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## Opengear's Out-Of-Band Management Software Gets Even Smarter



# MEKEL TECHNOLOGY MICROFILM SCANNERS

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every microfiche and every aperture card scanned

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Service bureaus, corporations,  
financial institutions,  
healthcare and  
government  
entities

s and other organizations involved in converting microfilm images into digital files are continually challenged to deliver high-quality images. This is often difficult when microform (microfilm, microfiche or aperture cards) collections: a) haven't been stored properly; b) were created over many decades by many vendors or in-house processing labs; and/or c) were not filmed or processed under conditions meeting acceptable industry standards.

Additionally, clients expect the value that

comes with production efficiency. We are fortunate to be in an industry where emerging technology allows these

challenges to be met – often far beyond expectations. This paper will discuss the Mekel Technology brand of microfilm and microfiche scanners, featuring several organizations that have found them to offer a competitive advantage over other solutions in the market.

In an era where many practitioners of today's digital imaging technologies have never experienced microfilm, it may seem archaic to discuss bringing microform images back to life. The fact is that there are billions of images stored on microform. Why? Because – with an estimated life span of 500



years when stored properly – microfilm was and still is the most reliable preservation medium. Even today, microfilm is included as part of many comprehensive compliance and disaster recovery plans.

These stored images contain everything from historical collections such as newspaper and personal archives to important membership, financial, land and health records to engineering and architectural renderings and more. While some may not have value to today's audiences, others contain incredibly important information or enlightening historical reference materials that merit digital sharing or public access. The digitization process demands technology that can create images for importation into ever-changing line-of-business software systems, dedicated ECM and other document management solutions.

#### Engineering Evolution

In 1989, Meke! Technology introduced the first commercial microfilm scanner to the market, followed by the first auto-load microfiche scanner in 1991. In 2003, the firm was acquired by The Crowley Company, which sells analog and digital hardware and also uses them in their own service bureau, Crowley Imaging. The purchase of Meke! Technology added a manufacturing arm to the company and the original products have been completely re-engineered into today's market-leading MACH-series scanners.

The daily use of these scanners by Crowley Imaging employees allows for continuous improvement as the service bureau reflects the same operating environment as other Meke! Technology clients. The focus is always on image quality, speed, ease-of-use, superior build quality and – ultimately – reducing the overall cost to scan.

It is typically a professional document conversion service bureau that is given the responsibility of conducting large-scale conversions of legacy information from microfilm. When security or other factors prevent organizations from outsourcing, an entity may elect to operate their own scanning department. Service providers – bureaus or in-house departments – can purchase Meke! microfilm scanning equipment that offers the latest technology. The MACH-series scanners ship with QuantumScan™ and QuantumProcess™ – Meke!'s dedicated software that can provide the images and data to exceed expectations.

#### The Scanners

The technology of the Meke! product line sets the standard in our industry today. The units deliver quality and efficiency that go well beyond the descriptions and specifications highlighted in the MACH-series literature. Following side-by-side demonstrations of a Meke! and a competitive unit in purchase evaluations, buyers most often remark on Meke!'s ease of use and fast scan time from roll-in-hand to delivered image.

The MACH-series microfilm product line includes the following scanners. Each scanner uses a focused LED light source, runs on QuantumScan and QuantumProcess software, creates

quality bitonal and grayscale images from microfilm in various states of composition and scans up to 1,000 foot/individual rolls.

#### MACH3Q

Digitizes 180 images per minute at 200 dpi\*

#### MACH5

Digitizes up to 700 images per minute at 200 dpi\*

#### MACH10

Digitizes up to 1400 images per minute at 200 dpi\*

#### MACH12

Specifically designed for production volume archival scanning, this unit scans to FADGI, Library of Congress, Metamorphose, NARA and NDNP preservation specifications for both 16mm and 35mm film

\*MACH 3Q, 5 and 10 have a true optical dpi range of 100-600; speeds vary depending on dpi. The MACH12 can exceed 600 dpi resolution.

It's worth noting that the units require no re-loading and no re-scanning and offer 100% accurate image capture.

This allows for minimal time out of storage; the microfilm is scanned once and returned to the owner's inventory. Additionally, the scanners are driven by an external PC which is viewed as a competitive advantage (see "Reliability").

The MACH-series product line also includes these microfiche scanners:

#### MACH6

Digitizes 100 images per minute

#### MACH7

Digitizes up to 200 images per minute in addition to the high-resolution camera used for image capture, Meke!'s fiche scanners employ a separate prescan and title bar camera used for image ▶

procedure for Meko scanners]

The conversion experts at ImageSource and Mountain States Imaging reported similar results when discussing the Quantum software and the competitive advantage it gave them in the marketplace.

MSI's Candela praises, "The Quantum processing software is incredible. On our COM fiche conversion project, we scan 200 fiche per day, per machine on-site. The Meko scanners process better and faster than our former scanners because we don't need a server attached to each machine. We are able to save scanned images to an external drive that is transported back to the main processing center where multiple people do the post-processing with the Quantum software. This is a tremendous competitive advantage for our company." At 270 images per standard microfiche, this equates to an impressive 54,000 images per day per scanner.

Candela continues, "It's very easy to use on the fly. You get everything at once and multiple ways to correct image quality if needed. Our old scanners did not have this capability. Our scanning operator also likes not having to go back and 'mess' with density. We have five people auditing back in Colorado so that our production staff can concentrate on efficiency. Our old nextScan units have a delay and have to be audited as we scan. This slows you down when working against a tight timeline. For this project, we would have needed twice the crew and twice the hard drive space to accomplish the same production we get from our Mekos."

ImageSource's Ivie feels similarly, "The Quantum processing software is amazing when one considers all of the options and functionalities such as image clean-up and being able to scan once without having to reload a roll to make an adjustment to an image. The Quantum software saves us time and money because we scan once and can have multiple workstations processing rolls in the background. With our old scanner technology, we would have had to purchase multiple scanners to achieve our current high output capabilities."

#### Reliability

Service companies rely heavily on their hardware and software vendors to maximize the revenue generation capabilities

and deliver projects on time and on budget. The service providers we spoke to were all impressed with the responsiveness and quality of the service and technical support they received after purchasing Meko scanners.

Candela at MSI said, "We just recently needed scanner maintenance for the first time. The tech support at Crowley was fabulous, incredible. If we have an issue they simply schedule an online meeting, troubleshoot and fix it on the spot. We don't have to send the unit back to the factory and lose revenue and customer goodwill when production schedules slip. Unfortunately, the nextScan comes with its own server and hard drive so there is no room for error. If there's an issue, the whole unit has to be shipped out for service. With Meko, the freestanding computer is an easy fix and it reduces downtime."

When discussing Meko service and support, Ivie noted, "We have come across some odd rolls of microfilm, such as film missing blips. We contacted Crowley and they were able to support us remotely. I've yet to find a piece of film from which the Mekos can't pull an image. Even with the original installation there was very little training needed because of ease of use. We have been using the equipment for two years without any issues."

#### Real ROI

The consistent performance of Meko scanners also translates into quantifiable savings and a proven ROI for the imaging operations that incorporate this equipment into their scanning conversion operations.

Ryan Ivie at ImageSource sums it up this way, "We would have to charge double or triple the price if we were using our old equipment because we would have had to purchase more scanners and add additional staff to meet deadlines. We have also been able to cut the cost of re-scans due to the higher quality images. We are saving \$144.00 per day, per person, since installing the Meko products."

**The Bottom Line**  
Service providers and other end-users

can partner with companies already using Meko scanners or they can take another look at the opportunities that await them with microfilm scanning projects and evaluate the Meko microfilm scanners against the competitive products that are on the market today.

Companies like Mountain States Imaging and ImageSource and large in-house scanning operations like Ancestry.com and the Maryland State Archives have proven that their decisions to purchase Meko microfilm scanners have yielded better than expected results, improved production efficiencies and ease of use, enjoyed near trouble-free operation and are supported with outstanding customer service during and after the sale.

Ed Berkowitz, sales manager for The Crowley Company, and an experienced scanning technology professional in the imaging industry said, "The challenge today is to make the new microfilm scanning equipment easy to use and to improve the post-processing of the digital images. Our mission with Meko Technology is to continue to set the standard by which all competitors will be judged. I don't say that as a sales representative, I say it as someone who gets to see the difference in action every day."

Ed's analysis of Meko's success in the service provider community is validated by the companies that have replaced competitive scanners with Meko scanners to improve the quality of the product they are delivering to their customers and to do it faster, with less equipment and with less downtime. Each factor contributes to a robust bottom line. ■

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