Product Line	Product Team
Kodak i9600 Series Writers **Kodak i9610 Writer / Kodak i9620 Writer**	John Buescher, Product Manager Nancy Dhurjaty, US/C Product Marketing Manager Eric Bruening, W/W Product Marketing Manager Customer Support Center: 1-800-822-1414 Presale Support: Technical Managers Locally Certified Technical Trainers (Kodak Service)

Product Names	Product Description
Kodak i9610 Writer — cat# 184 8613 *Kodak* i9620 Writer — cat# 154 8858 Reference Archive Media 3433 — cat# 862 5147 Reference Archive Media 1433 — cat# 153 4601 *Kodak* Smart Cassette 215 — cat# 835 7584 *Kodak* Smart Cassette 100 — cat# 153 7166 *Kodak* i9600 Application Software Kit — cat# 148 8964 This Kit Includes: ❑ Electronic Microimager Software for use with *Kodak*Capture Software ❑ i9600 Application Software v 1.0 ❑ Value Pack Software	These products enable the creation of a Reference Archive – an unalterable, authoritative reference for business records. These records are written as images on *Kodak* Reference Archive Media providing low cost, long-term storage and easy retrieval. *Kodak* Electronic Microimager Software is an easy-to-use batch output format integrated specifically with *Kodak* Capture Software. ❑ The *Kodak* i9610 Writer is a high-performance network computer peripheral that produces high-quality bi-tonal images on *Kodak* Reference Archive Media. ❑ The *Kodak* i9620 Writer has twice the writing speed of the i9610 Writer.

Positioning Statement	Business Strategy
The i9600 Series Writers are ideal for converting electronically generated or scanned business documents to images on trusted *Kodak* Reference Archive Media. These Writers set the standard for converting digital images to safe, secure, technology independent analog archival storage media. No competitive offering can provide the reliability, speed and ease of use offered with the i9600 Series Writers.	Promote the creation of a Reference Archive – an unalterable, authoritative reference for business records. This is a necessary component to any imaging system and the most effective method for ensuring business continuity and access to vital records. A Reference Archive eliminates the ongoing costs and risks of a digital only storage system (Media and Application Migration).

Value Proposition

Target Segments: Public Sector, Regulated Industries, Pharmaceuticals, Insurance, Financial and Medical
Target Customers: Service bureaus serving businesses in the target segment. CEO/CIO/CTO/CFO with personal accountability for the validity and accuracy of business records and financial reports.

Benefits: A Reference Archive stores images of business records long term at low cost without concern for technology changes. The digital imaging system delivers real-time access to business information as the Reference Archive captures and maintains the original transaction context and content on trusted Kodak Reference Archive Media –LE500 rated. Eliminates the ongoing risks of technology obsolescence and migration common to magnetic and phase-change storage media systems (tape, OD, CD-ROM, DVD,DVD-II, disk, etc.)

Key Features and Benefits

The system allows users to immediately create a Reference Archive of "moments in time" protecting against fraud, loss and litigation. Files that are no longer in an active phase can be removed from the on-line storage systems freeing space and reducing cost. The customer can access these removed images via the Reference Archive if needed in the future.

Features	Benefits
❑ RJ45 Ethernet connection	❑ Network ready – easily plugs into existing TCP/IP network topology
❑ Improved imaging components and high resolution LED writing engine	❑ Higher quality images, higher writing speed available on the i9620
❑ Improved electronics and firmware	❑ More stable operation, higher productivity
❑ Enhanced image processing engine	❑ Accepts larger image files, higher productivity
❑ Accepts TIFF image files in JBIG, Group III or Group IV compressed and uncompressed	❑ Widely accepted image format commonly used in production scanning and document imaging applications; Accepts single- or multi-page TIFF
❑ Standard, high capacity and custom output options supported	❑ Easily select output formats for most applications; Allows for customization to support unique customer requirements

Features (continued)	Benefits (continued)
❑ Supports ANSI / ISO standards	❑ Output is compatible with current retrieval platforms and ensures efficient and accurate retrievals
❑ 3-level indexing	❑ Folder, document and page grouping logic is easily conveyed and stored on the media
❑ Auto exception image scaling	❑ Prevents exception images from stopping job; Maintains highest productivity
❑ Selectable image polarity	❑ Set polarity to match distribution strategy – secondary duplications or direct viewing
❑ Dual media bays	❑ Create two originals from one writing session; One roll can be used for on-site retrieval and the second can be safely stored at an off-site backup location
❑ Improved cassette battery life	❑ Higher productivity, less interruptions, lower costs
❑ Reference Archive Media optimized for i9600 Writer	❑ Highest quality images and reduced artifacts
❑ Value Pack Software CD	❑ A set of useful applications that augment the capabilities of the i9600 Series Writers. These applications include demo versions, freeware and shareware.
❑ Unattended "lights out" operation	❑ Writer can operate unattended – only need to change media

Current Availability
US Warranty and Service Agreements

General Availability of Writer, AWIS version 3.0 and Cassettes is January 2003. Application Software Kit with AWIS v3.1 available Q2-2003, i9600 Application Software available Q3-2003. Product sold in all regions.

US Warranty: 90 days

Service Care Kits available 1/1/2003

106-9061	KODAK Care Kit i9610 Writer EMA
129-1095	KODAK Care Kit i9610 Writer 1 Yr Extended Warranty
169-5261	KODAK Care Kit i9610 Writer 3 Yr Extended Warranty
186-1442	KODAK Care Kit i9620 Writer EMA
160-2036	KODAK Care Kit i9620 Writer 1 Yr Extended Warranty
109-7930	KODAK Care Kit i9620 Writer 2 Yr Extended Warranty
118-4415	KODAK Care Kit i9620 Writer 3 Yr Extended Warranty
172 4459	Smart Cassette 100

Product and Service Cat Number Information

184 8613	*Kodak* i9610 Writer
154 8858	*Kodak* i9620 Writer
862 5147	Reference Archive Media 3433 (16mm x 215 ft)
153 4601	Reference Archive Media 1433 (16mm x 100 ft)
835 7584	*Kodak* Smart Cassette 215
153 7166	*Kodak* Smart Cassette 100
148 8964	*Kodak* i9600 Application Software Kit
883-4350	Certified Operator Training by Kodak Service*
877-1495	Pre-installation Site Certification by Kodak Service*
	* Required for first time installation at a site

Kodak Enhancement Services Available:

119 2947	Care Kit for i9600 Series Writers Site Accreditation
190 7575	Care Kit for Application Software Kit Training
171 5796	Care Kit for Writer Site Accreditation / Software Training
838 7235	Care Kit for Site and Power Certification
106 4153	Care Kit for Complete Site Readiness Package
113 1770	Care Kit for Site Inspection
120 9741	Additional Students (ea) $250 FE/CTT
831 0005	Care Kit for Basic Windows Overview
119 5114	Care Kit for Microfilm Applications

Other Suppliers

The other suppliers of writing images to film are listed below. All use derivatives of their COM products; all use wet process film. All claim conversion of AFP and Xerox Metacode files. The following is based on publicly available information

Other Supplier	Product	Comments	Price Estimate
Anacomp	XFP-2000	Need to add 16mm kit; may be limited to one channel only at 40:1; installed in a few service bureaus; will also do 105mm fiche on same unit	$50,000.00+ for kit; XFP is ~$200,000
	XPD-1600	Modified XFP 16mm only, 4Q99 availability	est. $80,000 plus software
Agfa		16mm and 105mm; speed unknown; Mainly sold in Europe	$200,000.00+
IGI	EBR 3000 EBR 6000	16mm, 35mm, 70mm, 105mm; very high resolution images and drawings; soliciting services	$300,000.00+ $200,000.00

Key Selling Points

- ❑ The recognized standard for regulated industries and government agencies tasked with preserving the public record
- ❑ Records written to Reference Archive Media are safe from viruses and negligent spoliation
- ❑ Reference Archive Media meets all requirements for LE 500 media.
- ❑ Network-ready, the i9600 Series Writers easily plug into TCP/IP topology
- ❑ Preserves the clarity and detail of scanned documents
- ❑ Images can be digitized using a product like the *Kodak* i7300 Scanner and viewed and shared on a computer like any other digital file
- ❑ Records can be grouped and output to rolls selectively in batches or automatically in a polling mode

Potential Weaknesses

- ❑ The Writer does not accept native PostScript, AFP or Xerox DJDE/Metacode file formats. Most of the competitors say they have this capability.
- ❑ The Writer does not accept gray scale images. Several packages exist to convert Gray & JPEG to bi-tonal TIFF

[NOTE: Many 3rd party integrations are available for converting non-TIFF images to TIFF and connecting the i9600 Series Writers to workflow and document management systems. Check for latest integrations available on our website: www.kodak.com/go/referencearchiving]

Market Segments

The segments are those users of digital imaging systems across all markets and industries that have:
1) users that want to create the Reference Archive at the point of capture
2) business seeking to reduce risk of loss, fraud and litigation
3) highly regulated industries (think Sarbanes Oxly Act, HIPPA, others)
4) have long term image storage requirements
5) where the image volume is extremely high Reference Archive is very cost effective

Vertical Segments: Public Sector, Regulated Industries, Pharmaceuticals, Insurance (Property, Medical), Banking and Financial

Products Integrated: InputAccel, ImageSilo, PaperFlow, PaperVision, PaperVision.new, OCRFlow, QCFlow, DataFlow, Ascent Capture, Adrenaline, Hyland OnBase, ImageControls, Kofile Visual Information (KoVIS), Results Engineering, InfoImage Folder, SceneAccess.net and DocumentAccess.net

Integrators include: IBM, ACS, AmCAD, BIS. Captiva / ActionPoint, Digitech Systems, Inc, Image Solutions, Kofax Imaging Products, eiStream, Parker-Lowe, Results Engineering, Software Finesse, L.L.C., Unisys Corporation

Target Applications

Electronic Microimaging
Every image written to film will have PerfectPage quality when scanned using *Kodak* Innovation Series Scanners.
Digital Preservation
By capturing knowledge assets with the Reference Archive Capture Subsystem, assurance of retrieval and readability are

Region Specific Information

All Regions: The issue of legality needs to be developed locally. The film images from the i9600 Series Writers are copies of the previous digital image. The user must prescribe to the local laws, regulations, etc. and it is their user's responsibility to assure the acceptance

Target Applications (continued)

maintained over hundreds of years without the expense and risk of digital migration.

Storage Management

Utilizing a Reference Archive Capture Subsystem reduces the cost and burden of digital storage. Storage management costs are typically 7 to 10 times the cost of the physical storage device per year.

Digital Validation

The Reference Archive Capture Subsystem can support the capture of E-Business transactions executed between supply chain, distribution partner and its consumers. By capturing information at the moment of transaction a trustworthy record is available as evidence when needed.

All File Folder Applications in any end user sites

Counties:	Land Title records, Court case transcripts
Banking:	Cash Management, Mortgage & Loan Files,
Insurance:	Life Policies, Pension Files, Health Claims
Manufacturing:	Product records, Payroll and Personnel Files, Technical Publications, Airline Maintenance Manuals
Nuclear Plants	Parts and Service Maintenance records
Service Bureaus:	Outsourcing above, Rotary film

Region Specific Information (continued)

        of the film images. It is not a responsibility or liability of Kodak.

❑ The software user interface is available English, French, German, Italian, Spanish, and Portuguese-Brazilian.

❑ The Document Archive Writer will produce images in any language as it is writing TIFF images not characters.

Channels of Distribution & Publications

The products are sold via the regional sales channels.

Publications: The following are available on the TKX

A-5415	Kodak i9600 Series Writers Sell Sheet
A-61058	User's Guide for the i9600 Series Writers
A-61060	i9600 Writer Troubleshooting Reference Guide
A-61062	Installation Planning Guide for the i9600 Series Writers
A-61151	Integrator's Guide
A-6295R	"Corporate Accountability, the New IT Liability"
A-6296	"How to conduct trustworthy online contract negotiations in an era of doubt."
A-6254R	"Managing Moments in Time"
A-6236R	"Digits to Dust"
A-6235R	"Whoops, there goes another CD-ROM"

Specs: 24.2"W x 31.9"D x 47.1" H   350 lbs

Customer Requirements

The customer is required to provide the following for installation and connectivity of the i9600 Series Writers: Workstation with 300MHz or greater Pentium™ II, 64MB RAM (128 MB or more is recommended), CD-ROM, 1-2 GB hard drive or enough space to hold resident software and image files, 28.8baud modem, monitor, keyboard, Ethernet adapter compatible with IEE 802.3 Ethernet. Two are recommended; one for dedicated use between the Writer and the host PC and one for connecting to your local network. The 3Com EtherLink III is recommended for the Writer/host PC connection. *Cables:* A yellow-shielded crossover cable is provided by Kodak for the direct connection between the Writer and the host PC or workstation. **Required Software:**

❑ Supported operating systems: *Microsoft™* Windows NT V 4.0. (workstation and server version), with Service Pack 4 or higher or *Microsoft™* Windows 2000, Professional or Server).

❑ *Microsoft™* Access (recommended but not required).

❑ FTP server installed. The FTP servers provided by *Microsoft™* with their operating systems are recommended. For Windows NT 4.0 Workstation the FTP server is provided in the Microsoft Peer Web Services package (PWS) on the Windows NT 4.0 installation CD. For Windows 2000 Professional the FTP server is provided in the Internet Information Services package (IIS) on the Windows 2000 installation CD.

❑ The host PC must support the TCP/IP network protocol.