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NEWS For Immediate Release

Visioneer Announces New Healthcare Program for VARs Provided Exclusively by Cranel Imaging

New comprehensive solutions built around award-winning Visioneer and Xerox DocuMate scanners and services for Healthcare VARs and ISVs and their customers.

PLEASANTON, Calif., January 31, 2011 – Visioneer, Inc., a leader in intelligent document imaging solutions, today announced that they have partnered with [Cranel Imaging](#) to distribute select [Visioneer](#) and [Xerox® DocuMate](#) scanners for the healthcare industry in the United States and Canada. Together Visioneer and Cranel Imaging will combine their expertise in [healthcare solutions](#) to provide VARs and ISVs a superior value proposition to take advantage of the growing Electronic Healthcare Record (EHR) market segments.

“This is a great way for value added resellers and ISVs to adopt a set of proven healthcare solutions to reduce their client’s capital expense and earn exceptional margins,” said Scott Slack, vice president of marketing at Cranel Imaging. “The combination of Cranel Imaging and Visioneer is a big win. This powerful partnership will provide physician offices and hospitals with first-rate local information technology services and exceptional medical document imaging hardware.”

The agreement represents a significant commitment from both parties to reach and serve the growing information technology needs of this market and allows qualified healthcare partners to access bundled hardware and service solutions that address a broad base of healthcare applications targeting the expansion of EHR systems and their deployment.

“Today less than 34% of healthcare institutions have a deployed a full EHR system to address compliancy through US Department of Health and Human Services,” said Bill Kouzi, senior vice president of sales at Visioneer. “This affects their ability to qualify for 2011 incentive payments and we at Visioneer feel there is a tremendous opportunity with Cranel Imaging to address this opportunity.”

Mac Christiansen, Visioneer’s recently promoted Director of Health Care Sales, will spearhead this program. Since joining Visioneer in 2007, Christiansen has played an essential role in managing sales channels for Xerox DocuMate scanners and implementing sales strategies pertaining to these channels.

Details of [Visioneer’s Healthcare Program](#) for Cranel Imaging VARs can be found on the Cranel Imaging website as well as the [application](#) to register for the program.

About Cranel Imaging

As a Value Added Distributor (VAD) in the enterprise content management (ECM), Cranel Imaging serves as a Value Added Reseller (VAR) advocate. Our company is focused on the business advancement of our clients. Cranel Imaging provides a supportive, tailored distribution model to ECM VARs to deliver a solid technology portfolio, product and business expertise and exceptional services delivered by skilled professionals. Visit www.cranelimaging.com

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About Visioneer

Visioneer provides a broad range of scanning solutions for the desktop, distributed and departmental document imaging markets as well as the mobile and remote business scanning segments. In 2003, Visioneer combined its leading scanner technology with the Xerox brand recognition to develop the Xerox® DocuMate® product line. Visioneer and Xerox DocuMate high-performance business scanners and imaging software solutions offer users speed, image quality, advanced paper handling and ease-of-use with exclusive Visioneer OneTouch® technology. For additional information on Visioneer and Xerox scanning solutions, visit www.visioneer.com or www.xeroxscanners.com.

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