG will host a developers’ site,” said Jon Harju, Chair of the TWAIN Working Group and CTO of **Visioneer**. “Depending on how the business case works, it may make sense for individual scanner vendors to host their own production TWAIN Clouds.”

Even though all TWAIN Clouds would be built in compliance with the standard (enabling them to connect to TWAIN Direct scanners and compatible software applications), the scanner vendors would be able to incorporate proprietary image processing features on their TWAIN Clouds, much like they do in their traditional TWAIN drivers today. Of course, ISVs like HazyBits could also offer cloud-based image processing services that could be called on by TWAIN Cloud services.

Harju concluded that the TWG is making good progress on TWAIN Cloud. “I am pleased as to where we stood as of our last quarterly review,” he said. “I’m optimistic that we will meet our expectations for a release date in 2018.”

For more information: <http://bit.ly/HazyBitsTWAINCloud>

M-FILES 2018, FROM PAGE 1

“The files don’t have to be moved from their locations, so there is no disruption of current business processes,” said Milliken. “We can even apply version histories and permissions to documents sitting in a file share.”

There are more than a dozen connectors already available for M-Files 2018, including ones for SharePoint, OneDrive, Dropbox, Documentum, FileNet, OnBase, DocuWare, Laserfiche, Open Text, and Salesforce. There is also an API for writing additional connectors, and an M-Files reseller has already written one for QuickBooks. There is an AI API for introducing additional meta data tagging capabilities. As an example, Milliken demoed a connection to **Microsoft’s** Azure hosted Computer Vision API for analyzing images.

M-Files 2018 is available from M-Files directly as well as through its channel. The IML feature costs an additional \$10,000 and there is also a charge for the connectors.

For more information: <http://bit.ly/M-Files2018>