

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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August 11, 2017

THIS JUST IN

CVISION ACQUISITION EXPANDS FOXIT'S PDF PORTFOLIO

Foxit Software is cornering the market on advanced compression software for PDFs. The Fremont, CA-based vendor recently completed the acquisition of **CVISION** which develops the market leading PdfCompressor application. The acquisition will be combined with **LuraTech** in Foxit's Enterprise Automation business unit. LuraTech, which also develops PDF compression and PDF/A technology, was acquired by Foxit in 2015 [see [DIR 10/16/15](#)].

"We are looking to serve both existing and future customers with the best technology from both worlds," said Frank Kettenstock, VP, Marketing for Foxit. "The big message we want to get out to the market is that the investments that people have made in their PDF compression technology will be protected. We're not going to force anyone to give up what they have and move to something different. Both products will live on and continue to be enhanced. Over time, they will be merged because we think we have the ability to move the products further ahead together than they could be advanced apart."

Kettenstock added that Foxit does not plan to interrupt any of CVISION's current partnerships. Last year, **Panasonic** began bundling PdfCompressor with its document scanners [see [DIR 7/22/16](#)].

Carsten Heinemann, who headed up LuraTech prior to its acquisition, now runs Foxit's Enterprise Automation group. He will manage the CVISION personnel and product going forward. In a press release, he discussed some of the potential

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Capture Market Shows Strong Growth in 2016

The promise of Capture 2.0 is starting to be realized. Buoyed in part by sales of cloud services and other trends related to the next generation of capture, **Harvey Spencer Associates** is reporting at least 9% growth in its preliminary revenue figures for document capture software sales in 2016. HSA will expand on its findings and offer presentations related to both the first generation of capture and Capture 2.0 at its annual conference, being held this year Oct. 4-5 at the Glen Cove Mansion on Long Island.

"You have to go back to 2010-2011 for the last time we reported double digit growth in the capture market," said Mike Spang, VP of Research at HSA. "The growth rates for the past few years have been 5-8%, but it's possible that when our numbers are finalized we could reach 10% for 2016."

HSA measures revenue in the prices paid by end users for capture software. "The big news is that we have been talking about Capture 2.0 for more than three years and now, at least the cloud delivery aspect of it is finally starting to show up in our numbers. It's still a small number, but it's enough that the cloud is starting to affect our growth projections, and if you take it out of the 2016 numbers, while they still would have been a bit above what we projected, they wouldn't be as strong."

The definition of Capture 2.0 is still being refined, but basically it's a set of technologies applied to a variety of unstructured inputs to make them usable in structured electronic processes. "One of the key characteristics of Capture 2.0 is that it can be embedded within a business process," explained Harvey Spencer, principal of HSA. "Basically, when you are working within an electronic system, such as a system of engagement for onboarding customers, there is a certain amount of analog and unstructured information that has to be converted

into an understandable format.

“We think there is a huge opportunity for services related to making that happen. The big value, which will start showing up around 2020, will be in the ability to use capture technologies to drive dynamic workflows within these processes. If you look at something like a loan environment, let’s say you are capturing information related to the applicant’s collateral. Well, what if they don’t meet the collateral requirements? Wouldn’t it be efficient to be able to automatically create a message asking the applicant for more information, or depending on the situation, escalate the matter to a customer service representative who could make a call?”

“We think inputs like unstructured Twitter feeds and chat sessions should be incorporated into the capture process. And technologies like translation, natural language processing, and robotic process automation (RPA) should be leveraged. Basically, Capture 2.0 involves leveraging a series of understanding technologies that get embedded into business processes.”

Spencer went on to describe these technologies as microservices that can be made available through calls to a cloud. “It’s my thought, however, that these microservices, such as applying OCR and recognition to a document, could become commoditized,” he said. “The real opportunity may be in configuring them as part of a macroservice, such as converting documents and other types of unstructured information into a machine usable format like XBRL (eXtensible Business Reporting Language). Going forward, there might be less value in owning IP and more in being able to configure macroservices invoking best-of-breed cloud services. We think there could be \$30 billion in service revenue alone related to Capture 2.0.”

As we said, Spencer and Spang don’t see the real explosion of Capture 2.0 starting until about 2020, but already cloud revenue generated by vendors like **Captricity** and **IBM** is starting to make a difference in the market. “Vendors are definitely doing development in this area, but the market isn’t quite there yet,” said Spencer.

“Revenue from cloud capture services is still small enough that it shows up as a single line item in our reporting, but we really break it down into two areas,” said Spang. “One is cloud capture to collaborative services like EFSS platforms. The question is whether you can make any money from that. The other area is utilizing the cloud as a platform for executing transactional capture services. That’s a little more advanced, but it’s an essential component to Capture 2.0. It involves integrating other services through RESTful APIs.”

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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
6. Document Output
7. Storage

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The early incorporation of RPA into the capture market also helped drive revenue in 2016. "RPA is still a small market, maybe about \$100 million, with about a dozen vendors that we cover," noted Spencer.

Added Spang, "We are moving from phase one RPA, which is basically unintelligent automation, to phase two, where intelligence will be incorporated to automate decision making. Currently, **Kofax** [with its Kapow technology] is the biggest RPA player we track, but we have others like **Blue Prism** in there as well."

Spang noted that another trend driving revenue is the increasing use of capture for analytics. "These types of systems are thirsty for data—and conversion and extraction is being used to feed them," he said. "That has provided a little bit of a boost to the market."

Spencer noted that invoice processing is also starting to gain traction in the mid-market.

Accounting for slightly greater than 9% growth over HSA's 2015 numbers, by our calculations the value of the worldwide document capture software market in 2016 was approximately \$3.5 billion. According to Spang, Kofax is still the leader, but by a much narrower margin as a result of some recent transactions. "When looking at market share, you have to divide it into two timeframes—2016 and the first half of 2017," said Spang. "Since the start of the year, **Open Text** has closed its acquisition of **EMC's** Enterprise Content Division, which includes Captiva, and **Thoma Bravo** has acquired Kofax and spun off the Perceptive technology, including Brainware, to **Hyland**. As a result, Open Text's share got a lot larger, while Kofax's got smaller. In addition, Hyland picked up some share and IBM has been growing."

Spang expects a press release highlighting HSA's final numbers to be out within a couple of weeks.

Capture Conference approaching

The HSA Capture Conference has been pushed back a month from its historical timeframe in an attempt to reduce schedule conflicts. It will once again be held on a Wednesday and Thursday with a reception on the opening night followed by a full day of sessions and a dinner the next day. Capture 2.0 related topics including XBRL, RPA and Blockchain are all on the agenda.

"We did a session on XBRL a few years ago," said Spencer. "Since then it has become more widely adopted, and I think it's worth revisiting. Basically, it's a set of XML standards for business that I think the capture industry can leverage, particularly as we get further into working with multi-lingual information on a global basis."

Noted technology author and futurist Chris Surdak will be returning. Last year he spoke on emerging challenges in the IT space and how capture could be used to address them. Since then, he has been appointed program director, intelligence automation, for the **Institute for RPA**. This year, he will be discussing how end users and vendors can benefit from RPA integration with capture.



*Harvey Spencer,
principal, HSA*

Tamara StClaire, the former CIO of **Xerox** Healthcare and now a consultant on digital healthcare technology, will speak on leveraging Blockchain. The technology behind Bitcoin, Blockchain is a secure system for sharing data amongst multiple Internet users. It was introduced as a topic at last year's Capture Conference.

"I think Blockchain is a big deal because of the impact it has on enabling digital transactions," said Spencer. "The problem that arises, however, is that when you improve the ability to digitally clear transactions like loan approvals or the transfer of deeds, sometimes the required paperwork gets left behind. As you develop the ability to clear these transactions faster, through incorporating methodologies like Blockchain, you create the potential for even more paperwork getting left behind."

Spencer pointed us to a story involving a number of student loans that have been dismissed because the organization servicing the loans, **National Collegiate Student Loan Trusts**, has not been able to come up with the appropriate paperwork showing that it actually owns the loans. "This is similar to what happened with the sub-prime mortgage crisis in 2008," said Spencer. "If the necessary paperwork gets left behind, it can create huge problems."

Other topics on the agenda include sessions on voice capture and recognition, an end user perspective from the insurance industry, and a

discussion on integration of cloud ERP with invoice processing. Once again, this year's Capture Conference is scheduled to be capped off by an interactive question and answer session moderated by yours truly. Hope to see you there.

For more information:

<https://www.hsassoc.com/capture/>

New Channel Program Reflects Evolving Market

To address the evolving requirements of the document scanner market, **Kodak Alaris Information Management** has redesigned its channel partner program. The new program offers increased incentives for selling distributed scanners, improved administration tools, and a range of new marketing opportunities aimed at helping Kodak Alaris' resellers grow their businesses. The program is being rolled out worldwide, and Kodak Alaris IM executives Jackie Horn, director, worldwide marketing, and Maia Mosillo, senior digital marketing manager, got together with *DIR* to discuss some details.

"A channel program is about more than incentives, but when we think about them, that's typically where our initial thoughts tend to go," Mosillo told *DIR*. "In addition to an improved incentive structure, we've introduced improved marketing support, communication, onboarding processes, and joint programs.

"Regarding the incentives, we've split them into tiers divided by production and distributed models. A lot of our partners have been interested in selling more distributed models, but they don't feel they have been able to focus on them because there wasn't enough incentive money associated with them. We are now offering higher percentage rebates for distributed scanners. In addition, we have developed a robust distributed capture marketing program to help our resellers assist their customers in their buying journeys."

Mosillo offered three examples of Kodak Alaris' new marketing efforts:

■ an on-demand social media platform:

"We've invested in a social media syndication service," she said. "Basically, we are posting content on a cloud platform that our partners can utilize and post through whatever social media avenues they want to leverage. They can even customize the content and add

commentary. It's designed to give them an instant social media presence which they can use to present themselves as industry experts."

■ **improved partner onboarding:** "In my mind there is an art involved to this, where you want to give partners a ton of information to get them going but don't want to overwhelm them," said Mosillo. "Maintaining a balance is critical—you want to provide enough information to keep prospective resellers moving forward but not so much that they give up. This program is not quite ready for release, but we are developing a structured and comprehensive plan."

■ **a new partner portal:** "In the past, to effectively interact with Kodak Alaris, partners often had to go to several different Web sites and rely on e-mail for communication," said Mosillo. "An example would be applying for business development funds. Historically, they'd have to submit a request for prior approval and follow up with claims—all this involved a lot of back and forth e-mailing. Our new portal, which will be available soon, is designed to bring everything into one place, automate the e-mail process, and make life easier."

According to Mosillo, Kodak Alaris would like to leverage its new program to sign up at least 100 new partners this year. "We are fortunate to have a very successful partner base," said Horn. "But, we are always looking to add to that. We are looking for new partners that either have expertise in the market we address or maybe have some broader expertise and might be able to take advantage of our expanding portfolio and the IN2 ecosystem we are developing [see *DIR* 4/28/17]. We think that as our portfolio grows and our ability to deliver solutions builds, it will help existing partners expand their businesses and reach. And we want to add new partners that can also leverage our portfolio to grow and succeed."

Mosillo indicated that Kodak Alaris views office equipment dealers as a potential avenue for expansion. "In the past, we used to view businesses that sold MFPs as competitors," she said. "But, if you look more closely into it, there are a lot of opportunities in every business office for both scanners and MFPs."

We asked Horn to expand a bit on how the new IN2 ecosystem will play into the Kodak Alaris channel program. "We are going to create sales and training tools that will help our partners become more familiar with the

solutions we will be offering,” she said. “We will also help them with marketing activities around these solutions and are launching an improved demand generation campaign.”

Horn believes that as the market evolves, resellers need a more diverse selection of solutions to choose from. “I think we are seeing more and more companies outside our traditional markets realize that there are tools available to help them address the pain they have always had related to paper,” she said. “They are looking for information management solutions that might fall outside our partners’ traditional areas of expertise. We want to make solutions available that can help our partners broaden their bases and address these types of customers.”

Mosillo added that to assist its partners, Kodak Alaris’ plans to make its internal marketing resources more readily available. “We are going to enable our team to almost act as a marketing agency for our partners,” she said.

The worldwide rollout of the channel program has been progressing over the past few months as Kodak Alaris has presented it at its regional partner meetings. “The marketing dynamics in each region are different,” said Horn. “So, each region will have a slightly different flavor.”

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

New MDS Leader Discusses Growth Opportunities

Xerox has been a long-time leader in the managed print services (MPS) market. As MPS evolves into managed document services (MDS), Xerox is striving to maintain its leadership position by expanding into the mid-market as well as increasing its efforts around services like capture, ECM, and digital communications. To lead these efforts, Xerox recently named long-time company executive Ted Dezvane as the Global Head of its MDS business group.

“Part of how you grow a business in a maturing market like MDS is that you take a step back, look at your portfolio, and determine which areas are best poised for growth,” Dezvane told *D/R*. “Those are the areas to which you give a lot of energy and investment.

For example, we are excited about what we are doing with our channel partners for MPS in the mid-market—we think that is a huge growth opportunity.

“Our second big area of focus for growth is around digital solutions and workflow automation. When I speak to clients and channel partners, they are all very interested in becoming more digital. But, everyone seems to be at a different point in their journeys, with different goals. We see a huge opportunity in helping them advance in thoughtful and creative ways. It’s not just about helping them get things done faster with higher efficiency—it’s also about making their workforces more effective.”



Ted Dezvane, Global Head, Xerox Managed Document Services

For Xerox, MDS currently represents about \$3 billion in annual revenue—based on the company’s Q2 revenue of \$2.57 billion. “We are about a third of Xerox’s total revenue,” said Dezvane. “And we are one of the faster growing parts.” (In Xerox’s recent Q2 report, the company pointed to a strong pipeline for MDS sales as a reason to be optimistic about revenue growth in Q4.)

Xerox’s MDS business is built on three types of offerings. “MPS is our biggest; it basically helps our clients make the transition from fragmented, convenience-oriented printing to tightly integrated secure managed environments,” said Dezvane. “We also offer digital communication services, which combine digital marketing and printing services with distribution and tracking. Finally, there is workflow automation where we work with our clients to improve their operations and make their people more efficient.”

To date, Xerox’s strength in MDS has been driven primarily by sales to large enterprises. “It’s a fair criticism to say that because of our success in large enterprises, we have not yet fully embraced the value that channel partners can bring to our MDS business,” acknowledged Dezvane. “With our new leadership [following the split with Xerox Services at the end of 2016] and our commitment to change, we are putting more focus on selling MDS through the channel. We just certified our first batch of channel partners under our new MPS Accreditation Program, which enables them receive

additional training, sales tools, and marketing support.”

Dezvane added that Xerox also needs to focus on making its digital communication and workflow automation offerings more accessible. “Today, our MDS channel primarily sells MPS,” he said. “They are starting to get into workflow automation and communication services but it’s happening selectively, typically driven by a big or significant enough opportunity. We need to take our offerings and package them in ways that can be more effectively delivered by our channel. We need to go about this more methodically than we have been.”

Dezvane’s career at Xerox has taken him from corporate strategy, to an operations role with Xerox Global Services (prior to the 2010 ACS acquisition), to a VP role within Global Services (the part that was spun off), and back to Chief Strategy Officer immediately prior to his recent appointment. “After starting in corporate strategy, I went almost immediately to what was then known as Global Services, which evolved into document outsourcing and is now MDS,” Dezvane told *D/R*. “So, I have spent a lot of my career in this business and it’s good to be back running it.”

He explained how MDS’s workflow automation practice is different than BPO services. “With BPO, the provider is taking ownership of the project and shipping everything to their center and managing it there,” said Dezvane. “With workflow automation, it’s more about helping the clients, and helping our partners help their clients, to be more effective doing things themselves.”

In the U.S., which generates just over half of Xerox’s total MDS revenue, Xerox partners with the former Xerox Services, now **Conduent**, and others to offer BPO services. “In Europe, Canada, and some developing markets we offer scanning and data capture services with the goal of helping our clients digitize their paper,” said Dezvane.

When deploying workflow automation solutions, Xerox is officially hardware agnostic but prefers to leverage its own devices. “We are very good at supporting competitive devices,” said Dezvane. “But we feel we have the highest level of quality and differentiation when our own hardware is utilized.”

On the software front, Xerox has mostly taken a best-of-breed approach, utilizing third-party

capture and workflow, although it does continue to develop its DocuShare application [see [DIR 5/26/17](#)]. “Our software partners are fantastic and very important to us,” said Dezvane. “Based on the experience we have so far, there is no one product that we would want to lock ourselves into. We prefer bringing best of breed solutions to our customers and being able to integrate and deliver them in different ways. For now, that is the right strategy for us, although I’m not ruling anything out. We are always looking for good ideas to enhance our value proposition.

“We are very respectful of the innovators that are out there doing things we might not even realize need to get done. Xerox can offer them great customer reach and a large client base they might not have access to otherwise. When you combine what these innovators have with our IP, knowledge, and existing relationships, in addition to our network of channel partners, we can achieve great things with both our clients and our go-to-market partners.”

For more information:

<http://bit.ly/XeroxMDSDezvane>;

<http://bit.ly/XeroxMPSaccreditation>

Ricoh Improves Scanning, Scalability in Streamline NX

Ricoh recently launched the third version of its scanning, print, and device management platform Streamline NX. The new version includes improved capture, administration, and mobile capabilities.

Streamline NX was first launched in 2013 as a way to combine Ricoh’s GlobalScan capture, print management, and Device Manager NX software in a single package. “Version 2.0 offered a more integrated suite, as we tied everything together and created a single dashboard, but you still had to install several different packages to get everything to work,” said Ron Albeck, senior product manager for Ricoh USA. “With V3, we’ve done a complete rewrite. The interface is entirely HTML 5 and the installation time has been reduced by 85%. It now takes about 15 minutes to install everything.”

Streamline NX is sold worldwide through Ricoh’s direct sales force and dealer channels. Pricing is based on the number of devices it is

deployed on. “We have thousands of customers in the U.S. alone,” said Albeck. “We have deployments of greater than 25,000 units, as well as some with less than five units, so it is very scalable.”

The base level of Streamline NX includes Device Manager—with print and scanning capabilities available as add-ons. “The way V3 is configured, everything is now installed together, so if a user decides to add print or scanning after their initial deployment, they just need to unlock them,” said Albeck. “To purchase scanning and device management for a single unit costs \$660. I would say that approximately 80% of our customers have scanning installed. Adding print management raises the list price to \$1,150 per device.”

GlobalScan is a capture application that Ricoh has sold individually for several years. “Streamline NX V3 incorporates all the capabilities of GlobalScan and then some,” said Albeck. “We are continuing to sell GlobalScan on its own—it has some integrations with the Equitrac and PaperCut print management applications that work separately from Streamline NX. There is also an integration with Ricoh’s Legal Advanced Workflow that isn’t currently available with Streamline.”

One of the new features included in Streamline NX V3 is called Decision Point. “It’s a workflow engine that can execute steps based on values associated with documents,” said Albeck. “Decision Point can be used with printing or scanning. In an invoice capture application, for example, it could be used to determine who to route a particular invoice to based on the amount being captured.”

Streamline NX V3 also comes standard with multiple connectors from capture to other systems. “We’ve included connectors to cloud applications like **Microsoft** OneDrive for Business, SharePoint 365, and Ricoh Content Manager,” said Albeck. “We’ve also included connectors to on premises ECM systems like Documentum, **IBM** FileNet, SharePoint, **Open Text** Content Manager, and even RightFax. There is also image enhancement. In previous versions, these features had been options.”

There is still an advanced Scan and Capture option that includes the ability to capture bar codes and do zonal OCR. “That’s available for a one-time cost of \$6,000 and can be deployed with an unlimited number of devices,” said

Albeck. “There is also a mobile capture option that enables users to submit pictures of documents from their phones into Streamline NX processes. It includes a hot folder connector that can be used to submit documents from other vendors’ MFPs into Streamline. This feature is available for \$2,000 for an unlimited number of mobile and MFP devices.”

Standard with Streamline NX V3 is the ability to release print jobs and to print documents from mobile devices. There are also mobile administration capabilities.

To improve scalability, Ricoh has introduced failover and load balancing. “On its core server, Streamline NX V3 can support up to 100,000 devices,” said Albeck. “Up to an additional 250 servers can be added that can each support 5,000 devices. Currently, our biggest customer in the world is running 40,000 devices on V2, but with V3, the potential is there to support a million devices with a single implementation.”

All these devices could be configured, monitored, and managed centrally utilizing Streamline NX V3. “We’ve also improved the reporting capabilities,” said Albeck. “V2 came standard with only 20 reports; V3 has more than 90. You can track scanning, printing, copying, and even energy usage. There are also 35 different dashboards.”

Currently, Streamline NX is available as an on premises or private cloud deployment. “Streamline NX is acquired through a perpetual license, and we recently made a policy change so that as long as a customer keeps their maintenance contract current, they are eligible for a free upgrade to the most current version,” said Albeck. “In addition, a multi-tenant cloud offering is at the top of the list on our roadmap.”

Development for Streamline NX is headed up by Ricoh’s U.S.-based engineering team with support coming worldwide. “It was truly a global effort to rewrite V3 and incorporate all the improvements,” said Albeck.

For more information: <http://bit.ly/StreamlineNXV3>

CVISION, FOXIT, FROM PAGE 1

synergies related to the acquisition. “CVISION delivers very high OCR accuracy recognition rates by leveraging advanced image processing techniques, so the processing

engine is able to better recognize text where other engines fail," he said.

Also, CVISION, which is based in Queens, NY, does most of its business in North America, while LuraTech, which is based in Germany, has historically done the majority of its business in Europe. CVISION will maintain an office in Queens. "We will maintain a sales, marketing, development, and support team," said Kettenstock.

In addition to its PDF compression business, CVISION had a business focused on intelligent document capture based on its Trapeze platform. Prior to the acquisition by Foxit, this business was spun off under the name **SoftWorks AI**. CVISION founder and CEO Ari Gross, along with several principals, stayed with this venture.

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

Epson Introduces Lower Cost Workgroup Model

Epson America continues to expand its product line with this month's introduction of the DS-410. Rated at 26 ppm/52 ipm, with a list price of \$379, the DS-410 falls between the personal and workgroup categories, as defined by my other employer **infoSource**. According to Mark Pickard, senior product manager, scanners, for Epson America, it gives the Long Beach, CA-based vendor a market leading number of desktop models to choose from.

"Every piece of data available shows that we are the fastest growing scanner vendor in the market," Pickard told *DIR*. (According to infoSource, in the U.S., over a two-year period, Epson has raised its share in the workgroup segment, where it primarily competes, from 17% in Q1 2015 to 30% in Q2 2017). "There are two factors contributing to our growth: our core models continue to increase in sales and we continue to expand our product line. We started out eight to nine years ago with a 25 and a 40 ppm model. We now have desktop products ranging from 26 to 65 ppm and offer other variables like mobility and networking capabilities."

With the 410, Epson is trying to capitalize on an opportunity it sees for a lower-cost commercial desktop model. "When we introduced our DS-530 last year and

discontinued the DS-510, our lowest rated commercial desktop model rose to 35 ppm [Epson offers lower speed retail and mobile models.]," said Pickard. "The DS-410 is actually based on the design of the DS-510, and that's how we were able to keep the engineering costs down and come out with such a low-priced scanner. And we are offering significant volume discounts, designed to make it especially attractive in high-volume implementations where a small price delta can translate into big savings."

Like all of Epson's commercial models, the DS-410 comes with a three-year warranty including advanced exchange service. "We are not just offering high performance for a low price, we want to let people know we stand behind the device's reliability," said Pickard.

The DS-410 also comes with both TWAIN and ISIS drivers. "One of the leading models that we are competing with does not have either, so we see that as a differentiator," said Pickard.

Pickard concluded that the introduction of the DS-410 will enable Epson resellers to better match their hardware with the requirements of individual jobs. "We have such a range of speeds and capabilities that it should allow VARs and systems integrators to really tune their implementations to ensure customers are getting maximum efficiency," he said. "You don't need to put a 60 ppm scanner on every desktop like some of our competitors want to."

Partnership with Nuance

In addition to the release of the DS-410, Epson recently announced a global partnership with **Nuance** involving the ISV's document imaging software. Epson will now be offering Nuance's AutoStore capture and Equitrac print management software with its MFPs. It will also be incorporating Nuance's OmniPage SDK into its Document Capture software, which is bundled with most Epson scanners, as well as its other scanning applications that utilize OCR. Finally, Epson will start bundling Nuance's Power PDF with selected scanner models.

"We just inked the agreement with Nuance a few weeks ago, so their software is not shipping with any of our products just yet," said Pickard. "There is still some development work to be done with the SDK. Power PDF will give our users additional capabilities, especially around editing PDFs."

For more information: <http://bit.ly/DS-410>;