

VERTICAL MARKET SOLUTION LEGAL

Situation

General: Paper is a great medium for information, but only in very limited quantities. Paper is lightweight, high contrast, requires no batteries and can be shared among individuals relatively easily. The problems mount as 3 pages become 30, then 300, then 30,000 pages. Storage, retrieval, transportation, re-use, even flammability are obvious drawbacks and problems.

Legal Market: Law offices, courts, clients and administrators handle and manage substantial quantities of paper. An attorney's billable hours may be his stock and trade, but signature on paper is the medium of much of our legal system. Documents are the substance of communication, reference, negotiation and execution of contracts, laws and evidence. Being perhaps the most litigious society on the planet, the amount of paper that fuels and is processed in the American legal system as well as private and corporate law practices is enormous.

Document Management Issues

Many law offices and courts are inundated with banker's boxes and filing cabinets full of paper. It is expensive to store. Retrieval, even with an elaborate filing or indexing system, still requires human intervention to physically search and verify the document being retrieved. Once found, the document usually is handled further (copied, faxed, mailed) adding expense to inconvenience. Then there is the expectation that the document is returned to the proper file location and therefore the risk that it may not. Law offices also consider and often resist elaborate document management systems which can be expensive, complex, long to implement, and difficult to use.

Visioneer Solutions

Scanning incoming and legacy documents into PDF with Visioneer scanners changes the entire document paradigm in a law office. Visioneer has a broad range of document scanner with varying speeds and paper handling choices to streamline the paper-to-digital conversion at the desktop and departmental level. Visioneer scanners bundle PaperPort (award-winning application for managing documents at the desktop) to manage PDF documents with one click. (PDF is a document format standard that can be viewed and printed by any computer platform using the prolific free Acrobat Reader from Adobe.)

With PaperPort, the PDF file is searchable, viewable and printable. This represents both the image of the page, richly captured to include signatures, margin notes, receipt stamps, photographs, graphics, etc., and the full-text of the document, not just an "image" of the words. Now, using simple search features, the user can find any document on their local computer, CD-ROM, or network server. They can also select/copy text from their files for reference and reuse in other electronic files. Law offices can use this solution to capture incoming documents from clients, co- or opposing-counsel. The Visioneer solutions also provide PDF file creation from any Windows application such as Word Perfect, MS Word,

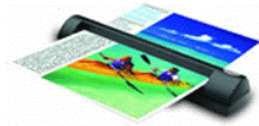
and Excel. This is useful for document archiving as well as ECF (Electronic Case Filing), which US District Courts now accept, but only in PDF format. This makes Visioneer scanners the most complete paper management system for PDF capture, conversion and creation.

Product Solutions

Portable Solution

Strobe XP100 (\$199.99)

The Strobe XP 100 is the perfect companion for the mobile executive. Use it to scan and organize all of your documents, photos, articles, brochures, and business cards. The XP100 packs easily in a laptop bag. It is powered by the USB port to scan in the courtroom, law library, at home, or anywhere.



Desktop Sheetfed Solution

Strobe XP200 (\$299.99)

The Strobe XP 200 is the ideal solution for law office users who need a fast scanner with a small footprint. The Strobe XP 200 fits perfectly between a keyboard and monitor and scans approximately 6 pages per minute. Strobe XP 200 is tightly integrated with ScanSoft PaperPort Deluxe 9 making it easy to scan directly to PDF format. Now you can scan and file all of your legal documents and contracts electronically right alongside your electronic documents from WordPerfect, PDF files from Adobe Acrobat and image files from numerous other applications. The XP200 is Kofax VRS-certified to make this one of the most versatile scanners ever developed.



Workgroup Solution

Strobe XP450 (\$699.99)

The Strobe XP 450 PDF is a compact workgroup scanner that can scan 20 pages per minute and includes a built-in 50-page automatic document feeder (ADF). Connect quickly and easily via the Hi-Speed USB 2.0 interface. The scanner offers one of the smallest footprints of any ADF scanner on the market. Scan any document to Adobe® Portable Document Format (PDF) using the included PaperPort software. The XP450 is also Kofax VRS-certified.

