

A Vioneer White Paper
November, 2005



Enabling Easy Paper Sharing In Web-Based Collaboration

From Paper to People, in just One Touch.



Introduction & Market Overview

“Many people assume that “collaboration” refers to web-conferencing only. Instead, collaboration is a catch-all word that describes all forms of group communication, conferencing, and efficiency.”

- Isaac Garcia, Central Desktop

What is collaboration? According to Documentum, Web-based collaboration has become the preferred way for knowledge workers to communicate and coordinate with each other. In today’s workplace, people tend to execute independently within distributed teams. These teams need to work closely, productively, and creatively toward common goals and deliverables. They need to plan, collaborate, and make decisions as they design and build new products, coordinate their supply chain, work with external clients, and pursue other key business initiatives. EMC Documentum® eRoom makes that possible. eRoom is a secure, Web-based workspace that can be quickly tailored for a specific project, process, or business initiative.

Simply put, it is a Web-based collaborative portal of virtual rooms that can be used to share ideas, comment and solve problems among small or large groups. Typically electronic documents are the basis for collaboration. However, paper documents, while not excluded from eRoom, require multiple steps to enter the eRoom. Scanners must be configured, paper documents must be scanned and saved, and then the user must manually deliver the scanned image to the eRoom. This is a familiar problem to which Vioneer has been extremely successful at solving with OneTouch technology.

eRoom provides an excellent collaborative environment for electronic documents, however, getting *paper* into eRoom is a tedious and time-consuming process.

eCapture for eRoom (or **e4e**), utilizing **Vioneer OneTouch™** technology, allows a user to scan paper documents into the eRoom or folder of their choice with the single push of a button or mouse click.

- Gartner is predicting online collaboration will be worth some \$1.1B by 2008
- Short term, growing demand for collaboration technologies will drive the worldwide market to \$681.7M in 2005, a 16% increase over 2004.

“Vendors are providing more integrated collaboration functionality spanning a variety of content, communication and collaboration technologies. Overall adoption will continue to increase as these technologies become more integrated with business processes.”

- Tom Eid, Gartner Analyst

“So, as the market definition of collaboration continues to expand and increase to include email, conferencing, VoIPing, podcasting, messaging and document sharing...suddenly, the market becomes massive.”

- Isaac Garcia

What is e4e? Simplicity, Ease-of-Use and Convenience

e4e is a software application, with both client and server components that interact with the eRoom server. **e4e** enables users to scan paper directly into the eRoom of their choice in a simple single step by leveraging Vioneer OneTouch technology. Users configure the OneTouch setting for the desired document type (i.e., paper size, resolution, color depth), file format (e.g., searchable PDF, PDF, JPEG, BMP), and the target eRoom. Then, simply press the OneTouch button on their Vioneer- or Xerox-branded scanner, and the document is scanned, formatted, sent to eRoom, and stored. It is quite easy to preset the scanner buttons to a target eRoom and document format, and then scan documents directly. **e4e** includes the ability to preview files, attach other electronic files, select different eRooms or folders, and batch and forward a group of files.

Integration with Documentum eRoom

Vioneer and Daybreak ICS received the EMC “Designed for Documentum” logo designation, a mark of quality and value that customers insist on in enterprise applications. The Designed for Documentum accreditation demonstrates that eCapture for eRoom has successfully met a comprehensive set of criteria for good design, development and implementation. As members of the EMC Documentum Application Logo Program, Vioneer and Daybreak received specialized design consultation and guidance, along with access to dedicated EMC content management technical resources. As members, Vioneer and Daybreak received specialized design consultation and guidance, along with access to dedicated EMC content management technical resources.



Target Customers

The e4e solution is horizontal in nature (any workgroups who have paper) and spans most vertical markets. Customers most likely to deploy e4e are current eRoom users seeking to add paper documents to existing eRooms or collaborative projects. By

introducing simplicity and ease-of-use to the collaboration process, eRoom users can bring paper documents to equal footing with the electronic documents that populate their eRooms today. **e4e** is a scalable document management solution from smaller organizations, workgroups and departmental users to Fortune 100 enterprise eRoom deployments. There has been considerable excitement among resellers in having a complete solution (scan, capture, repository). Many resellers have sold *against* eRoom (tough to do) and now are delighted with the opportunity to sell *with* it.

Early customers of **e4e** have been large eRoom environments in a variety of markets, for example, advertising, litigation, and federal agencies. Beta customers were consulted early in the development process and found the solution concept most compelling. They agreed to be involved in early product testing so they could gain familiarity with the product and contribute to the feature set of the final product.

Product Features and Capabilities

OneTouch Technology Overview and Scanner Integration. Document management and business scanner needs have changed substantially in the last 10 years; so have Vioneer scanning solutions. The need for ease of use in business scanning is growing exponentially with every scanner sold - especially when the new devices are being deployed at the desktop or in small workgroups. Many scanners are now featuring "buttons," but not all buttons are created equal.

What do those buttons do?

Other scanners = initiate scanning and leave the rest up to you.

Vioneer OneTouch scanners = initiate scanning, open destination application, convert image, create new file, import image, completes process. OneTouch technology allow you to easily set the "destination" of their scanned documents by pressing a button and selecting a preprogrammed (or user-customizable) scan setting. "Destination" examples include scan to searchable PDF, scan to email, scan to print, scan to local or network folder, scan to OCR and scan to archive.

Vioneer simplified the process of scan-to-application on the desktop with OneTouch. It is a natural progression to bring that ease-of-use to the enterprise and client-server applications such as eRoom.

eRoom Key Features

- Collaboration: project management, calendaring, databases
- File management and indexing: folder structure and navigation, security levels
- Business automation functions: notifications and routing buttons

e4e Key Features

- Searchable PDF within eRoom
- OCR scanning enables you to save PDF documents that can be searched via the eRoom search engine
- Scan offline/batch upload capability with the following functions
- Scan offline
- Create/add to batch queue
- Preview files in batch queue
- Remove from queue
- Upload batch when online
- Full support for scanned file formats including
- Searchable PDF (sPDF)
- Graphics (.bmp, .tif, .jpg)
- Optical Character Recognition (OCR)
- Preset options allow running in the following modes
- Full auto-scan to eRoom using system filenames
- User-defined filenames by date, time, username, or custom prefix

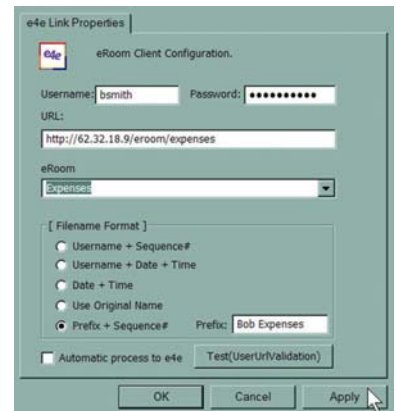
How e4e Works

- Client component is installed on user's PC. Server component is installed on the eRoom server
- The components communicate securely via https
- User configures the OneTouch setting for the desired document type, file format, and target eRoom and folder
- Simply press the OneTouch button!

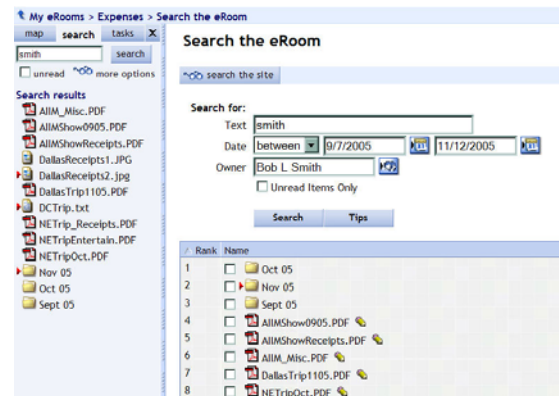
1) Set properties in the OneTouch configuration screen for e4e



2) Enter destination information in e4e Link Properties...

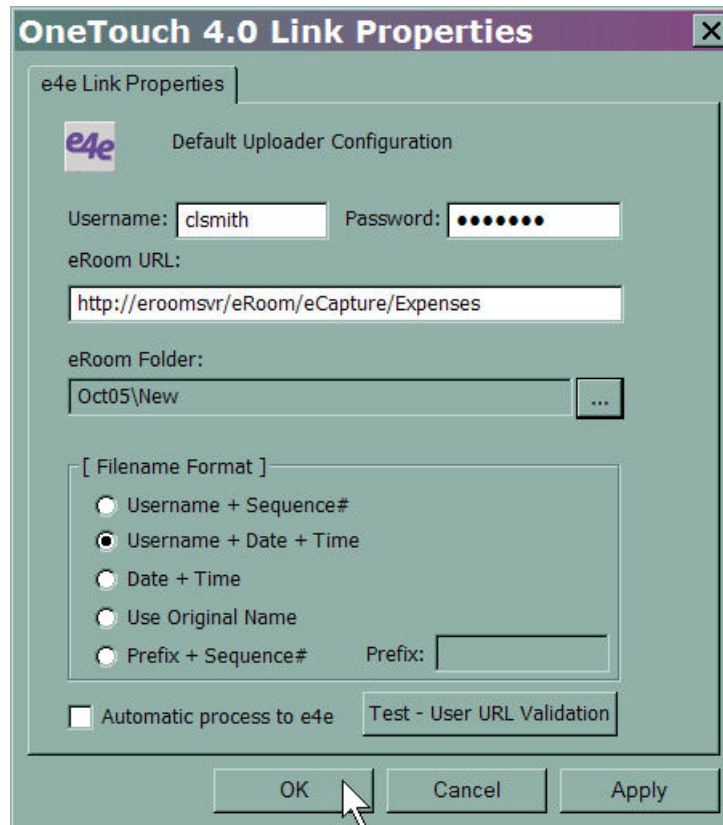


3) Scan into the e4e client and then search in eRoom!

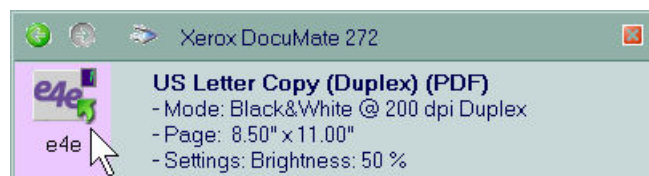


When documents are scanned to sPDF (searchable PDF) format, the full-text is fed automatically to the eRoom index search capability. Users can search in eRooms to find all documents containing specified text across eRooms and folders. Instead of having to open each scanned image and read it, users can search throughout the contents of one or more eRooms to find all occurrences of a specified word or phrase.

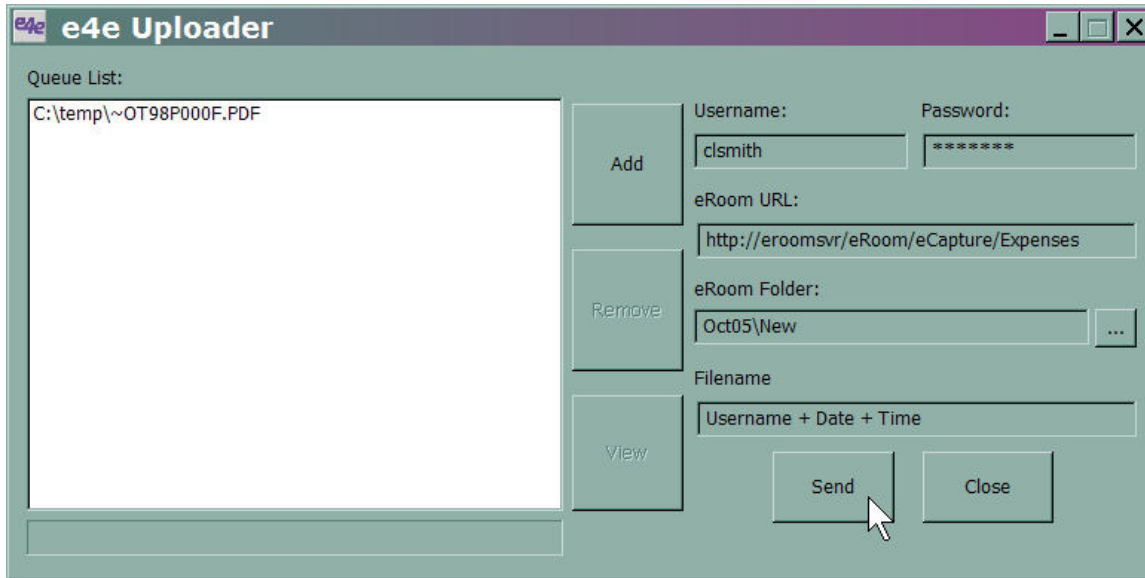
Enter e4e configuration information for a OneTouch button: Username, Password, eRoom URL and Folder, and Filename format.



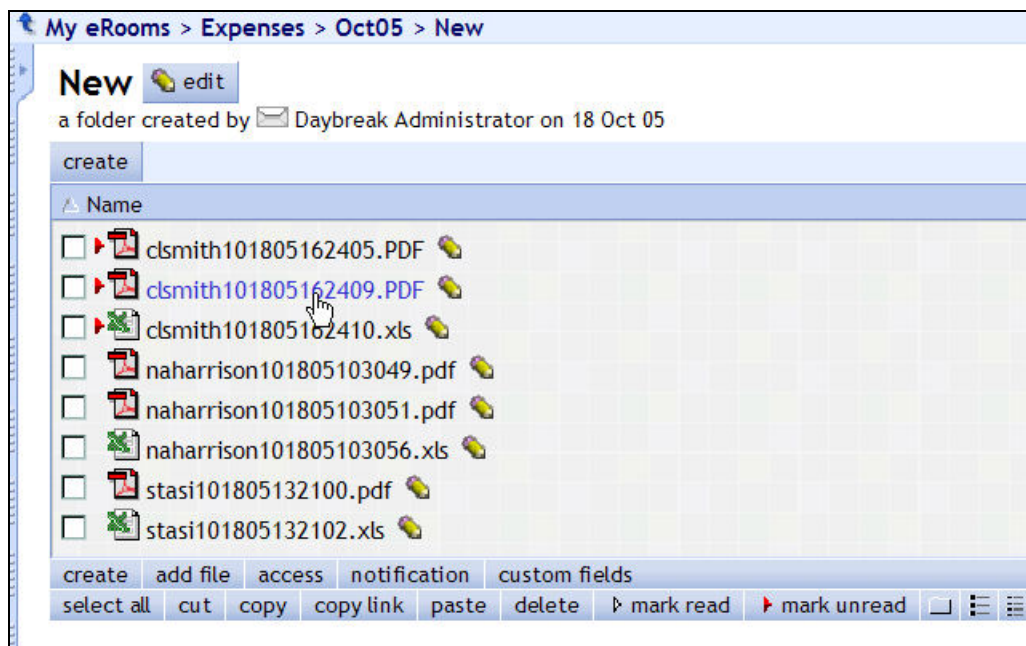
Click the configured e4e button to scan a document...



The document is scanned, processed, and the e4e Uploader pops up showing the temporary filename. Click Send...



To forward the document to the eRoom!



Company Information

Visioneer, Inc.

Visioneer's high-performance business scanners and imaging software solutions have always offered business users speed, quality, and advanced paper handling options. In 2003, Visioneer combined its leading scanner technology with the Xerox brand recognition to develop the Xerox DocuMate series of workgroup scanners. In 2004 and again in 2005, the Xerox DocuMate 252 and DocuMate 272, respectively, were ranked by AIIM as best desktop document scanner. In 2005 the Xerox DocuMate 262 was given an Editors' Choice Award from *PC Magazine* for its price/performance, ease-of-use and best document management software. For additional information on Visioneer and Xerox scanning solutions, please visit www.visioneer.com or www.xeroxscanners.com.



Daybreak Intellectual Capital Solutions, Inc.

Daybreak ICS provides a full suite of enterprise content management (ECM) products and services in the create/capture, manage, deliver, and archive spaces. Daybreak delivers a 360 degree view of the Documentum implementation having been users, consultants / implementers, integrators, and trainers of the market-leading Documentum content management system. Daybreak offers implementation of customized solutions and cohesive training across clients' business environments. Whether needing more from an existing system or planning a new system, Daybreak can help integrate the powers of process and technology to achieve the desired results. Daybreak is committed to client success. Daybreak is a Documentum Select Services team member, Arbortext Alliance partner, professional member of AIIM International. Preferred provider of custom training for Documentum and Arbortext. For more information, visit www.daybreakICS.com.