



Digiscribe impresses clients with scanning speed and image quality

SITUATION

Digiscribe International, LLC needed a quicker way to scan accounts payable, proof of delivery, and litigation support documents at 300 dpi.

OBJECTIVE

Purchase a scanner that scans at full-rated speed at 300 dpi to increase productivity—and profits.

SOLUTION

One **Kodak** i780 Scanner, two **Kodak** i660 Scanners, **Digitech Systems' PaperFlow™** Capture Software and **ImageSilo®** Enterprise Content Management Service.

COMMENTS

"When customers see our **Kodak** i780 and i660 Scanners in action, they gain immediate peace of mind and confidence in our ability to do the job right."

~ Mitchell J. Taube,
CEO,
Digiscribe International, LLC

Scanning is a visual business. So as part of the sales process, Digiscribe invites potential customers to its facility to see its scanners in action. To say customers are impressed with the image quality and speed of its scanners from Kodak is putting it mildly; the reaction is one of sheer awe and amazement.

"When customers stand behind an operator scanning documents on our **Kodak** i780 and i660 Scanners, and see the scanned image on screen—and then compare that image to the original, they are wowed and impressed," says Mitch Taube, CEO, Digiscribe International, LLC. "I've heard everything from, 'Wow. Unbelievable!' to, 'That looks a lot better than the poor-quality documents I gave you!' to, 'I've never seen a scanner scan that fast with such excellent images!'"

Scanning for success in multiple industries

Digiscribe International, LLC provides scanning services that convert backfile and day-forward paper documents into digital images for customers primarily in the New York metro area. Founded in Westchester County, NY in 2001, Digiscribe employs 25 people and processes approximately 200,000 images per day.

"We serve customers in many industries," notes Taube, "So we scan a mixed variety of documents including accounts payable, proofs of delivery, lease files, expense reports, medical records, and client files—everything from small runs of affinity program reply cards to tens of thousands of proof of delivery documents."

King of the toolkit: scanners from Kodak

Digiscribe provides a full solution for its customers, including outsource scanning and Software as a Service. Customers send Digiscribe boxes of documents on a regular basis and Digiscribe then:

- Preps the documents by pulling staples and clips, for example
- Scans the documents
- Quality controls the end result
- Indexes the images with unique identifiers using **Digitech Systems' PaperFlow** Image Capture Software
- Performs another round of quality control to make sure the images and indexes work together
- Puts the completed electronic files in a "virtual file room"—a Web-hosted repository based on **Digitech Systems' ImageSilo** Service

"We provide a full solution, but scanners from Kodak are the most important piece in our toolkit. They give us best-of-breed speed, accuracy, and image quality," says Taube.

Digiscribe grows business, productivity, and profits

Digiscribe launched its company with **Kodak** 3520 Scanners in 2001; and as business grew, they upgraded to **Kodak** i660 Scanners. Recently, Digiscribe purchased its first **Kodak** i780 Scanner.

Though he has tested competitors' scanners, Taube says, "We didn't look at competitive products this time. We've always been satisfied with the products and service from Kodak. They give us great value. Kodak makes best-in-breed machines, and so we stay loyal to scanners from Kodak."

Full-rated speed at 300 dpi

Digiscribe purchased its **Kodak i780** Scanner for a very specific function. "It was a productivity decision," says Taube. "The **Kodak i780** Scanner allows us to scan litigation support and other documents at full-rated speed of approximately 130 pages per minute—even at 300 dpi. That's 30% faster than many other scanners at 300 dpi."

With its new ability to scan at full-rated speed at 300 dpi, the company can bring in more business. In other words, "The faster we can accurately scan, the more jobs we can process quickly," remarks Taube.

Practical features win customers: auto-orientation, Perfect Page, multi-feed detection

The **Kodak i780** Scanner in particular, and also the **Kodak i660** Scanners, feature several capabilities that impress customers and make life easier for Digiscribe and its employees.

Auto-orientation: When a document is scanned upside down, the **Kodak i780** Scanner flips it the right way automatically; so Digiscribe scanning operators no longer have to flip documents manually as part of the prep process. Even if the documents are a mix of portrait and landscape, they can be scanned one way; and the scanner automatically orients the page in the right direction, which saves time and labor.

Perfect Page Image Processing Technology: Thanks to Perfect Page imaging, customers see images on screen that look better than the originals. This feature delivers crisp, high-quality images regardless of the quality of the original document.

Ultrasonic Multi-Feed Detection:

This capability automatically detects and prevents two pages from sticking together, which reassures customers that all pages will be scanned.

Greater confidence equals more customers

After potential customers take the tour of Digiscribe's facility and see the **Kodak i780** and **i660** Scanners in action, they head back to the conference room. It's an easier sell at that point.

"I hear them talking amongst themselves, and they say, 'This company is experienced. They're professionals, and they have all the right tools to meet our needs.'"

Taube continues, "When customers see our **Kodak i780** and **i660** Scanners in action, they gain immediate peace of mind and confidence in our ability to do the job right."

To learn more about **Kodak** Document Imaging Products and Services, contact your Authorized Reseller of **Kodak** Products, call 1.800.944.6171, or log on to www.kodak.com/go/docimaging.



Kodak i780 Scanners—Because mission-critical workloads demand real-world speed.



Kodak i660 Scanners—Easy on your operators and your bottom line.