

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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November 22, 2013

THIS JUST IN!

SAP EXEC TO KEYNOTE WORKFLOW SUMMIT

SAP Business One's Rinse Tamsma has been announced as the keynote for the Workflow Summit, being held as part of the upcoming **Business Imaging Expo** in Las Vegas. The Workflow Summit is on Tuesday, Dec. 10, a day prior to the two-day BIX conference and expo, which runs Dec. 11-12. The Workflow Summit focuses on technologies like document capture, workflow, and ECM.

Business One focuses on marketing SAP software to small businesses. Tamsma holds the position of VP, global sales, for SAP Business One/All-in-One. His talk is titled, "Leveraging Technology Trends to Deliver Business Advantage," and will focus on four key drivers of technology innovation: cloud, mobile, big data and social.

Other Workflow Summit speakers include **Nuance's** George Seymour, **Fujitsu's** Pam Doyle, **GE's** Barry Lynch, and **Kofax's** Bruce Orcutt. There is also an MPS Summit being held at BIX, for which the keynote speaker will be Michael Popa, **HP's** manager, worldwide services management technology. Popa's talk is entitled: "MPS: Make it Matter."

<http://www.documentimagingreport.com/index.php?id=2516>
<http://businessimagingexpo.com/Events/BIX2013/Home.aspx>

DocPoint Reports Strong Growth

ECM for SharePoint systems integration specialist **DocPoint Solutions** is expecting to surpass 25% annual growth for the third consecutive year in 2013. Based in Fulton, MD, DocPoint was launched in 2008 as a wholly owned subsidiary of document imaging service bureau and SI **Quality Associates**, Inc. "In addition to revenue growth, 2013 has brought

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ABBYY Shows Off New Tech at Developers Summit

SAN JOSE, CA—**ABBYY USA** held its first developers conference last week at the historic Sainte Claire hotel, which is just a few minutes south of the ISV's Milpitas headquarters. At the event, approximately 25 partner representatives were provided information on ABBYY's latest and greatest recognition SDK products, as well as some insights into future development. They also had the opportunity to meet with top development specialists, including several from ABBYY's Moscow headquarters.

ABBYY VP of Sales for engine products Butch Reh described the event as offering "unprecedented access" to ABBYY partners. And a combination of ISVs and hardware OEMs showed up to take advantage of it. The event featured two days of presentations, by both ABBYY representatives and third-party industry experts, as well as a third day of one-on-one meetings at ABBYY USA's offices.

In addition to its technology, ABBYY executives discussed some corporate goals, which include aggressive growth. "ABBYY USA has been very successful for the past 13 years and ABBYY corporate for the past 22 years," stated Dean Tang, CEO of ABBYY USA. "But simply being successful is not enough anymore. We've seen some of our development partners grow very rapidly—from \$100 million to \$1 billion in sales. We would also like to grow to \$1 billion."

To help manage this growth is one reason ABBYY USA recently created the new position of COO and brought in Peter Meechan to fill it. Meechan comes to ABBYY directly from \$1.4 billion VC firm **Sofinnova Ventures**. Prior to that, he held executive positions at **Macromedia/Adobe**, **Intellectual Ventures**, and **Sony**.

"In the VC world, there is a lot of interest in trying to figure out how North American companies can leverage work being done in Russia," said Meechan. "At ABBYY USA, I am helping to manage the Silicon Valley/Russian corridor. We want to be able to take the technology

developed in Russia and complement it with a successful go-to-market strategy in North America.”

Andrey Isaev, director of the SDK Products Department at ABBYY Headquarters, noted that feedback from the U.S. plays an important role in ABBYY’s development efforts. “What we build is affected by what we hear from the U.S.,” he said. “We want to make sure we build the right products so our partners can go to market successfully with them.”

The ABBYY executives said there is no connection between the company’s recent win in a lawsuit involving patent infringement [see *DIR* 9/6/13], and its aggressive growth strategy. “It’s pretty much business as usual,” said Meechan.

Details on newest FineReader Engine

During the product portion of the event, the star was the FineReader Engine, which is being licensed by all the partners who attended. FineReader Engine 11 was announced last month, and we highlighted some of the new features in our last issue [see *DIR* 11/1/13]. We got a few more details at the conference.

For example, we already reported that the new auto-classification technology features both image- and text-based recognition. At the event, we learned that it can be tuned for speed by relying primarily on image-based classification and accuracy by increasing the use of text recognition. We also learned that the new higher compression MRC functionality can be tuned to use either lossy or lossless JBIG2 settings. [It seems JBIG2 has been a hot topic ever since the recent controversy involving **Xerox’s** use of it in its MFPs. See *DIR* 9/6/13.] Also, both the Asian and Arabic language recognition in FineReader Engine 11 are apparently much faster than in previous versions with Asian recognition at least twice as fast.

We also saw a demonstration of the new quick set-up/auto-learning capabilities that were introduced in FlexiCapture Engine 10 [see *DIR* 10/12/12].

Mobile success stories highlighted

As they are at almost every technology conference these days, mobile and cloud were important topics at the ABBYY Developers Summit. ABBYY has a slew of offerings in both areas. It offers separate SDKs for image processing and OCR that can be installed on apps that run on mobile devices. Apparently, adding OCR capabilities adds about 20 MB, so some partners choose to apply OCR on a Web server and communicate back to the device for verification.

One innovative mobile capability ABBYY is offering is enabling users to populate e-forms and/or meta data fields by using their fingers to select data from a document image. This involves creating a split screen with the image on one side and the fields on the other. This technology is currently available only for iOS apps—presumably to be used on iPads to take advantage of the larger screen sizes.

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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

DIR brings you the inside story behind the deals and decisions that affect your business.

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Regarding mobile capture, we must admit that *DIR* has often questioned how much is hype and much rubber is really hitting the road in this area. ABBYY sought to dispel any doubts about market penetration by offering multiple examples of real world deployments—although in most cases ABBYY was not at liberty to name its customers:

- **sales enablement:** business card capture integrated with CRM
- **document capture:** moving capture closer to the point of origin in invoice and transportation applications
- **customer loyalty applications:** adding products to a list wish through UPC capture; capturing prescription labels for refills; capturing checks and coupon bar codes; capturing receipts to expedite rebates
- **customer service:** improving efficiency of claims processing by capturing VINs and being able to automatically associate them with insurance and other vehicle information; using bar codes to check store inventories
- **tax forms:** capturing data from W2s and T4s, which is being done by **Intuit** in its SnapTax application (Intuit actually had a software architect who presented at the event.)

While ABBYY's mobile capture tools are certainly gaining traction, its Cloud OCR SDK represents one of the fastest growing areas of its business. It is hosted on Windows Azure, and a Cloud FlexiCapture Engine was recently introduced to complement the Cloud OCR SDK. According to Alsu Iovkova, product marketing manager, users of the Cloud OCR SDK, which was launched three years ago, double every six months, with approximately a 30% increase in the volume of documents being processed each month.

Michael Fuchs, director of product management and technical marketing for ABBYY Europe explained that addressing security concerns has been paramount to ABBYY's success in the cloud. "Trust between cloud vendors and their customers is very important," he said. "Privacy issues have to be addressed in the contracts.

"We have a customer, **Xing**, which is similar to LinkedIn in Europe. They utilize our Cloud OCR SDK for business card reading. The legal setup actually took longer than the technical implementation. We had to guarantee our cloud deployment met several European privacy standards."

Fuchs added that billing for cloud licensing is different than traditional SDK licensing models. "We have fairly flexible cloud pricing," he said. "One way

is for our partners to buy pre-paid blocks of document volumes based on use estimates," he said.

ABBYY also previewed some technology that is currently in development but not quite ready for release. ABBYY asked *DIR* not to talk about it yet, but we can assure you that you should be seeing some new and exciting stuff from ABBYY within that next year—stuff that should expand ABBYY's current market penetration as well as potentially bring its technology into new markets.

Speaking of new markets, at the Summit ABBYY introduced its partners to its Language Services Group. Serving more than 2,000 corporate clients worldwide, the group employs "more than 700 professionals that include translators, interpreters, editors, proofreaders, DTP designers, developers and test engineers from different countries to work on client projects on a daily basis." ABBYY Language Services offers a combination of machine and human translation options, with pricing differing depending on the level of automation that is utilized. ABBYY was presenting this group as complementary to its recognition technology.

Semyon Sergunin, ABBYY USA's SDK product marketing manager, summed up ABBYY's mission: "Our goal is to help people understand each other by creating artificial intelligence for products and services for efficiently translating, extracting and transforming information into accessible and useful knowledge."

For more information:

http://www.abbyy.com/integration_development/;
<http://abbyy-ls.com/>

Some Conference Notes

Pam Doyle, director of Imaging Products Group, **Fujitsu**, was one of the keynote speakers at the ABBYY Developers Summit. Her talk was titled "The Capture Continuum, which basically represents the spectrum of document imaging market adoption—somewhere between all paper and completely paperless processes. The theme was that there is still plenty of opportunity.

"It was 35 years ago that the first article on the paperless office was written," Doyle told the crowd. "That was about the same time that Jimmy Hoffa went missing. If you ask me, I think you have a better chance of finding Jimmy Hoffa today than you do of finding a truly paperless office."

Doyle pointed out that surveys have shown that

current events often influence the reasons people buy document imaging. We remember that in the early 2000s, in the wake of the Enron scandal, e-discovery was paramount on everyone's list when discussing the advantages of document imaging. At the time, there was even a lot of talk about an application called e-discovery preparedness. Well, that all took a back seat to discussions on cost savings over the last few years as the worldwide economy slumped, but e-discovery seems to be making a comeback now.

Some of this may have to do with an upswing in the economy. It may also be related to emerging technology in areas like semantic understanding that can be used to bridge document imaging solutions to e-discovery applications. Industry analyst Harvey Spencer presented at the ABBYY Summit, and he too stressed growth possibilities in e-discovery, citing **Gartner** projections of 15% annual growth rates in the e-discovery market through 2017.

Could SPA have saved Obamacare?

ABBYY's Semyon Sergunin made a point that I have often pondered but have never been able to express succinctly—basically saying that paper may be greener than utilizing e-forms. "Paper is made out of a renewable resource, while an iPad is made out of something that is not renewable."

Which brings us back to the point of continuing opportunities in capture. At the event, *DIR* Editor Ralph Gammon sat down with ABBYY's Butch Reh for a Q&A session in which the attendees participated. Gammon brought up the point that one reason the U.S. government's Affordable Health Care Act Web site is failing badly is that it wasn't properly addressed as a capture application. Instead it was treated as a Web site—or a system of engagement with a shaky connection to back-end systems of record. To Gammon, this represents exactly the type of system that should be addressed through what **Forrester** is calling "smart process applications."

It's a shame that such a large opportunity was left unaddressed (as far as we are aware of) by our market, but we think it also sheds some light on the potential for combining capture, workflow, data analytics and some other technologies to create a solution that actually works—because after all, a few million transactions is nothing to many capture ISVs, while for Web site developers, like the people who handled the Obamacare site, it is obviously an overwhelming challenge.

For more information:

<http://www.abbyydevelopersummit.com/home>

Middle Eastern VAD To Carry NovoVerus

Expects reliable Arabic OCR to revolutionize market

The document imaging market in the Middle East is still maturing. One issue that has been holding back adoption seems to be lack of reliable OCR technology. **Forefront Technologies**, a leading value-added distributor in the region, is hoping to change that through its recently announced partnership with **NovoDynamics**, which develops NovoVerus OCR software.

Forefront and Novo exhibited together at this year's **GITEX** event held last month in Dubai. "In the Middle East, there has historically been a lack of confidence in Arabic OCR," said Saher Obeid, Forefront's capture software product manager. "When our partners are presenting scanning and capture technology to customers, they often won't even bring up OCR because of accuracy issues.

"Arabic OCR can be very challenging because each letter can be written three or more different ways depending on its position in a word or a sentence. When we tested NovoVerus in our office, we were amazed. You could easily get 70% [word-level] accuracy out of the box. And if your documents are fairly standardized and you train the software well, you can get up to 95% accuracy or even higher."

In a press release, Georges Mehchi, CFO and managing partner at Forefront, was quoted as saying, "Introducing this technology into Middle Eastern and African markets will be life changing, not only for Arab nations, but globally."

According to Obeid, in Middle Eastern applications, OCR is typically applied to create full-text searchable documents. "Most of the current requirements are for preparing document images for keyword searches," he said. "We've sold some OCR software in the past that we've integrated with ECM systems for that purpose. However, you need accurate OCR to ensure you can find the documents you are looking for.

"There is currently very little automated data capture and zonal OCR being applied in Middle Eastern imaging applications. There really aren't that many pre-printed forms with fields to extract."

That said, Forefront is planning on integrating NovoVerus with **Kofax's** software, which it also resells, to potentially create some OCR-enabled capture-to-process applications. "Most of the

implementations our partners currently do are scan-to-archive—as you typically need a good OCR engine to implement scan-to-process. We're hoping the partnership with NovoDynamics will open up that part of the market in countries like the United Arab Emirates, where document imaging adoption is more advanced than in some other countries we sell in."

A developing, but maturing market

Forefront is headquartered in Dubai, UAE, with another fully-staffed office in Saudi Arabia. Forefront also has smaller offices in Qatar and Jordan. "Our market is really split into three parts," explained Johni Jabbor, senior sales director of Forefront. "We do the largest share of our business in Saudi Arabia, and the second largest percentage in the UAE. Countries like Qatar, Lebanon, Jordan, and Iraq make up the rest.

"Sales to government ministries and organizations probably make up 50% of our business, with banks having a good share at 20-25%. The rest of our sales are to corporate accounts and SMBs. From a human resources standpoint, we are growing about 20-25% each year."

Jabbor noted that there are still a lot of backfile conversion opportunities at governments and banks in the region. "There are still millions of documents sitting in warehouses," he said. "Some markets like the UAE have started to stabilize and as they mature, and we are seeing organizations like banks in that country look at moving to scan-to-workflow applications. But in Saudi Arabia, we are still growing about 17-18% annually mainly due to backfile conversions, and last year we had a big deal that almost doubled that growth rate. Qatar is a promising market that is growing fairly rapidly, but we are really just starting out there. There are also a lot of backfile opportunities in markets like Iraq and Libya."

Forefront was founded in the mid-1990s and currently works with approximately 500 resellers throughout the Middle East and Northern Africa. "We are looking at adding a few more offices in the fourth quarter and next year," said Jabbor. "We are looking at one in Africa, as well as somewhere in Europe, possibly Turkey, and Pakistan."

Forefront's product line includes document scanners from leading vendors like **Kodak** and **Fujitsu**. It also offers a product from South African ISV **greendoc technologies** that combines a document scanner, a fingerprint scanner, a smartcard reader, a digital signature pad, and an ID photograph camera in a single unit. It is targeted at applications for user registration in markets like

healthcare, banking, and government. greendoc develops complementary e-forms software.

Jabbor said that software really drives Forefront's sales today and its primary software partners are Kofax and now NovoDynamics. NovoDynamics is an Ann Arbor, MI-based ISV that originally developed its Arabic OCR technology primarily for the U.S. intelligence community. In 2005, it launched the first commercial version of NovoVerus and has been expanding its capabilities ever since.

This is the first time that Forefront will carry OCR software as part of its regular product line. "Novo had indirect exposure to Forefront several years back but no formal relationship jelled until this year," said Art Nicholas, VP of sales for NovoDynamics. "I think the growing demand for scanning and OCR in the region was a key driver. I also think the fact that NovoDynamics has adopted a stronger partner/distributor-focused sales model around the globe allowed us to focus on moving this relationship forward."

According to Obeid, the feedback that Forefront has received on NovoVerus in the wake of GITECH has been very positive. "Based on the results our customers have seen with the demo license, they are saying it's the most accurate [Arabic] OCR they've ever worked with."

For more information:

<http://www.documentimagingreport.com/index.php?id=2507>
<http://www.forefrontec.com/en/index.aspx>

Captricity Lands FDA Contract for Semi-Structured Forms

Captricity has become the first document capture vendor we are aware of to win a U.S. federal government contract that falls under the **Office of the Management and Budget's** (OMB) Cloud First policy. The Berkley, CA-based crowdsourcing-focused ISV recently announced that it has been contracted by the **FDA** to capture data from paper submission forms. Captricity's SaaS application replaced a manual data entry operation that would have been an estimated eight times more costly to utilize.

"This is a very big deal for us," said Kuang Chen, founder and CEO of Captricity. "Going into the bid, we were a tiny start-up that nobody involved in the project had ever heard of. The odds were clearly stacked against us, as there were a lot of hurdles to clear involving security.

"But, we were able to react quickly and meet all

the check box items. In addition to meeting security requirements, we had to prove we could achieve human-level accuracy on extracting data from handwritten forms.”

According to Chen, the FDA first realized it needed a data entry solution in June, when it recognized it had a backlog of some 90,000 paper submission forms that had to be captured (This represents about a year’s worth of paper submissions; another 810,000 are submitted electronically.) That was about the same time that Taha Kass-Hout joined the FDA as its first ever Chief Health Informatics Officer (CHIO). “What the FDA is doing with us is part of a larger initiative to transition the agency to using more modern technology,” said Chen. “We were extremely fortunate to be in the right place at the right time.”



Kuang Chen, founder and CEO, Captricity

Part of the FDA’s technology initiative involves following the OMB’s Cloud First policy that was originally announced in 2010. It “mandates that agencies take full advantage of cloud computing benefits to maximize capacity utilization, improve IT flexibility and responsiveness, and minimize cost.”

Captricity offers cloud-based data entry services that rely on a combination of automated recognition and secure crowdsourcing [see *DIR* 8/10/12]. “With budget cuts in the federal government, personnel is needed for jobs aside from data entry,” said Chen. “But, to replace the status quo of human data entry, we had to be at least as good as it is. A lot of software solutions fell short in this requirement, because they ended up needing human keyers to complete the process (especially because the forms include a lot of handprint and cursive information).”

Captricity did face one major technological challenge—when it was bidding, it didn’t have an in-production solution for dealing with variably or semi-structured forms (meaning similar types of information can appear in different places on each form). “With the FDA, we are working with multi-page forms, the first two pages of which are structured,” said Chen. “After that, there is a semi-structured addendum. We had been working on semi- and unstructured forms technology for awhile and were looking for the right partner to deploy it with.”

The FDA turned out to be that partner. “We had two weeks to prove the concept,” said Chen. “And we had four weeks to work our way through a 500-

page form that showed we could meet government security standards.”

On the security side, Captricity had to pass FedRAMP (Federal Risk and Authorization Management Program) testing. This “is a government-wide program that provides a standardized approach to security assessment, authorization, and continuous monitoring for cloud products and services. This approach uses a ‘do once, use many times’ framework that saves cost, time, and staff required to conduct redundant agency security assessments.”

“Going forward we should be able to sell our solution to the rest of the federal government without much additional work on security,” said Chen.

On the technical side, Captricity worked out a system that combines automated recognition technology and crowdsourcing input to identify items in the addendums like tables, section headers, and passages that contain information that needs to be extracted. When making these determinations, the images are presented to personnel in such a way that private information cannot be recognized or put into context. Captricity’s software then breaks up these items into snippets before data entry is done (the same as it does for structured forms).

“We were able to achieve accuracy of 99.93% on a field level,” said Chen. “We were required to deliver 99% accuracy, and we surpassed that by one order of magnitude.”

The FDA handles scanning for the project and uploads the images into the Captricity cloud. “The project is progressing and the first big milestone has been met,” said Chen. “The backlog has pretty much been cleared, and we are now working on day-forward documents.”

Kass-Hout was quoted in a press release as saying, “For the paper jam we experienced, it was originally estimated to take a very long time to overcome the backlog using the current approach of manual data entry. Captricity was part of a solution that was timelier, and we were able to achieve very high quality data at the fraction of the cost.”

Chen noted that the FDA has 10 individual centers and Captricity is only currently working with one of them. “We are actively looking into additional opportunities in Washington, DC, at the federal level,” he said. “We were able to make quite a few inroads, but we are still developing our strategy.”

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

PSI:Capture v5 Features New Forms Processing

Document capture ISV **Psigen** has improved the IDR (intelligent document recognition) capabilities in the latest release of its flagship offering. PSI:Capture v5 offers new features in areas like auto-classification and zone definition. Also, in a move that seems very popular with its channel, Psigen has transitioned from a hardware dongle to a software mechanism for tracking page counts. The new product was revealed at Psigen's first ever partner conference held last month in Las Vegas.

"Internally, we have referred to this as our 'forms release,'" said Stephen Boals, VP of sales for Irvine, CA-based Psigen. "We developed the framework for most of the new technology through implementations with customers like the **State of Louisiana** and **Microsoft**. With v5, we have improved and productized the technology."

One new feature is referred to as "Smart Zones." "Basically, this enables a user to set up an application to look for a key phrase like 'invoice number.' Once the software finds that phrase on a page, it will basically act as the anchor and the software will look all around the phrase for a related value," said Boals.

Psigen has also enhanced its "record type" capabilities. "Users now have the ability to set up different extraction rules for different variations of the same record type," said Boals. "For example, PSI:Capture v5 can identify a form as an invoice, but you might have multiple vendors each with its own extraction rules. We've also introduced the ability to create 'zone profiles.' So, now if you have 20 different forms that you need to capture Social Security numbers and date of birth from, you just create a template for that type of field and reuse it across multiple forms. This also works well with line items on invoices."

Psigen has made it easier for VARs to build out taxonomies using PSI:Capture. "Building taxonomies can be a great driver of professional services," said Boals. "It can be something simple like building a classification system for an HR department, or it can lead to engagements that last several months and represent significant size deals. And it's the gift that keeps on giving—as forms and document types change and/or new ones are added, it creates the opportunity for more professional services."

"Sure, there are other auto-classification technologies on the market, but not many at our price point. We think our pricing and capabilities

create a tremendous opportunity for profit by our resellers."

Boals concluded that Psigen listened to its resellers, as well as learned from its customers, when developing PSI:Capture v5. "We had a lot of input from our resellers asking us to improve our forms processing as well as remove the hardware dongle," he said. "We also have received a lot of press regarding our implementation at Microsoft for processing immigration forms. We expect to see some more success in the market for auto-classifying and extracting data from immigration forms."

For more information:

<http://www.documentimagingreport.com/index.php?id=2500>

<http://www.psigen.com/index.php/psi-capture-5-classification-idr-forms>

Top Image Systems Management Changes

Top Image Systems (TIS) has announced a management restructuring. Ido Schechter, who has been CEO since 2002, has stepped down from that position. Michael Schrader, who was serving as the CTO and SVP, global solutions, has been appointed COO. In addition, Izhak Nakar, the founder and Active Executive Chairman of Tel Aviv-based TIS, will move his primary business location to the U.S. and commence a search for a U.S.-based CEO.

According to a press announcement the restructuring is part of a larger initiative at TIS and is in line with the company's expectation that U.S. revenue for 2013 will exceed 10% of TIS' total revenue. TIS, which has historically done the majority of its business in Europe, launched a mobile capture strategy a couple years ago, which included a goal of significantly increasing its U.S. presence.

For 2012, TIS reported revenue of \$31.3 million. TIS had originally set 2013 guidance of top line growth of 13-20%—or revenue of \$35.3 to \$37.7 million. However, through the first nine months of 2013, revenue was actually down 12.5% from 2012. TIS management remains optimistic, focusing on the transition toward more subscription-based sales, as well as a number of North American partnerships that could potentially generate long-term revenue. These include an agreement with **Fiserv** for mobile capture technology, as well as a partnership with **Amazon**, leveraging Amazon's Mechanical Turk crowdsourcing technology for QA and data validation [see *DIR* 9/20/13].

TIS has also formed North American partnerships with **Google**, **TransCentra**, **DataMark**, **Jack Henry**, and **Feith**. Investors seem to be buying into

TIS' message, as earlier this week its stock was trading close to its 52-week high on the Nasdaq.

Schechter remains a large shareholder in TIS and sits on its board of directors.

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

DOCPOINT GROWTH, FROM PAGE 1

more than 100 new and returning customers spanning a variety of industries—from federal government and healthcare to nonprofit and commercial,” said DocPoint President Scott Swidersky. “Our growth in 2013 is attributed to longer term service engagements. Our increased marketing efforts and repeat client involvement are also significant contributors.”

<http://docpointsolutions.com/>

Kofax Recognized for Mobile Technology

Kofax Mobile Capture was voted Best of Show by attendees at **FinovateAsia 2013** held recently in Singapore. The event featured 30 companies who presented technology aimed at the financial services market. It was attended by more than 300 “financial executives, venture capitalists, press, industry analysts, bloggers, and fintech entrepreneurs,” who voted on the award.

In its fiscal 2013 (ended June 30), only about 7% of Kofax's annual revenue, or slightly less than \$20 million, came from the Asia-Pacific region—although that included a 20% YOY growth in software license revenue. In Sept., Kofax announced that “two major banks in Asia Pacific invested over \$550,000 in Kofax

solutions to process more than eight million documents per year.” So its business in the region seems to be looking up.

<http://www.documentimagingreport.com/index.php?id=2514>

TransCentra Introduces Digital Mailroom

Payments processing specialist **TransCentra** has introduced a new “Mailroom Automation” solution. It is designed to automatically route a variety of correspondence types, including letters, e-mails, and forms, to the correct individual within an organization for processing. Content can be made available through a multitude of channels, including mobile devices. There are on-premise, cloud, and hybrid deployment options.

<http://ecm.transcentra.com/>

Perceptive gains DoD RM certification

Perceptive Software recently announced that its Records Manager product has been certified against Chapters 2 and 5 of the **Department of Defense** (DoD) 5015.2 standard for records management. “DoD 5015.2 certification ensures organizations that Perceptive Records Manager provides the functionality they need to meet the highest standard for RM,” said Brian Anderson, CTO, Perceptive, as quoted in a press release. “Because it is built on the Perceptive platform and works in conjunction with Perceptive Content, this complex set of functionality is easy to integrate and install, and features our user-friendly point-and-click approach.”

Perceptive is one of 14 enterprise ECM vendors to have its RM product certified by the DoD.

<http://www.perceptivesoftware.com/products/perceptive-content/rm>

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