October 5, 2007

ABBYY INTRODUCES MORE INTELLIGENCE INTO FINEREADER

On the heels of market leader **Nuance's** release of its new *OmniPage* OCR software [*see DIR* 8/3/07], competitor **ABBYY** has released version 9.0 of its *FineReader* document and PDF conversion software. *FineReader 9.0* features new functionality that ABBYY calls Adaptive Document Recognition Technology (ADRT), as well as improvements in accuracy, speed, and the user interface.

"ADRT is especially applicable when scanning multiple-page documents," explained Dean Tang, CEO of ABBYY USA. "It makes recognition a two-step process. In the first step, it looks at the document as a whole and tries to understand its elements and flow. This can include determining if a document includes headers, footers, page numbers, captions, signatures, stamps, etc. If the document is a research paper, for example, ADRT will be able to recognize that there are footnotes.

"ADRT has the intelligence to understand the structure of footnotes and the order in which they should appear. Because of this, it can do things like automatically link notations in the text to the appropriate footnote at the bottom of the page. It can also do things like check to make sure your page numbers are in order, no pages are missing, and that headers appear consistently across all pages." ADRT is able to determine how these various elements should appear when an image is converted to *Office* formats like Word and Excel.

Improved camera capture
FineReader 9.0 introduces the second-generation of ABBYY's digital camera technology. "Nuance just recently introduced its technology in this area," said Tang. "We've had

Delving Further Into Purchase-To-Pay Solutions

Okay, we're going to give you a little bit more about the purchase-to-pay (P2P) space. Apparently, we've been mistakenly combining it with order-to-cash applications in our past few analyses. From talking with a few more people on this topic, it has been made clear to us that P2P and order-to-cash fall under separate realms. P2P is an accounts payable (AP) thing, while order-to-cash belongs to accounts receivable (AR). Yes, theoretically, they both meet in the realm of the CFO, but people paying and people collecting money most often sit on different sides of the house. Then, there's the whole matter of the people taking orders, which also need to be fed into the ERP system with the payments, and the invoices….but we'll get to how all that comes together on a later date.

Today, we're going to delve a little more deeply into the P2P realm and discuss how **ReadSoft** and **Open Text** have been succeeding in this space by helping customers manage their invoice processes. It seems that particularly in **SAP** environments, these two ISVs are succeeding on the strength of their ability to directly leverage the SAP workflow to approve and post invoices.

Bob Fresneda, president, ReadSoft, Inc.

"Our acquisitions of Ebydos [for SAP environments] and Consit [for **Oracle**] really moved us into the workflow space," said Bob Fresneda, the president of ReadSoft, Inc, the U.S.-based subsidiary of the Swedish software developer. This gives us a more advanced solution than most of our data capture competitors. We now often find ourselves in competition with workflow vendors like **170 Systems** and **Open Text**, or a combination of a workflow vendor and capture vendor. In many cases, you're not going to get time to make your pitch unless you come to the table with both capture and workflow."

And, recently ReadSoft's pitch seems to be working.

"The number of invoice processing applications [in the U.S. market] we've integrated with SAP should hit 100 by the end of the year," Fresneda told *DIR*. "Lately, we have really been gaining momentum. We sold eight in June and expect to sell a similar number over each of the last two quarters of 2007."

Open Text hammers on workflow benefits

Open Text is also seeing accelerated adoption of its *Vendor Invoice Management* (*VIM*) application for use with SAP. Open Text recently released version 5.1 of *VIM*, which was originally developed by Optura, a Phoenix-area ISV acquired by Open Text in 2005. "Even before being acquired, Optura had an AP product installed at many Fortune 500 companies," said Tom Walker, Open Text's program manager for P2P. "We have clients processing as few as 60,000-100,000 invoices per year and as many as 3-4 million through our solution."

> **"The trend is for end users to move more toward electronic invoices, but, although it varies by vertical market, I'd say the average company is still 60-80% paper-based."**
>
> **— Tom Walker, Open Text**

As a policy, Open Text does not share the number of customers it has running a particular application. "I can say we are the world leader in ECM solutions for SAP with about 2,500 worldwide installations," said Walker. [*Open Text, which is based in Ontario, bought German SAP ECM partner IXOS in 2004, greatly increasing its SAP market share, see DIR 11/7/03.*]

SAP integration is key

VIM is essentially a workflow application that is similar to ReadSoft's *SAP Cockpit*. Both applications run within the SAP framework and offer functionality and modules to more efficiently perform tasks like approval, three-way matching with purchase orders (POs) and receiving documents, dispute resolution, and system monitoring.

"Because of our tight integration with SAP [Ebydos was founded by engineers who worked on the code for the SAP workflow], we can do stuff that other vendors can't," said Fresneda. "And, although everything is happening inside SAP, we also have the ability to send out a presentation layer that can appear on a Web server outside of SAP. This enables people without access to an SAP application, such as vendor partners who need to settle a dispute, to gain access to invoice information."

More than paper processing

Open Text does not have its own automated data capture product to compete with ReadSoft's *INVOICES*, but it typically partners with **Kofax** for advanced capture. ReadSoft and Open Text agree that a true invoice processing

application deals with more than paper. "We have a Fortune 500 customer using our technology to process 600,000 invoices per year, only 25% of which are paper," noted Steve Bennion, ReadSoft's U.S. director of SAP sales.

"We are really document processing agnostic," added Walker. "We'll take invoices from Kofax, from EDI feeds, form XML direct uploads, and from vendor networks like **OB10**. The key to our success is being able to apply all the business rules that we've set up within SAP. The trend is for end users to move more toward electronic invoices, but, although it varies by vertical market, I'd say the average company is still 60-80% paper-based."

A 30-50% labor reduction

Although *DIR* has traditionally focused on labor savings from automated data capture on the front-end of invoice processing solutions, according to Walker, Open Text leads with the savings that can be realized through workflow. For example, an Open Text press release advertises that **Energen Corporation**, a Birmingham, AL-based energy company, has utilized *VIM* to help it reduce the number of steps required to process an invoice from 14 to nine.

"If a customer is not using any imaging-based system or collaborative workflow, they are looking at a 30-50% labor savings by installing *VIM*," said Walker. "Of course, the real key is not process automation, but process optimization. Before we install a system, we look very closely at the processes our customers have in place, because, as the old saying goes, automating a bad process only increases the speed at which you make mistakes.

"We put steps in place like automatically checking if a customer has a valid line of credit, and if they don't, triggering a workflow to check into it. If you don't have controls and automation like that, you run into situations where decisions are made based on the personal knowledge of employees. When those people leave, it can cause the whole process to break down."

Reasons for increasing adoption

It's Walker's view that there has been a recent increase in adoption of imaging and workflow technology in AP environments for three reasons. "The first is that users are trying to create more efficiencies in their back-end systems, like ERP. The second is

that automated workflow gets them more in compliance with regulations like Sarbanes-Oxley 404, which calls for more internal controls over financial processes. Per the example I gave earlier, automating AP reduces the human risk factor.

"Finally, I think M&A activity is fueling adoption of automation. After a merger, companies typically want to pay more bills with the same AP staff. We had one client that doubled the size of its business, but because of our technology was able to reduce the size of its AP staff."

While ReadSoft and Open Text are currently making the most of their hay automating invoice processing in the SAP market, ReadSoft also has big plans for the *Oracle Financials* space. "Our direct sales force specializes in sales to SAP and Oracle environments where we have workflow technology," said Fresneda. "Marketing to SAP environments is currently the largest part of our budget. The *Oracle Financials* market is attractive too, but it's about two-three years behind the SAP space when adopting this type of technology.

"For any invoice opportunities that fall outside those two environments, we market our *INVOICES* capture technology with workflow from partners like **Hyland** or the **Marex Group**."

Automating AR

We concluded by asking each vendor if they see an opportunity for offering their technology to AR departments to automate order-to-cash workflows.

SCANSTATION WITH AUTOSTORE SHIPPING

The **Kodak** ScanStation 100 integrated with the *AutoStore* document capture platform is now available. The ScanStation is a network scanning device introduced by Kodak last year [*see DIR* 3/17/06]. *AutoStore* is developed by Rockville, MD-based ISV **Notable Solutions, Inc.** (NSi), which made a name for itself by originally developing *AutoStore* for **HP's** Digital Sender network scanner. The Kodak-NSi partnership was first announced at **AIIM 2007** [*see DIR* 4/20/07].

In the evolving distributed capture market, *AutoStore* offers users a cross-vendor platform that can be deployed across network and traditional scanners, as well as digital copiers. It offers options for tasks like OCR/ICR, invoice capture, bar code recognition, encryption, and integration with a variety of back-end systems. *AutoStore* is deployed in a client-server model with the server, where the aforementioned tasks are performed, listing for $3,700. Some advanced options cost extra. Each *AutoStore* client lists for $600, with volume discounts available. The client is being offered by Kodak as an alternative to the standard ScanStation capture application, which has functionality like output of searchable PDFs and scan-to-e-mail.

http://www.kodak.com/eknec/PageQuerier.jhtml?pq-path=2709&pq-locale=en_US&gpcid=0900688a807cc906

"We've done some customized installations to help customers with AR processes," said Walker. "However, SAP can perform more than 80,000 types of transactions, and we mainly focus on automating those 20 or so associated with bill paying."

ReadSoft, on the other hand, is taking a very strategic look at developing AR solutions. "We have a workflow framework that enables us to create solutions in other areas of SAP," said Fresneda. "One of those could be assisting with the workflow needed to create a PO, for example. Similar to an invoice, if often takes a series of approvals to put together a PO. We actually have a couple customers running pilots along those lines."

For more information:
http://www.readsoft.com/products/invoices_sap.htm;
http://www.readsoft.com/products/invoices_oracle.htm;
http://www.opentext.com/2/sol-products/sol-pro-extensions-sap/pro-ll-sap-vim.htm

Combined Capture/Workflow Key For Biotech Firm

A recent conversation we had with a Fortune 500 biotech firm confirmed that users are indeed looking for combined workflow and capture solutions to handle their invoice processing. "We initially began looking for an image-based workflow application," said Nathanael Pearson, a business analyst who specializes in accounts payable (AP) at the firm. "Of course, then we realized you need to have some sort of capture, so we started looking at OCR applications. Eventually, we decided to implement the whole thing as a complete accounts payable (AP) package."

Pearson's company began looking into imaging following an acquisition four years ago that greatly increased its invoice volume. "Without increased automation, the only way we were going to be able to address that increase was by adding bodies in our AP department," said Pearson. "We realized we couldn't do that going forward, as we expected to continue to grow."

The biotech firm receives approximately 50,000 invoices per month, about half of which are received on paper. "Our ultimate goal is to increase the number of electronic invoices we receive, but we realize we are always going to have a significant volume of paper, especially from smaller vendors," said Pearson.

The firm received seven responses to its request for bids, which it narrowed down to three finalists. "We were looking at combined systems from

Brainware/Optika [now **Stellent**], **Kofax**/Gauss [now **Open Text**], and **Hyland/AnyDoc**, before going with the Brainware/Optika option," Pearson told *DIR*. "One of the reasons was that we liked the Optika integration with our **JD Edwards'** ERP system. We also liked the demo and proof-of-concept that Brainware presented. Brainware's user interface and ability to create learn sets to handle set-up was impressive."

The vendor interviews were conducted in Dec. 2003, and the system went live in Sept. 2004. "The integrated application has enabled us to reduce our average time for processing a paper invoice from 29 days to 13," said Pearson. "This has enabled us to increase the percentage of vendor discounts we take advantage of from 79% to 89%."

A recent presentation given by Pearson indicated that the firm's AP headcount, which increased immediately following the aforementioned acquisition, has been reduced by 20% since. During this time, the company has also completed several additional acquisitions.

Ease-of-set-up proves for real

According to Pearson, Brainware delivered on its promise of ease of-setup. "We sent Brainware about 300 images to create "classes" [templates] for our top 10 vendors," said Pearson. "They account for approximately 30% of our paper invoices. For the other 70%, we use the unstructured forms technology inherent in the software.

"Since then, we haven't had to create any additional classes. In fact, Brainware's technology has advanced to such a point that if we were installing the software today, I don't think we'd have to send them any samples for classes. I think we could use the unstructured technology for everything."

Adding line items

Brainware has also added line-item, or details, capture functionality to its software within the past couple years. As the biotech firm upgrades to an **SAP** ERP system, it is also upgrading to line-item capture. These upgrades will enable the company to implement what is known as "straight-through processing" on a percentage of its invoices. These are invoices on which data, including the details, matches the data on purchase orders (POs) and shipping documents already in the ERP system.

"Historically, somebody has had to look at each PO-based invoice before it can be posted to the ERP system," said Pearson. "We have started implementing line-item capture in our European

operations and are currently able to post about 20% of our invoices there without anybody having to look at them. We are still in the early stages and expect that percentage to rise significantly as we work out some issues in the SAP workflow. By the time, we're ready to roll out line-item capture in the United States, we expect to hit the ground running at a significantly higher rate."

Like the vendors we talked to, we asked Pearson if there were any plans for his company to extend the capture application to other departments. "Right now, we are only focused on AP, and we are looking at capturing W-9 forms to automate the initial entry of vendor data into our system."

For more information:
http://www.brainware.com/invoice.php

Capture At Center Of App For Temporary Housing Firm

Of course, not every business is an **SAP** shop with complex workflows for processing invoices. **Oakwood Worldwide**, for example, uses a homegrown accounting system to handle payment of the 75,000-80,000 utility bills it receives per month. Oakwood has found a capture-centric solution from **Kofax** and Phoenix-based VAR **Western Office Systems** to be the answer to its invoice processing needs.

"Previous to installing the Kofax system, we were manually keying data from all these bills into our accounting systems," said Brad Niemiec, manger of national accounting processes for Oakwood. "We also had to manually look up and enter the appropriate general ledger code for each rental unit. This helps track the expenses associated with each unit, which helps us figure out our income related to various properties."

Niemiec is the president of his local chapter of the **International Accounts Payable Professionals** (IAPP), and through his work with that organization was introduced to the potential of automated invoice processing. "We actually hired Kofax to do a needs analysis before we issued an RFP," he said. "We then looked at solutions from about eight to 10 vendors before weeding out the ones we didn't want.

"The final two were Kofax and **EMC Captiva**. We went with Kofax due to a combination of factors, including our high opinion of their professional services organization, the local support they offered through Western Office, and the price. They were able to deliver everything they promised."

PSG goes above and beyond

Niemiec's faith in Kofax's Professional Services Group (PSG) certainly paid off. "Kofax spent easily a couple months setting up the system for us," said Niemiec. "Our total population of vendors is probably 2,500, with about 100 making up the majority of our volume. Kofax set up templates to handle those 100. Completing the work actually required Kofax to go beyond the number of hours they had quoted, but they didn't charge us anything extra.

"We also have a couple employees who worked closely with Kofax PSG. Those employees will handle future templating requirements, with Western Office providing the first line of support."

Oakwood uses a pair of **Fujitsu** fi-5750 production scanners that are "running all day." Kofax's *Ascent* technology is able to automatically detect the beginning of each new invoice, so no separator sheets are needed. On templated invoices, which account for approximately 80% of Oakwood's volume, Kofax technology automatically extracts the vendor name, rental address, type of service or services being billed for (for example, a cable provider can provide both cable and Internet services), invoice total, and the remit-to address.

"Extracting the rental address kicks-off a workflow that automatically tags data with the appropriate apartment code, so we were able to remove a manual step from the process," said Niemiec. "We have someone look at each item before the data is released into our homegrown accounting system, but on average, we decreased the amount of time it takes to process an invoice from four minutes to one.

"The data is also used to create indexing fields for a **Stellent** document management system that we used formerly only for intranet purposes. Now, when we need invoices for reference, we can call them up from within our accounting system, which automatically accesses the images within Stellent. Formerly, we'd have to order copies from an off-site storage company."

A 14-month ROI

Niemiec estimated that 40% of the invoices being captured need no manual correction or data entry. "For the non-templated invoices, operators highlight data and then drag-and-drop it into a table," he said. "To speed up this process, the system does automatic look-ups from a vendor database that is uploaded each night."

Calculations done by Oakwood show that an ROI will be achieved within 14 months of going live with the installation this past April. "Our company has

been growing approximately 25% each of the past two years," said Niemiec. "Anticipating that growth to continue, we are hoping to handle an increasing number of invoices with the same or less bodies in accounts payable. We are also looking at a phase-two implementation that would automate capture of data from invoices for purchased goods, such as the linens, utensils, and furniture for the apartments."

For more information:
http://www.kofax.com/company/press_releases_details.asp?id=489

Scan-Optics Adds BPO Expertise

Patriarch Partners has assigned veteran BPO executive Ray Parker to **Scan-Optics** as the EVP in charge of sales and business development. Parker has previously been the president of international operations for **Pitney Bowes Management Services**, which operated as a conversion services business as well as a print-and-output shop. At Scan-Optics, Parker joins new CEO Gideon Agar, who is also employed by Patriarch, the equity firm that foreclosed on high-speed scanning specialist Scan-Optics in 2005 [*see DIR 9/21/07*].

"BPO [business process outsourcing] is only a small part of Scan-Optics' current business, but it is growing rapidly," Parker told *DIR*. "I am an expert in the BPO market, and one of my goals is to continue to increase our business from BPO. Scan-Optics has also been making significant investments in the hardware side of its business. In that area, we are assessing both our direct and indirect go-to-market strategies. To increase our penetration, we need to balance both channels."

It's Parker's view the Scan-Optics' restructuring has been completed, and that the company has now entered the growth stage. "My appointment is semi-permanent," he said. "That means I could be here for several years. Not to minimize the job people have done to get the company where it is, but cutting costs is just phase one. The real challenge is growing a company after those cost-cutting measures have been put in place."

Parker is actually the second-BPO expert brought into Scan-Optics over the past two-and-one-half years. Scan-Optics formally launched its conversion services business in 2003 [*see DIR 3/21/03*] and in 2005, former CEO Paul Yantus was hired as COO because of his BPO background. Yantus' hiring sparked the resignation of CEO Jim Mavel, whose background was in systems and service.

[http://documentimagingreport.blogspot.com/2005_03_01_archive.html]

By our accounting, Scan-Optics' BPO revenue was still well under $10 million in 2005, the last year the company traded and reported finances publicly. "To date, the BPO business has grown organically," noted Parker. "Our current focus is to make sure we have strong processes in place that are replicable among multiple customers, both in our current areas of strength and in adjacent markets.

"Currently, processing assessment tests is our biggest BPO market, and we are picking up a lot of knowledge about that specific application. Once we have our structure and operational processes right, we will look to move left or right from our organically grown base. Patriarch certainly has the resources to execute potential acquisitions that could help us accelerate our growth and secure additional BPO platforms.

"However, there are no immediate plans for acquisitions. We are also looking for growth through partnerships with major systems integrators like an IBM Global Services, for example, which doesn't offer conversion services to the extent we do, but whose customers might have those needs in relation to ECM projects."

For more information: http://www.scanoptics.com

Hyland-FCPA Targeting Mortgage Bankers

Hyland Software will be officially debuting its integration with the **Fujitsu** fi-6000NS network scanning device at the **Mortgage Bankers Association's** 94th annual Convention and Expo being held in Boston this month. The integration makes available Hyland's flagship *OnBase* application through the 8.4-in. x 8.4-in. color touchscreen on the network scanner. At the MBA event, Hyland will be showing *OnBase* specifically configured for mortgage applications.

"This integrated solution perfectly addresses distributed capture opportunities in the mortgage banking industry," said James Fleming, partner marketing manager for Hyland. "For example, there are thousands of agents across the country working in strip malls or converted houses that partner with, or work for, banks running *OnBase*. The fi-6000NS provides them with a simple and straightforward interface for uploading loan documents into *OnBase* to start an approval process.

"This not only reduces charges related to FedExing or faxing documents, it reduces the turnaround time for approval. And the interface we've designed for the fi-6000NS is so simple, it takes about two

minutes to learn."

Hyland will be targeting the device initially at its current *OnBase* customer base. The fi-6000NS lists for $3,000, and the *OnBase* integration module costs another $2,000. The combined package is available from Hyland for $5,000 with discounts available for multiple-unit purchases.

"We made a sneak peak available at our recent OTTC (OnBase Training and Technology Conference [for end users], and we had a bank from Alaska tell us they wanted one by the end of the week" said Fleming. "We feel there is tremendous potential to sell this type of integrated device in quantities of 50 or 100 units at a time.

"We have been talking about distributed scanning for years; but this takes it to another level. There is no PC or special driver to worry about. You just plug in the power cord, make an Internet connection, and configure the device online with your *OnBase* application [*version 6.2 or higher*]. It takes about 20 minutes to install."

Once the installation is complete, users see a "scan-to-OnBase" button on the fi-6000NS touchscreen, which when pressed will prompt them for a user name and password. Based on their profile, users are given a list of document types, each of which can contain specific parameters, such as size and resolution of the images. After the documents are scanned, Fujitsu's image processing technology is applied for steps like auto-rotation and blank-page deletion.

"The images can be previewed through the touchscreen, and the application can be set up so users can enter indexing information through the full-sized keyboard on the fi-6000NS," said Fleming. "Users can also make calls to the *OnBase* server, which can auto-complete indexing data after one piece of information, such as a loan number, is entered."

Partnership runs deep

It's no surprise that Hyland is the first ISV to write an integration for the fi-6000NS, as CTO Miguel Zubizarreta gave Fujitsu input for the design. "PFU [the Fujitsu company that manufactures scanners for Fujitsu Computer Products of America (FCPA)] began talking to us 16-18 months ago about its idea for a network scanner," Fleming told *DIR*. "PFU was asking what they could put in the device that would make life easier for our customers. Our CTO, development team, and some of our resellers got involved. We think our input influenced PFU's decision to include features like the large color touchscreen and full-size keyboard."

Scott Francis, senior director of product marketing for FCPA, noted that Hyland was one of several FCPA customers PFU talked with. "Based on these conversations, PFU came away with ideas for four important features," he said. "The first is integration with network security, meaning users can log on using their network passwords. The second was not to include a USB port, so everything scanned with the device has to go to a destination that can be audited.

"The third was to include a full-sized keyboard, because if users are going to be doing serious indexing, they need more than the key-entry functionality a touchscreen can provide. Finally, we decided against a cordless keyboard, because we received feedback that they get taken and the batteries run down quickly."

Like Fleming, Francis is excited about the potential of the integration with *OnBase*. "We originally launched the fi-6000NS in early summer, positioning it as a productivity appliance," he said. "This means we expected to sell it in quantities of one or two for workgroups to use in tasks like scanning for distribution. That positioning opened up a new market segment for us.

"The *OnBase* integration now gives us another solution to offer in the ECM space, where we have played for years. It creates a powerful, but easy-to-use kiosk type device that can be deployed in a decentralized workflow. This integrated device would be ideal in an accounts payable department, for example, where there might be 10 clerks that need to scan invoices, but each might only deal with a few per day. You could probably use an MFP for this, but the fi-6000NS has a much smaller footprint and is simpler to use. You're not dealing with an interface cluttered with commands for printing, collating, and stapling."

More solutions on the way

Mortgage banking is not the only vertical Hyland is targeting with the fi-6000NS. "Coincidentally, I think Miguel was buying a new house or doing some refinancing when PFU first approached us," Fleming told *DIR*. "So, I think he naturally thought of the mortgage banking market. But, we will also be targeting verticals like healthcare and government and showing the fi-6000NS at upcoming events for those markets."

We concluded by asking Francis if FCPA has plans to open up the Windows-based interface on the fi-6000NS for integration with other ISV products. "We have an extensive ISV program, of which Hyland is a member," said Francis. "When we talked [with *DIR*] at AIIM [2007], we had no direct plans

for ISV integration with the device. However, when a strategic software partner like Hyland talks, we listen.

"Right now, we are very focused on ensuring the overall quality of our solution with Hyland. Hyland is a good partner with cutting edge technology that we think can truly grow the market for both companies. We look forward to working with Hyland to evangelize their solution. In the future, I can see different types of software solutions being integrated with our network scanner, which will help further open up the market for our industry."

For more information:
http://www.onbase.com/english/interior.aspx?pageID=102161&newsID=131450
http://www.fujitsu.com/global/services/computing/peripheral/scanners/product/fi6000ns/

ABBYY, FROM PAGE 1

it since 2002-2003. In this latest version, we have improved *FineReader's* ability to handle the curves and recognize the fuzzy characters you get when capturing images with cameras.

"We've improved the user interface of the software across the board. For digital camera capture, for example, users no longer have to tell the software to process an image a specific way, the application automatically recognizes where the image came from." In fact, ABBYY advertises a 40% reduction in the number of mouse clicks required to accomplish tasks in *FineReader 9.0*.

ABBYY recommends at least a 4 megapixel camera setting be used for capturing images for OCR. "Five megapixels would be ideal, and it also helps if the flash is used and the camera is held parallel to the paper," Tang said. "We are finding adoption of this technology in two vertical markets. Attorneys are using it to gather case information at remote sites, and CPAs are using it when they perform audits."

Reading the fine print

In 9.0, ABBYY has also improved *FineReader's* ability to recognize fine print. "OCR engines have traditionally handled 10- to 12-point fonts very easily," said Tang. "However, many legal disclaimers, for example, are written in 6-point. Our legal customers have been pushing us for this improvement.

"Overall, when you include the improvements made in recognizing fine print and images from digital cameras, *FineReader 9.0* is 30% more accurate than version 8. We've also designed the new version to take full-advantage of dual core processors. In addition, we've maintained the design of 8.0, which has earned ABBYY recognition from **Intel**. Intel's programmers' network cites *FineReader* for the way it runs in the background and enables users to run other applications while OCR is being performed."

Finally, like *OmniPage 16*, *FineReader 9.0* supports output to the new *Office 2007* formats like DOCX and XLSX. It also supports output to PDF/A.

FineReader 9.0 Professional lists for $399.00. The Corporate Edition, a local area network version of *FineReader*, lists for $599.

For more information:
http://www.abbyy.com/finereader_ocr/

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