

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

4003 Wood Street ● Erie, PA 16509 ● PH (814) 866-2247 ● <http://www.documentimagingreport.com>

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InoTec Introduces Innovative HV Scanner

German scanner manufacturer **InoTec** has always specialized in high-volume devices. It has outdone itself with its new innovative 800 series, which was shown at the recent CEBIT show in Germany. The scanners' top rated speed is 300 ppm/600 ipm at 300 dpi in color. The devices also feature sorting capabilities, as well as a patented automatic dual-input tray set up.

Let's start with the dual input tray, because that is probably the most groundbreaking feature. Basically, two 1,000-page trays sit side-by-side in front of the bottom-fed, u-shaped paper path scanner. When the scanner is finished with a tray, the tray is automatically moved to the side and the second tray is moved to the center of the scanner. The scanner then begins taking pages from that tray while the operator can re-load the first tray. When the second tray is finished scanning, the trays are rotated again.

"This is a unique feature that enables the operator to continuously put in paper without any stop time," said Wolf-Christopher Gramatte, vice director of international sales for Inotec.

The 800 series also features up to two top output trays, which

enables users to automatically outsort documents like cover sheets and checks. There is also a backside output tray that can be utilized in sorting and also for scanning thicker items (up to 5 mm) that users want to put through a straight-through path. A patch code reader comes standard to enable sorting. 2D bar code, MICR, and RFID readers are available as options. (Gramatte noted that sorting can be done at the rated speeds of the scanners.)

A standalone device, the 800 series has a considerably smaller footprint than the open track scanners that InoTec is primarily positioning it against. "The size and design of the scanner enables it to be run by one operator," said Gramatte. "In some situations, it may even be possible to have a single operator running two 800 series devices."

The scanner features motorized height and angle adjustment capabilities. It can also be opened through a motorized system to clear jams or for cleaning. "Operators don't need any physical power to accomplish these tasks, which enables the device to be operated by people with disabilities," said Gramatte.

A color touchscreen is used to interact with the scanner and the

controls can be mirrored onto PC. The 800 series comes with TWAIN and ISIS drivers and VRS certification is planned. "This makes our scanners more flexible than other high-speed devices that have proprietary scanning software," said Gramatte. "We have very close relationships with both **EMC** and **Kofax**."

The 800, which is a completely re-designed replacement for Inotec's 500 series, comes in three models: the 801 (160 ppm), 811 (220 ppm), and 821 (300 ppm). The starting price range is \$85,000-\$150,000. The scanners are field upgradable for speed, output pockets, and other options. InoTec will debut the devices in the U.S. at ARMA Live! being held in October in San Diego.

"Big service bureaus remain a target customer for us," said Gramatte. "But there is a huge amount of paper as well in industries like insurance and financial services. We are targeting anyone with a lot of daily incoming mail that needs it digitized in a short timeframe."

The 800 series will be brought to market in the U.S. by InoTec partner **Crowley Company**. The companies have been working together since 2007. "InoTec is a small company focused on



The new InoTec 800 series, being sold and serviced in the U.S. by the Crowley Company, features a patented dual-input tray that enables an operator to continuously feed paper.

creating high-quality products with a long lifetime,” said Gramatte. “Crowley is our sole U.S. partner and handles sales and support. Crowley sends technicians to our German headquarters for training, and they are able to fix all our customers’ problems without a lot of our support. This is the type of partner we need to be successful in the U.S. market.”

For more information:

<https://www.youtube.com/watch?v=7hJfLFGU4Us>;
<http://www.thecrowleycompany.com/scanning-equipment/inotec/>;
<http://www.arma.org/Conference/2014/sandiego.aspx>

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Editor: Ralph Gammon
4003 Wood Street
Erie, PA 16509
PH (814) 866-2247
FX (412) 291-1352
ralphg@documentimagingreport.com

Managing Editor:

Rick Morgan
PH (814) 866-1146
rickm@scandcr.com

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RMG Enterprises, Inc.
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