

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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August 1, 2014

THIS JUST IN!

SUBSCRIPTION PRICING LATEST REVEILLE INNOVATION

Continuing to evolve to meet the demands of its customer base, **Reveille Software** has introduced subscription pricing for its ECM application performance monitoring (APM) software. Starting at \$499 per month per server, users can install Reveille to regularly and consistently test software from vendors like **IBM**, **Kofax**, and **EMC** against pre-determined benchmarks and view graphical reports on the results. The subscription pricing model has been enabled by a new development, the Reveille Collector, which was introduced in version 7.0 [see [DIR 11/1/13](#)].

“The Collector enables us to more rapidly deploy our software,” said Bob Estes, CEO of Reveille. “It has a very small footprint and can install quickly. It communicates with a Reveille server that can be installed locally or on the cloud.

“Because there are so few professional services involved with deploying our technology through the Collector, coupled with the subscription pricing, it really enables users to deploy Reveille as a proof of concept. By transitioning our pricing model from a capital expenditure to an operations expense, it puts the purchasing decision more in the hands of a line-of-business manager, which is who really benefits. It also enables us to avoid long budget cycles, which often mean that buyers have to wait for funds to open up, as opposed to just buying because they need the software.”

According to Estes, Reveille’s current average deal size for traditional licensing is somewhere around \$100,000. “For a Documentum implementation, the average size is eight servers, a few less for IBM FileNet because they have done some server optimization,” he said.

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Fujitsu Makes Investment in Ephesoft

Minority stake offers benefits for both sides

There are several levels to **Fujitsu’s** recent investment in capture ISV **Ephesoft**. From the Fujitsu side, it helps the primarily hardware manufacturer diversify further into a dynamic software market. It also provides Fujitsu’s wholly owned subsidiary **KnowledgeLake** with a closer tie to a partner whose IDR (intelligent document recognition) software it is licensing through an OEM deal.

For Ephesoft, it provides some funding to help the rapidly growing company, which was founded in 2010, continue to ramp up. It also provides Ephesoft with the backing of a \$56 billion entity as it attempts to move upmarket and compete more evenly with established capture leaders.



**Don Field, CEO,
Ephesoft**

“Fujitsu has made a minority and strategic investment,” said Don Field, CEO of Ephesoft. “They don’t have a board member. As far as our direction goes, we have plans for the future that we will share with them, but there is no veto power. Basically, they have invested in a good technology in a growth market.”

Originally launched as an open source capture alternative [see [DIR 10/22/10](#)], Ephesoft has evolved into a purely browser-based, lower priced option than most leading capture products. Sold almost entirely through a reseller channel, Ephesoft has about 250 customers. “We have grown more than 100% in each of the last four years,” Field said. “The investment from Fujitsu is a security blanket. It has given us the confidence to hire people sooner than we would have otherwise. We’ve already hired four people in the past month and have plans to bring on two more.”

Fujitsu, which is based in Japan, made the investment in Ephesoft through KnowledgeLake, a St. Louis-based document imaging ISV that was acquired by Fujitsu subsidiary PFU Ltd. in multiple stages over the past

several years. "We started talking with KnowledgeLake last fall," Field told *DIR*. "They were interested in expanding their Capture suite. Our OEM agreement was signed in January with an eye toward the equity investment, which was finalized in June."

Ephesoft is now the technology under the covers of KnowledgeLake Advanced Capture. "We have our own technology that can drive a scanner and do batch capture," said Ron Cameron, co-founder and CEO of KnowledgeLake. "Ephesoft's technology sits in the middle and offers classification, extraction, and validation."



Ron Cameron, CEO,
KnowledgeLake

KnowledgeLake was founded in 2000 and in 2003 became a pioneer in adding document imaging capabilities to SharePoint. "Because of our focus on SharePoint, all our technology is browser based," said Cameron. "Ephesoft's technology couldn't fit any better if we had developed it ourselves."

As recently as last summer, KnowledgeLake was named Partner of the Year by **ReadSoft**, U.S., which it had previously partnered with for advanced capture. While Cameron said the companies remain on good terms, KnowledgeLake felt it was time to move on. "Our relationship really came to an end when it became clear ReadSoft was going to be acquired by Perceptive (a KnowledgeLake competitor)," he said.

ReadSoft is primarily known for invoice capture, which will now be addressed by the Ephesoft technology. "Forty percent of our business is in accounts payable automation," said Cameron. "Invoice capture is a big component for us. But, we feel the Ephesoft product is well positioned to do a lot more involving semi-structured and unstructured documents, which is really where the sweet spot is for capture. It's a very innovative product that really shines when it comes to auto-classification (which has led to success for Ephesoft in the mortgage capture market)."

Cameron discussed the strategy behind taking a minority stake. "It's better than an outright acquisition, because it guarantees you won't kill off the innovation," he said. "In many cases, when you buy a smaller ISV, it motivates the innovators to leave. Our strategy is to invest in and grow a whole family of smaller companies and that can work and grow together."

"Fujitsu started with a small stake in KnowledgeLake and provided us with the help and insights of executives who had run very large companies. Since 2007 [when Fujitsu purchased 20%], we have grown 600%, with a 41% CAGR over the past seven years. Part of the reason for the Ephesoft investment is that KnowledgeLake is still in an expansion mode."

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

Areas we cover include:

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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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"It also creates a tight bond with our OEM partner. While we don't have any control, it should allow us a little input on their direction. In my estimation, our OEM relationship is going to double Ephesoft's revenue—so just from purely a financial relationship we should have their attention."

Both Cameron and Field indicated that the relationship was off to a strong start. "With the aggressive pricing model that Ephesoft brings, we expect to include their technology in about half our sales going forward," said Cameron.

To date, Ephesoft has funded its growth entirely through profits. "We have always been self-sustaining through the capital we've generated," Field said. "Now, having the Fujitsu name behind us will give us additional credibility in the market. It gives us an extra card to play and helps people understand that we will be here for the long term."

KnowledgeLake is Ephesoft's second major OEM partner, and one of its new hires is a director of OEM sales. "OEM partnerships require a high level of personalization and touchpoints," said Field. "We are talking with several other potential partners. We think it is a great way to complement our VAR channel without competing with it. But it's also important for us to maintain our brand. In both our current OEM deals we maintain the 'powered by Ephesoft' branding."

For more information:

<http://ephesoft.com/strategic-investment-in-ephesoft-announced>;
<http://bit.ly/KLakeAdvancedCapturePR>

Captricity to Invest in Expanding Capture Platform

Do we really need another document capture software vendor? The investment community seems to think so. **Captricity**, a Berkley-based start-up recently received \$10 million in Series B funding, bringing its total amount of money raised to \$14 million since the company was launched as a cloud-based capture venture in 2012.

"I think the continued investment is indicative of the progress we have made and the pace of growth that we would like to sustain," said Kuang Chen, founder and CEO of Captricity. "The investors in this latest round have been with us since our seed round. We've taken on investments at four different levels and they have both come to the table all four times."

The Series B round is being led by **Atlas Venture**, with Atlas partner Chris Lynch gaining a seat on the

Captricity board. Captricity's Series A round was led by **Social+Capital**, which is also in on the B round. "We are excited about Chris joining the board," said Chen. "He comes to us with a big data background. He has sold enterprise software into the types of organizations we are interested in selling into, as we shift our focus more toward regulated industries like insurance, healthcare, and the federal government."

As Captricity's focus shifts, Chen said the company will utilize its investment capital to help evolve its software into a full-blown capture solution. "When we won our awards in 2013, it was because people saw how easy we were making the capture process," said Chen. "Our goal was essentially to make capture available as a self-service Web application. Our most logical choice at the time was to target self-service customers—and that part of our business is growing at a nice clip. But, we've also realized that the impact we can make is so much greater when working with larger organizations that belong to the category of regulated industries."

In addition to its being unique by offering a 100% cloud-hosted capture solution, Captricity has historically leveraged crowdsourcing to complete any data entry that can't be completed through its proprietary automatic recognition technology. Early on, its technology was focused on mark fields, but Captricity used some of its Series A funding to invest in OCR. Its crowdsourcing techniques enable Captricity to advertise greater than 99% accuracy on all types of fields, including handwritten ones.

"No other vendor can advertise that type of accuracy on day one with a user's forms," said Chen. "Despite this, our current offering is still just a tool. And to date, we have had success integrating that tool with some leading traditional capture platforms. At first we thought that large companies that had purchased capture solutions from entrenched players in the market would be set, and we weren't interested in playing in their sandboxes. However, after talking to some people, we realized we can co-exist with an **EMC Captiva** or an **IBM Datacap** application.

"None of those applications can handle handwriting like we do. In each of our larger deals to date, there has already been an ECM system installed with capture where we spotted in. But, we are also hearing from customers that they want a full solution from us to meet their capture needs. We are looking at becoming the first cloud vendor that can provide a full capture solution to regulated industries."

This is certainly an intriguing way to go to market. I'd estimate that currently well under 5% of capture

users access their technology through the cloud. But that doesn't mean the market won't change in the future. **Top Image Systems**, in fact, recently made a big bet on cloud technology with its acquisition of eGistics [see *DIR* 7/18/14]. And market leaders like **ReadSoft** and **Kofax** have also been positioning themselves to transition to more cloud/SaaS sales [see *DIR* 8/3/13 and 10/18/13].

The investment community certainly seems to be bullish on the cloud. One ECM executive told me that he had a VC tell him that on-premise software was "lower than a rattlesnake."

"We see the willingness of organizations to maintain their own data centers and on-premise software as decreasing over time," Chen told *DIR*. "This is a positive trend for us."

Making headway into enterprise markets

Last year, Captricity gained entrée into the enterprise market through a sale to the **FDA**, which used its technology to capture a back-log of forms related to drug trials. The information from the forms was used to help launch the openFDA portal, which, according to the FDA, "will publish data sets highlighting public drug adverse events and medication error reports submitted to the FDA since 2004." The portal makes this information available to researchers and ISVs through an API.

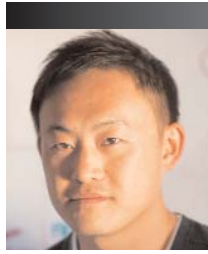
The FDA implementation marked the commercial debut of Captricity's semi-structured forms capture capabilities. "Our GA and self-service software is still mostly template based," said Chen. "For larger organizations, semi-structured capture is available, but there are some professional services involved."

In addition, the FDA implementation helped boost Captricity's security credentials. The ISV had to meet federal government security requirements like FedRAMP (Federal Risk and Authorization Management Program) and NIST Special Publication 800-53— "Security and Privacy Controls for Federal Information Systems and Organizations."

"Security is the most important concern in regulated industries," noted Chen. "For us to have demonstrated a level of security good enough for the federal government, while maintaining our HIPAA compliance—that's a sign of good faith for potential customers."

Captricity partners with **Amazon Web Services**

(AWS) for its hosting. "Amazon offers worldwide support and data residency," said Chen. "All you basically need to do is flip a switch and you can have your entire application replicated in another country. AWS is so far ahead of the competition, it's my opinion that if you've chosen another hosting partner, you have made the wrong decision. Amazon is excited that our application is pushing the envelope as to what regulated industries will utilize in the cloud."



"We are looking at becoming the first cloud vendor that can provide a full capture solution to regulated industries."

—Kuang Chen, Captricity

On the same day it announced its Series B funding, Captricity announced a partnership with **New York Life Direct**, a division of the Fortune 100 life insurance company. Their initial cooperation

involves capturing data from more than a half-million paper business leads annually. "We started with the highest volume form, which is mostly hand written," said Chen. "But the entire scope of the project is wider than just that."

"Captricity's unique business model enabled us to quickly pilot the technology, which we are now rolling out across the organization," said Josephine Saletto, Corporate VP of Accounting for New York Life Direct," in a press release.

Chen noted that Captricity's security clearances were essential to its gaining the partnership. "New York Life has very rigorous security requirements before they will put their data in a hosted cloud environment," said Chen. "But, they are also a very forward thinking organization and understand the advantages of the cloud. This is a trend we expect to see more of."

Growth plans

According to Chen, Captricity expects to double its revenue this year and then double it again next year. "We plan to increase from 15 to 30 full-time employees," he said. "We've recently hired a new director of sales and opened a Washington, DC office to target the federal market."

We asked Chen if Captricity has any acquisition plans to help it extend its technology stack. "With our most recent enterprise software announcement, we expanded our multi-channel capabilities," said Chen. "We can now capture data from faxes, e-mail attachments, and pictures from mobile phones. The variety keeps increasing and we continue to work on IDR.

"Historically, we've developed most of our own

software. Because our platform is so different from anything else in the market, it probably makes more sense to continue to increase our capabilities through our internal development efforts.”

For more information:

<http://captricity.com/founders-desk-captricity-raises-series-b-funding/>

EDITORIAL

Money Trail Leads to Cloud

Couple of interesting investment stories here. One, you have two VCs pooling together to invest \$14 million in a cloud-based capture venture. Two, you have **Fujitsu**, through its subsidiary **KnowledgeLake**, taking an equity stake in **Ephesoft**.

In the meantime, as we reported last issue, it looks like **Lexmark** is going to acquire **ReadSoft** (unless, of course **Hyland**, which competes with Lexmark’s **Perceptive Software** division, comes up with another higher bid). That said, while the prospective price for ReadSoft has increased by almost 25% since Lexmark’s initial bid, it still represents less than 2x revenue for one of the leaders in the document capture software market. We’re guessing Captricity and Ephesoft, both relative start-ups, received considerably higher valuations.

So, what’s the difference between these start-ups and ReadSoft (and Kofax for that matter, which is currently trading on the Nasdaq at about 2.2x annual sales)? In our opinion, it has to do with architecture. Remember that quote about on-premise software and rattlesnakes? Well, it really seems to us that is how a lot of people feel about the future of software.

Ephesoft and Captricity both have 100% Web-based architectures. And while Ephesoft’s architecture certainly makes it cloud-ready, Captricity has gone a step further and exists solely as a cloud business. Is either one of these vendors going to replace Kofax as the capture market leader anytime soon? Probably not, but then again, it took some 20 years for Kodak’s film business to be surpassed by digital cameras, but it happened in a big way.

We don’t want to sound the alarm too loudly—and Kofax, ReadSoft, and other leaders certainly have healthy cloud strategies. TIS even went so far as to buy a cloud ECM platform [see [DIR 7/18/14](#)]. But, at the moment it seems as though investors are a little shy about putting their money behind ISVs with a good deal of client/server software revenue.

We’re not saying that the investment community is always right. We only need to look back to 2000, during the dot-com boom and subsequent bust, to confirm that investors can make mistakes when betting on imaging technology. That year, both Optika Imaging and ActionPoint (the capture ISV that eventually became Captiva) briefly tried to re-invent themselves with e-commerce-centric marketing. This led to both their stock values increasing 10-fold, before they came crashing back to even lower trading levels than before—all within the same year.

There certainly are reasons to be skeptical about the future of cloud capture. After all, Ephesoft CEO Don Field told us, that despite his company’s cloud friendly architecture, to date 90% of Ephesoft’s implementations have been installed on premise behind firewalls. It is the opinion of many that due to the mission critical nature of ECM, it will be amongst the last software applications to shift toward a cloud model—if it even goes that way at all.

Of course, there is the other side of the coin which says that once users realize that trusting their data to people that manage information for a living is more secure than trusting it to less specialized in-house IT staff, the tide will turn. Captricity, which is already touting strong security clearances, is counting on this.

It is certainly hard from where I sit to predict if cloud technology is going to cause a disruptive shift in the capture market. Personally, I’m all in favor of utilizing the cloud whenever possible, but I’m not a multi-million/billion dollar organization that has invested countless amounts of money and time into building my own IT infrastructure. What I can say is that right now, if ISVs take stock in the old saying from the popular Watergate movie *All the President’s Men*, and “follow the money” (well at least the investment capital) it will lead them to a cloud-based business model.

https://www.youtube.com/watch?v=QodGxD19_as

Parascript Targeting SharePoint Users

Two-way integration, handprint capabilities differentiate FormXtra

To date, when we’ve talked about capture for SharePoint, we’ve typically discussed exporting documents from a capture application into the **Microsoft** ECM platform. With its new FormXtra for SharePoint, capture ISV **Parascript** is looking to take SharePoint integration to the next level. The

goal of the Boulder, CO-based ISV is to create a capture application that can be managed from within SharePoint.

“In thought leadership presentations, we are starting to hear a lot of talk about being able to introduce capture at any point in the lifecycle of a document,” said Greg Council, VP of product and services at Parascript. “That is the approach we are taking with FormXtra for SharePoint—both our SDK and full application versions. We are enabling capture to surface within SharePoint itself.

“In our initial version, this means that an administrator can go into SharePoint and create new document types and meta data fields for images,” said Council. “As we start to ally with more SharePoint-centric partners, we will build out more features.

“Currently, to set up a template, a user has to go into the FormXtra Designer. Once there, they can see all SharePoint libraries, lists, and meta data columns. They can then set up fields in FormXtra and map them to the fields in SharePoint. One of the next steps in our development will be to introduce a lightweight version of our template designer that users can launch from within SharePoint. Our ultimate goal is to push down capture as a subsystem within the SharePoint world.”

Related to the new product, Parascript has achieved Microsoft Gold Partner Certification. “On the technical side, we had to show a certain level of Microsoft skills and development capabilities,” Council said. “Then FormXtra had to go through a technical certification.

“We also had to make a revenue commitment. In return for Microsoft giving us access to their resources, we have to provide them with a route to sell their software. SharePoint is one product they expect us to promote, along with others like Windows Workflow services and business intelligence.”

Market still fertile

Despite plenty of competitors already targeting the SharePoint space, Council said there is plenty of opportunity for FormXtra. “If you are a capture company, I can almost guarantee one of your first integrations will be with SharePoint,” he said. “But it’s one thing to have an alliance with Microsoft and release images and data into SharePoint, like many ISVs do. It’s quite another to build a business with Microsoft and create integrated capabilities for the SharePoint world.

“Right now, there is a preponderance of messaging

and Webinars around information governance for SharePoint, because that type of functionality is still lacking. Even though there are vendors really pushing document capture into SharePoint, it’s still the single most fertile land out there for capture technology. No other document management system comes close. Except for maybe some of the new cloud stuff, no other environment offers anywhere near the number of potential customers.”



Greg Council, VP of product and services at Parascript.

Of course, penetrating the SharePoint space typically means cultivating new sales channels outside of traditional document imaging partners. “You have to present yourself as a SharePoint solution and directly cultivate relationships

with organizations that are building practices around information discovery, or KM and BPM using SharePoint as a foundation,” said Council. “Unless you are a very large company, Microsoft corporate will not give you a lot of attention.

“We are taking a very grass roots approach to attracting partners—starting with key regional SharePoint solution providers. We are also working directly with Microsoft’s field sales personnel. We have relationships to make sure they point to us when talking to Microsoft partners looking for capture.”

As it has been able to do throughout its history, Parascript can differentiate itself through the strength of its handprint and cursive writing recognition. In fact, it is currently working with a beta customer that requires handprint capture. “It’s a pharmaceutical manufacturer in the Pacific Northwest—a fairly large company where we are working with a partner,” said Council. “But we don’t only want to stress our handprint capabilities. We also want to differentiate through our strong SharePoint integration plan.”

A hybrid approach

We’ve heard some rumblings in the market that as Microsoft includes more SharePoint capabilities in its Office 365 platform, SharePoint’s usage as an ECM platform may decline. “It’s our view that Microsoft is moving toward a hybrid approach,” said Council. “Ultimately, offering a mix of cloud and on-premise software is the best compromise. Companies don’t want to put everything in the cloud and they don’t need to.

“We have a new release coming in September that will be our first major step toward making our capture capabilities available through SaaS. It won’t

involve just Web clients, but also Web administration, multi-tenancy, and round-trip workflow capabilities. For example, users will be able to capture an image with a mobile device, submit it to a server for processing and data capture, and then do validation back on the device.

“In traditional capture, you might have different clients for capture, administration, and validation. For a SaaS offering, you need to bring those all together.

“The approach we are taking is very similar to Microsoft’s in that we want to deliver our technology on premise, in the cloud, or through a hybrid model. We have built the capabilities to support Office 365 running on Azure. Users should be able to surface the same level of capabilities in a cloud version as they can with their on-premise versions.”

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

Kodak Alaris Upgrades Network Scanner

Kodak Alaris has updated its network scanner with the introduction of the Scan Station 700 Series. The new model features a larger touchscreen, upgraded scanning technology, and new output options over the legacy Scan Station 500, which first came out in 2009. Like the Scan Station 500, the 700 comes in two flavors, including a model designed for integration with third-party software.

“The 700 is based on a newer scanner, our i2000 series, while the 500 was based on the i1200 [which has been discontinued],” said Will Hebert, Kodak Alaris’ portfolio business manager for Document Imaging, network and production scanners. “As a result, users are getting improved image quality, speed, and drivers.

“In addition, we have moved from utilizing Windows XP as an operating system to Windows 7, for obvious reasons in addition to improved performance. Finally, at 9.7 inches, the touchscreen on the 700 has much more real estate in addition to a higher resolution display.”

Both Scan Station 700 models can output images in a variety of formats including TIFF, JPEG, Microsoft Word and Excel, searchable PDF and PDF/A. Potential output destinations include network drives, e-mail, fax servers, printers, portable USB drives, FTP, and SharePoint. Images can be delivered to multiple destinations through a single process.

Specific jobs can be configured through selecting the various formats and outputs. “One new feature is the ability to customize the jobs a user sees based on their log-in credentials in Microsoft Active Directory,” said Hebert. “For example, an admin might set up a series of jobs like mortgage applications, claims, letters to file, and scan-to-email, but only want to make the mortgage application job visible to workers in the loan processing department. So, the admin would set up a group which would be the only users who’d see the “mortgage application” button when they log in.”



The new Kodak Scan Station 700 Series features an improved touchscreen, scanner, and operating system.

For more advanced customization, Kodak Alaris enables systems integrators and ISVs to integrate software with the 720EX model. “We have two types of users that we target with our network scanners,” said Hebert. “The first are organizations comfortable with shared single-button scanning to a common set of destinations with some light business process work, like creating a file name and format. That is where the 700 is targeted.

“The 720EX is designed for users that want more advanced options like the ability to do database look-ups, utilize delivery conformations, check on the status of projects, etc. This is where our ISV, reseller, and systems integration partners come in. They understand their customers’ process needs and can work with them on customized applications that can be accessed through the touchscreen. These types of deals usually involve quite a bit of customer intimacy and tend to create a very sticky relationship.”

Hebert believes it’s these customized implementations that unlock the true value of a network scanner. “When customers and partners realize that a network scanner can really be used to create a scanning kiosk and you don’t have to have a PC to access third-party applications, that’s when they start to say ‘aha,’” he said. “Our goal is to get our customers and partners to think of the Scan Station less like a device and more like a platform for creating solutions.”

In addition, the 720EX comes out of the box with integration to **Kofax’s** Front Office Server distributed capture application as well as a built-in fax modem. “This gives us a higher-end out-of-the-

box model that we haven't had in the past," said Hebert.

The Scan Station 700 lists for \$2,495. The 720 EX lists for \$2,995.

For more information: <http://bit.ly/ScanStation700PR>; <http://bit.ly/KAScanStation700>

REVEILLE PRICING, FROM PAGE 1

"With SharePoint, it's all over the map. For monitoring capture implementations, there is also volume-based pricing."

Reveille launched its cloud service, which is hosted on AWS, earlier this year. Subscription pricing is available for either cloud or on-premise deployments. "The software market is definitely headed in the direction of subscription pricing," Estes told *DIR*. "With this announcement, we are taking subscriptions from something that we had in our hip pocket and could pull out when we needed it to win a deal, to a committed strategy that will hopefully transform our business."

Reveille is currently offering three days of professional services with a subscription contract. "That should get an implementation pretty well started, or even completed in some cases," said Whitney Boudreaux, director of marketing at Reveille. "One of our messages is that Reveille does not take months to install. It truly takes days or maybe a couple weeks."

Estes concluded by stressing that Reveille is not

done innovating to meet evolving market demands. "We are going to keep morphing," he said. "Right now, we are looking at the convergence of file sync and share and social distribution of content—that's not going away. And you have to add mobile device management into the stack. The genie is out of the bottle, people are sharing files outside of IT's control. A vendor like us has to look at participating in that journey."

For more info: <http://bit.ly/Reveillesubscription>; http://pages.reveillesoftware.com/SubOffer_ProfSrvcs.html

BRIEFLY

KMBS Launches Capture App for Finance

Konica Minolta Business Solutions USA announced a new capture application targeted at the financial services industry. Dispatcher Phoenix Finance falls under the MFP vendor's vertically focused EnvisionIT program [see *DIR* 12/6/13]. Dispatcher is KMBS' own-branded capture workflow platform. Integrated directly with the Konica Minolta bizhub MFP control panel, Dispatcher Phoenix Finance offers output of PDF and Office formats, bar code and zonal OCR reading, and intelligent redaction. It can output to a variety of destinations, including a SharePoint Connector. List price is \$3,250, which includes two Active Inputs. More devices can be added through the purchase of additional Input licenses.

Dynamsoft SDK Supports 64-Bit Capture

Capture ISV specialist **Dynamsoft** has updated its .NET SDK to support utilizing 32-bit TWAIN scanners with 64-bit .NET applications. According to a Dynamsoft press release, "64-bit applications allow more memory use and can hold more scanned images than 32-bit."

For more information: <http://bit.ly/Dynamsoft64-bit>

Subscription Order Form for RMG Enterprises, Inc.

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