

# Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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March 20, 2009

## THIS JUST IN!

### EMC OFFERING FREE PIXTOOLS

For a limited time, **EMC's Pixel Translations** is offering a free *PixTools* .NET imaging toolkit. *PixTools*, which is on version 8.2, is the basis for many production imaging applications that utilize Pixel's popular ISIS scanner driver. Pixel's OEM customers include **IBM/FileNet, Open Text, Cardiff, ReadSoft, Hyland, eCopy, and BancTec**. EMC eats its own dog food as well, as *PixTools* is the basis for its *InputAccel* capture application.

The *PixTools* SDK normally sells for \$2,995. The free toolkit license permits one user to develop any number of software applications. It does not include runtime licenses or support/maintenance fees.

For more info: [Martin.Janine@emc.com](mailto:Martin.Janine@emc.com)

### Kodak releases LINUX capture tools

At the recent FOSE show that targets government technology professionals, **Kodak** announced an open source production scanning application for use on the LINUX operating system. *ScanTWAIN* is based on the recently released TWAIN 2.0 standard [see *DIR* 12/31/08]. It features two parts—an interface that communicates with the TWAIN drivers on scanners and an application that is primarily designed to act as an example for other developers. According to its press release, “Kodak [is] the first scanner manufacturer to include LINUX drivers for a number of its document scanner models.”

The *ScanTWAIN* application is available through the SourceForge website (<http://scantwain.sourceforge.net>) and is issued under GPL (Gnu Public License), version 2. Kodak also has released a SANE (Scanner Access Now Easy) driver for users looking for

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## Altec, Version One Enjoy Mid-Market Invoice Success

Invoice processing is clearly one of the hottest markets for document imaging technology. Much of the publicity in this area has gone to high-end installations, such as the string of six and seven-figure deals that **ReadSoft US** has landed over the past several months ([http://www.readsoft.net/news/.](http://www.readsoft.net/news/))

As we've noted in *DIR*, one of the keys to the explosive growth of imaging-related invoice installations has been their tight integration with ERP systems. ReadSoft led the way with its 2006 acquisition of **SAP** workflow specialist Ebydos, and other invoice capture vendors have followed suit with SAP and Oracle certification and integrations. However, it's worth remembering that invoices and ERP systems are not restricted to the Global 2000, where vendors like SAP and Oracle typically play. There are literally hundreds of thousands of mid-market businesses in the world that rely on ERP systems from vendors like **Sage, Epicor, and Microsoft**, and they all also have invoices that they need to manage as part of their accounts payable (A/P) processes. This is where imaging software vendors like **Altec** and **Version One** make their living.

Both vendors have enjoyed tremendous success in recent years image-enabling businesses with mid-market ERP systems. Altec is a Laguna Hills, CA-based company with a legacy in creating pre-printed forms for Epicor applications. In 2001, Altec acquired a document imaging software vendor, and by 2007, its software business revenue was exceeding revenue from its traditional business.

Like Altec, Version One began its life in the output space. Version One, which is based near Manchester and does 90% of its business in the U.K., was launched in 1989 as a developer of software for electronically managing the archiving and retrieval of ERP output documents. To complement this management of internal documents, Version One introduced imaging to handle paper documents submitted from outside.

“Three years ago, the majority of our customers’

document management requirements were based on output," said Lynne Munns, general manager of Version One. "There are a few reasons this has changed. One is that some more modern ERP packages have their own document delivery capabilities. But, what has really been driving our growth in imaging are the benefits it offers in automated data capture (through OCR) and workflow—specifically automating the routing of documents for authorization."

So, what kind of growth has Version One seen? "For 2008, we did about 6 million pounds (\$8.4 million)," Munns told *DIR*, when we spoke in January. "We have approximately 50 employees." She said that despite the economic downturn in the second half of the year, Version One grew 28% in 2008, up from 24% the previous year.

"We had a very healthy year, and the pipeline is as strong as ever," she added. "We are seeing some delays in decision making, as people are more cautious about spending money. Although we are seeing an elongated sales process, our strong ROI message helps keep us on the table. The performance of our top resellers continues to rise."

Altec has also seen impressive growth. "Our integrated document management business was growing at a CAGR of 40% for 21 quarters, but has slowed [in the second half of 2008]," said Brandt Morrell, president and COO of Altec.

### **Partnerships key to success**

Both companies have leveraged partnerships with ERP vendors and reseller channels to achieve their success. "From the very beginning, we decided we would go through the channel," said Version One's Munns. "The channel gives us access to many customers we'd never reach if we sold directly."

In 2007, Version One's largest reseller partner, the ERP vendor **CedarOpenAccounts (COA)** bought the company. "COA authors ERP and financial software that targets public sector organizations in the U.K.," said Munns. According to a press release, COA and Version One had 250 joint customers at the time of the acquisition.

While image-enabling COA systems is still a healthy business for Version One, currently Sage is its largest ERP partner. Munns estimated that one-third of Version One's revenue comes through integration with Sage applications. Sage offers a range of ERP and financial management software for the mid-market.

"Version One has partnerships with the top 20 Sage resellers in the U.K.," said Munns. "We work closely with Sage. They promote our products, but we don't have a formal agreement in place."

Munns said that when Version One decides to expand into the U.S. market, it will probably be through its relationship with Sage. "We've already expanded into other countries through Sage," she said. "We attended the Sage Summit in

## **Document Imaging Report**

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

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Denver last year to get the ball rolling and will probably be looking to move a bit deeper into the U.S. market in 2009."

One of the keys to Version One's success would seem to be its offer of 50 points on reseller software sales. "We also offer free training and 50 percent of all support and maintenance," said Munns.

### **The ERP reseller advantage**

Of course, when Version One does enter the U.S. market, it will be going head to head with Altec, which also expects about a third of its sales this year to come through Sage resellers. In February, Altec was named an Endorsed Development Partner by Sage's Business Management Division. "We will be included on both their price lists and order forms," Morrell told *DIR*. "We already have a worldwide distribution agreement with Epicor and are going down the same path with Sage."



**Brandt Morrell,**  
president and COO  
of Altec

Altec also integrates its software with the Microsoft *Dynamics* suite. "The *Dynamics* market offers a lot of potential," said Morrell. "But it's also a little more challenging to wrap your arms around the Microsoft channel compared to working through the distribution agreements we've set up with Epicor and Sage."

According to Morrell, Altec has 250 North American resellers and is developing an international channel. "ERP resellers are uniquely positioned to take our product to market and excel with it," he said. "They understand the flow of information controlled by their customers' accounting systems and how forms follow function—be it paper or electronic forms. Of course, they also have established customer relationships."

"For many ERP resellers, the last great year for selling accounting systems was 1999, when everyone was upgrading because of Y2K. Now resellers are hungry for additional revenue sources, such as our software, which can often drive the ROI for an entire ERP installation. In fact, one in five of our installations is bundled with a brand new ERP system."

### **Flexibility fits wide-range of customers**

Both Munns and Morrell listed their companies' average deal sizes as \$40,000 to \$50,000, but they stressed that when selling to the vast range of companies that make up the mid-market, it helps to be flexible. "We have customers that use Sage that

are only turning over a few million in revenue," said Munns. "Our software is flexible enough that our partners can carry one product to address all their customers. And if their customers grow or downsize, we have a product that can grow or shrink with them."

According to Morrell, Altec has four different bundles for Sage users. "We sell solutions that start under \$10,000, but we also land much larger deals," he said. "One key we look for is if a business has three or more heads-down A/P people doing invoice processing. We have some clients that are processing fewer than 1,000 images per month, but might lose out on discounts if they can't close their books within five business days."

"Another driver is remote locations. We've had some success in the restaurant vertical because of this. The **McCormick** chain has 90 locations submitting invoices through our software and **Ruth's Criss Steakhouse** has 46. There are businesses that spend more than \$100,000 a year on couriers to get remote documents to a central site for processing."

While Altec does not have a Web-based scanning client, the latest version of its *doc-link* application has introduced workflow and indexing capabilities into its browser-based *Smart Client*. "Basically, once a user uploads an image onto the server, they can work with it however they need to from the remote site," said Morrell.

### **PERCEPTIVE GROWTH TEMPERED**

**Perceptive Software**, the Shawnee, KS-based developer of the *ImageNow* ECM suite recently reported 41% growth for the second half of 2008—the first half of its fiscal 2009 year. For the two quarters, Perceptive, which sells primarily direct, reported revenue of \$40 million. However, Perceptive was clearly not immune to the economic slowdown, as only \$18 million of that revenue came in the three months ended Dec. 31. Perceptive blamed adverse economic conditions for smaller average transaction sizes.

"While we have lowered our growth targets and cost structure [including a 4% staff cut last fall] to reflect current market conditions, we are confident we will continue to add new customers at a record pace," said Scott Coons, Perceptive president and CEO, in an analyst report discussing the numbers. "Today's adverse economic conditions are compelling businesses to purchase technologies that provide quick, bottom-line results. That is precisely what *ImageNow* delivers."

For more info: <http://www.imagenow.com/>

### **Broadening their reach**

*doc-link 2.6*, which was introduced late last year, also offers a new *Smart Forms* capability designed to help Altec expand beyond the invoice processing niche. *Smart Forms* builds on the company's "general ledger distribution stamp" technology, which expedites the coding of invoices.

"Basically, the GL distribution stamp enables users, including those at remote sites that might not have access to the ERP system, to point, click, and download account coding information that can be virtually stamped on an imaged invoice," said Merri Jo Clear, Altec's *doc-link* product manager. "Users can then submit the invoice, along with the stamped data, to an accounting workflow for verification."

The GL distribution stamp was basically a hard-coded method for adding meta data to invoices. With *doc-link version 2.6*, the stamp has evolved into a flexible *Smart Form* that can not only be used to set up customized stamps for invoices, but can also be used to create meta data for other document types. "An insurance company might want to utilize the *Smart Form* to add information about a client making a claim, for example" said Clear. "Our new architecture will enable them to write a DLL that can specify what information they want to download from their line of business application into their data capture screen and how they want that screen to look."

While Version One remains primarily focused on financial documents, once its software is installed at a customer site, the company instructs resellers to look to expand into related areas. "Financial systems have always been our niche, but once a document management system is installed, it will often promote itself," said Munns. "For example, many colleges and universities that utilize our software in their A/P departments, also use it to manage student records. Over 70% of the hospitals in the U.K. use our software, and we are starting to look at patient records. Human resources is another big opportunity for us, as it usually sits along side finances in an ERP system."

### **Beefing up data capture**

While Altec relies primarily on its *Smart Form* technology to reduce keystrokes related to data entry, it also accepts images and data captured with third-party applications by vendors like **ABBYY**, **Kofax**, and **Cardiff**. Version One has gone a step further and offers an OEM version of ABBYY's *FineReader*—under the *dbCapture* brand. "OCR for invoices has come a long way in the past few years," said Munns. "Plus, we've done a lot of work to improve the performance of the ABBYY technology within our application. Our original accuracy rates

were pretty poor. Now, assuming we're not working dot-matrix printed documents, we can get an 80% accuracy rate."

When we asked if this includes line-item matching capabilities, Munns said that while Version One offers that feature, most of its customer base is not set up to handle it. "If a user has an Oracle ERP system, they can probably do it. But a Sage application, for example, does not typically have the import capabilities to handle three-way matching.

"We find that about 90% of the time, people show interest in line-item-level capture. A lot of them think they want it, but then discover they don't have the infrastructure to back it up. Understanding how three-way matching fits is part of understanding their business processes and determining what there is to gain. Proving a strong ROI is the most important thing for us in a sale, and most of the time you don't need line-item capture to do that."

### **Some common keys to success**

Altec and Version One represent two of the many successful SMB-focused document imaging companies we have spoken with in the past year. Granted, we talked with both companies a few months back, before anyone was certain of how deep the recession was going to get, but it's worth pointing out they (and several other successful SMB-focused businesses we've talked with) share some common traits:

■ **A narrow focus**—Because invoice processing goes across industries, it's not really a classic "vertical market." However, being able to focus product development, support, and marketing on a well-defined niche is advantageous, especially for businesses like Altec and Version One—that fit into the SMB space themselves.

■ **Strong partnerships**—This includes both vendor partnerships and reseller channels. It's difficult for a single company to market its products to all the hundreds of thousands of mid-sized businesses located around the globe. Big brothers like ERP (and other line-of-business) vendors, as well as VARs, help mid-sized imaging vendors reach customers they could never touch on their own.

■ **Innovative technology and marketing**—Before you get started, you need a strong product line. Both Altec and Version One began life in the output space, but were smart enough to recognize that their future lay in imaging, just as the market was really starting to take off. And since their initial forays into imaging, they have continued to innovate. Altec's *Smart Forms* is one example, and Version One's OEM deal with ABBYY is another.

Yes, it's an old adage in the software industry that it takes 10 times more effort to sell 10, \$10,000 deals than it does to sell one, \$100,000 deal. But, as imaging technology and vendors mature, this is not always the case. Clearly, having an ERP partner bring your software into an existing mid-market installation does not take as much effort as bidding against 10 other vendors on a Global 2000 account. As we've said for years, as imaging technology becomes more mainstream, the mid-market is going to be one of the hottest areas for growth. Vendors like Altec and Version One are proving this to be true.

For more information: <http://www.altec-inc.com/>;  
<http://www.versionone.us/>

## ISV Introduces Repository For Dealer Channel

Office equipment dealers (OEDs) are often called the future of our industry. And while we have seen some success by digital copier dealers selling imaging solutions, the results have mainly been a mixed bag. Many ISVs complain that OEDs aren't sophisticated enough to sell their products, while, in their defense, OEDs are being asked to adopt a whole new model—solutions sales, when traditionally they have buttered their bread with click-based hardware leasing models.

As a document imaging focused systems integrator that was attempting to cultivate an OED reseller channel, New Haven, CT-based **InfiNet Business Systems** saw this dichotomy and did something about it. Three years ago, InfiNet launched **Square 9 Softworks** and developed an image management application specifically targeting the OED channel. To date, it has sold more than 500 installations of its *SmartSearch* software and continues to improve the product and expand its capabilities.

"InfiNet carries multiple document imaging software products and for several years has been one of **Westbrook Technologies'** top resellers," said Steve Young, president and CEO of Square 9. "But, we were primarily a technology company and didn't have a huge sales organization. To increase our feet on the street we started working with office equipment dealers. In 2002-2003, we were working closely with one large OED in Connecticut that helped bring us into 80 accounts in just a few months.

"And there was a big demand for document management among the OED customer base, but it wasn't at the price point we could offer with

Westbrook. Westbrook has a great product, but when you bundle in the professional services and the first year of maintenance, at a minimum, it's coming in at \$10,000-\$12,000. When we launched Square 9, we decided to focus only on the functionality digital copier users really wanted. They were primarily looking to manage PDFs coming off their MFPs, with some indexing capabilities like bar code reading. And we set out to develop something that could be bundled right into the leases for copiers."

The result is *SmartSearch*. "*SmartSearch* is a centralized repository for managing all business' content," said Young. "You can scan to it with an MFP or dedicated scanners, you can fax to it, and you can save electronic documents directly to it. It stores all that content in a secure place. The meta data is stored in SQL tables, while the images can be kept in file systems anywhere on the network. We built this product with a .NET framework from the ground-up. We use a totally open architecture and nothing proprietary."

The *SmartSearch* repository can receive documents and meta data from leading MFP capture platforms like **eCopy's ShareScan** and **NSI's AutoStore**, as well as applications developed by **Xerox, Ricoh, and Muratec**. "We also can use a scan-to-folder process, in which *SmartSearch* folders have specific capture profiles associated with them," said Young. "For example, a user could set up an invoices folder, which whenever it receives an image, launches a workflow that involves the application of bar code recognition to create meta data. We also bundle **Open Text Document Technologies'** *Single Click Entry* software to facilitate manual data entry. And we have a TWAIN driver for integration with dedicated scanners."

One of the most attractive features of *SmartSearch* might be its list price, which starts at \$1,950 for a three-year license, with three concurrent seats. Maintenance fees are an additional 20% annually. "The key to that price point is that over a three-year leasing period, you're talking about paying less than \$100 per month in most cases," said Young. "Most leasing companies will only allow OEDs to charge 125% over the MSRP for a copier. Our pricing is designed to enable OEDs to cram our software into the lease for a \$10,000 copier."

Young added that Square 9 tries not to treat its business partners themselves as a revenue stream. "To sign up with us, the only thing a partner has to do is purchase on a three-user license agreement at a discount," he said. "We offer free sales and technical training over the Web, or if they pick up the cost to fly someone out to our offices in

Connecticut, we'll train them in person."

Young said some of *SmartSearch's* larger installations have more than 500 seats. "We're seeing good traction in a few industries," said Young. "These include health care, where we've seen *SmartSearch* integrated with EMR packages. We are also seeing manufacturers looking to go paperless as part of their lean office initiatives. Finally, we are seeing banks and legal departments that have a lot of demand for document imaging, but might not have the budget for a traditional ECM system, look at *SmartSearch*."

Young noted that Square 9 plans to introduce more enterprise-centric functionality, such as Web access to documents and workflow. The company already offers options like a module for printing bar codes for indexing. "We are being careful not to price ourselves out of the market," he said. "Over time, we've seen too many OEDs take on document management products and lay an egg. Their customers know they want imaging, but the OEDs don't know how to cost-justify a \$10,000 system."

"Our software offers them the ability to scan documents into a secure repository right away. And our system is so open that if a user wants to move into something more complex down the road, it's easy for them to transition. But, many are finding

### **SQUARE 9 SPEARHEADS "PAPERLESS PROJECT"**

To help promote the use of document imaging in general, **Square 9** has spearheaded the creation of an initiative called "The Paperless Project." "We've set up the Paperless Project as a grassroots coalition of vendors looking at getting back to the basics of document imaging," said Brent Wesler, VP of business development at Square 9. "Our goal is to set up blueprints for taking on paper intensive processes within businesses. Many companies have no idea about some of the robust document management solutions that are out there."

"They will spend millions of dollars on improving their software implementations, but often won't address what is often their number one bottleneck—dealing with paper. We want to educate businesses on the technology available, and it all starts with document imaging. In addition, imaging can reduce carbon footprints and help businesses become more green."

Current members of The Paperless Project include **Xerox, Fujitsu, Microsoft, BISCOP, Kofax, and Paradatac.**

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

*SmartSearch* gives them everything they need."

For more information: <http://www.square-9.com/>

## **Peladon Making Progress In EOB Market**

**Peladon Software**, a San Diego-based IDR software developer, continues to forge forward in the EOB (explanation of benefit) capture space. The company recently signed reseller agreements with two organizations that sell to healthcare providers. These are **SunGard AvantGard** and **MedAmerica**. Peladon has also licensed its EOB processing software to outsourcing specialist **Aegis PeopleSupport**.

EOBs are forms sent from insurance companies to healthcare providers along with checks for services provided. "There are about 5,000 hospitals in the United States and every one of them is either processing EOBs in-house or sending them offshore for keying," said Noel Flynn, the COO of Peladon. "However, because of HIPAA and other regulations, we are seeing more people wanting to move away from offshore services. We believe we have a solution that can help them do that."

Peladon's *DocXP* technology is especially adept at handling data extraction from complex tables, such as those often found on multi-page EOB forms. *DocXP* can also be deployed for invoice capture and, according to Flynn, "We have never done an invoice application that didn't involve line-item extraction."

Peladon's latest EOB partnerships are with organizations that offer technology directly to healthcare providers. Peladon also has a deal with **Wausau Financial Services**, which is reselling *DocXP* to financial institutions offering EOB processing services. The AvantGard deal is the second front Peladon has opened within \$5 billion software and services conglomerate SunGard. It already has a deal with SunGard EXP, which sells its software into the financial services market.

"AvantGard [which is headquartered in the Los Angeles area] plans to market our EOB processing to its 300 hospital customers," said Flynn. "They also have large corporate customers that could use *DocXP* for invoices."

According to Flynn, Peladon is promising a one-year ROI on *DocXP* for EOBs. "What we've seen is that a 500-bed hospital might have 12 people manually processing their EOBs," he said. "We

promise we can reduce that by 50%, with our expectations being a 60-70% staff reduction.”

### **DRS suffers rough year**

Our conversation with Flynn came on the heels of a fairly rough annual report by Peladon’s parent company DRS. DRS, which is based in the U.K. and has historically focused on the OMR space, bought Peladon in 2006 [see *DIR* 2/17/06]. It reported a 22% decline in overall revenue for 2008.

DRS blamed the loss primarily on 2007 revenues that were inflated by a \$10 million Scottish Election contract. DRS also reported Peladon sales have not been what they expected them to be when they paid \$4.8 million for the company. For 2008, DRS generated only about \$500,000 in U.S. sales, which are spearheaded by Peladon, although about half of DocXP sales have traditionally come in the U.K.

As a result of Peladon’s performance, DRS has taken a writedown of \$3.5 million against the value of Peladon as an asset, but the company remains optimistic, and continues to invest in Peladon’s future. In 2008, DRS invested close to \$500,000 in R&D related to DocXP.

For more information:  
<http://www.peladonsoftware.com/>; <http://www.drs.co.uk/>

## **TIS tops \$30 million revenue**

**Top Image Systems** recently reported record annual revenue of \$32.2 million for 2008. This represented approximately 40% growth over 2007 for the Tel Aviv-based capture ISV. 2008 was also the first full-year that Top Image’s revenue included contributions from the AsiaSoft acquisition it made midway through 2007 [see *DIR* 7/20/07]. Still, when we factor in contributions made by AsiaSoft in 2007, plus the subtraction of \$1 million in revenue this year due to the discontinuation of certain elements of AsiaSoft’s business, we still come up with 25% organic growth for TIS in 2008.

This growth helped TIS reduce its operating loss to \$1.7 million for 2008, which includes a \$1.8 million non-cash impairment charge, due to the writing down of the value of the two acquisitions TIS has made over the past couple years. This is compared to an operating loss of \$8.1 million the previous year.

Of course, TIS’ 2008 earnings were buoyed by an exceptionally strong third-quarter. TIS’ fourth-quarter revenue of \$6.5 million was actually 24% less than its third-quarter revenue, but when you account for discontinued operations, the drop was

closer to 12%. Nonetheless, TIS CEO Ido Schechter remained confident in the company’s pipeline and indicated that TIS was not seeing considerable weakness due to the global economic downturn.

“Most of the deals we closed last year were in the pipeline for several months before the economic downturn really hit,” said Schechter. “It will be interesting to see over the next couple quarters how the economy affects us, because that’s when the economic conditions should start affecting our pipeline.

“That said, our pipeline right now is about the same size as it was last year at this time. Of course, it grew considerably during the second quarter last year.”

Schechter concluded that due to the TIS restructuring, “even against the current economic backdrop, I expect us to grow our average deal sizes and improve margins. For 2009, we are looking at quarterly run-rates of around \$6.5 million.”

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

## **Former Kofax Exec Releases iPhone App**

Former **Kofax** VP of engineering Roy Couchman has released a document capture application for the iPhone. Couchman’s own developed *doc2email* application is currently available through iPhone App Store for \$5.99. The application is basically designed to convert document images taken with iPhones into TIFF files that can be attached to e-mails.

Couchman said he’s been intrigued by document capture from mobile phones for some time. “I couldn’t generate much interest at Kofax, so when I left in the middle of last year, I decided to put my money where my mouth was,” he told *DIR*.

*doc2email* is a 130K file. It takes color images captured with the 2 megapixel iPhone camera and converts them into smaller black-and-white TIFF files. It can also output grayscale files. In sample files Couchman sent us, of a full-page white sheet with black text, the color image measures almost 3 MB, the grayscale is approximately 1 MB, while the black-and-white file is .5 MB. “Interestingly, with the current iPhone, you can’t even e-mail a color photo as an attachment, because it’s too large,” commented Couchman.

Couchman has developed proprietary thresholding to handle the nuances of images created with cameras vs. scanners. "For example, with a scanner, you pretty much get consistent lighting across a page," he said. "However, with a camera phone, depending on where the light is coming from in a room, generally one side of a page is going to be darker than another. If you apply standard thresholding, at some stage the darker side of the page is going to turn black."

The first version of *doc2email* is not perfect. According to Couchman, it is hard to read images created of documents with smaller than 12-point Times Roman font. The text around the edges of the pages can also be blurry. "Because of some of the image quality issues, I'm marketing the application as a 'fax-in-your-pocket' rather than a scanner," said Couchman.

Couchman plans incremental improvements that will be available as updates through the iPhone App Store. "You have to start small to be competitive on the iPhone Store, where most applications sell for less than \$10," he said. "Eventually, I envision users being able to capture images into some sort of cloud computing environment where they can then be fed into an ECM or line of business application. I think when the quality is good enough, camera phone applications will overtake desktop scanners in the marketplace."

For now, Couchman remains focused on the iPhone environment because of the accessible SDK and the marketing opportunities presented by the App Store. "In the first few days I had the product available, I sold it into several continents," he said.

"I'm also trying to work with some of the many Web sites that review iPhone apps."

There are TIFF viewers and even document management systems available at the App Store. Couchman acknowledged that for the iPhone to work effectively on business cards, receipts, or other documents with smaller font sizes, **Apple** will likely have to introduce auto-focus.

For more information: [www.Doc2email.com](http://www.Doc2email.com)

### KODAK LINUX, FROM PAGE 1

compatibility with current LINUX OS based imaging applications such as the GIMP (Gnu Image Manipulation Program). More information regarding the SANE protocol and project can be found at [www.sane-project.org](http://www.sane-project.org).

For more info: [www.kodak.com/go/scanonlinux](http://www.kodak.com/go/scanonlinux);

### BancTec upgrades TCM platform

**BancTec** has released version 2.0 of its *CenterVision* enterprise transactional content management system. *CenterVision* was recently installed by the French outsourcing provider **Flandre Ateliers** to capture and auto-classify the 45,000 pages per day associated with the 15,000 pieces of mail it receives for its largest customer—French telco giant **Orange**. *CenterVision* 2.0 includes new tools for logistics management, a portal for dealing with exceptions, and improved service-level agreement monitoring.

<http://www.banctec.com/solutions/document-and-content-processing/centervision/>

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