

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

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May 1, 2009

THIS JUST IN!

INVOICE CAPTURE ATTRACTS VAR

AnyDoc recently signed up a new reseller, **Integrated Document Technologies**, which is based out of Chicago. IDT has been in the document management/ECM business since 1992, and in 2001 added ERP and CRM solutions to its offerings. Its ECM partners include the **Marex Group, Hyland, Oracle,** and **KnowledgeLake**. IDT also offers several capture options.

IDT's main attraction to AnyDoc seems to be invoice capture technology. "What attracted us to partner with AnyDoc was its rich history of successful implementations, especially in the accounts payable market," said Paul Winiacki, national sales manager of IDT, in a press release announcing the partnership. "AnyDoc's advanced document processing and data capture functionally will dovetail nicely with our own in-house procure-to-pay expertise."

<http://www.idt-inc.com>; <http://www.AnyDocSoftware.com>

ZyLab reports strong growth

ZyLab, the Netherlands-based ISV, which recently reported 30% growth for the first quarter of 2009 over Q1 2008 (including 65% in North America) has opened an office in San Francisco. It will complement the company's Beltway-area U.S. headquarters in McLean, VA, and its New York sales office. Stephen Decelle has been named west coast sales manager.

"The most prominent segments in our sales pipeline are for e-discovery and compliance solutions, and the market for both still has tremendous momentum," noted Dr. Johannes Scholtes, CEO of ZyLab. "The consistent strength of orders from government clients is notable as well."

For more information: <http://www.zylab.com>