

Case Study

Document management company builds its business with a scanning workflow built for speed

Solution bolstered by a **Kodak** i750 Scanner and **Kodak** Capture Pro Software

USArchive and Imaging Services, Inc. is located in Issaquah, WA and provides document capture and management services for a variety of clients, from the smallest home business to the federal government. In addition, they are also an Authorized Reseller of **Kodak** Scanners and Solutions for Kodak Alaris. To keep pace with demand as volumes and projects grew, USArchive added a **Kodak** i750 Scanner to their **Kodak** Scanner fleet.

Situation

The company was growing quickly and winning many more big government projects.

Objective

The company's goal was to increase capacity so they could be confident in their ability to handle growing volumes.

Solution

USArchive added a **Kodak** i750* Scanner and additional capture and indexing licenses for **Kodak** Capture Pro Software.

Results

The company continues to grow and, as a reseller, continues to recommend **Kodak** Scanners and Solutions to its own clients.

USArchive and Imaging Services, Inc., runs a thriving document imaging operation. Along with scanning and document management, they provide consultation, integration, software and Cloud-based solutions, training and more. However, their business model is a bit different than most. It's based on a unique relationship with AtWork!, a non-profit organization dedicated to creating meaningful, skill-building opportunities for people with disabilities.

"We help people and non-profit organizations learn useful, marketable skills and they help us be productive," says Noreen Plath, Owner/VP of Business Development at USArchive. "Everyone involved feels good about the process and the mutual benefits."

It's clear that USArchive was doing many things right. They had developed strong customer relationships in the legal, industrial, banking/finance and education industries, as well as every level of government — including three-quarters of the 39 counties in Washington State. As the projects kept coming, USArchive acquired a **Kodak** i750 Scanner to make sure they could handle the workload.

“We are simply big advocates for **Kodak** Scanners, Capture Pro Software and Service & Support. To us, ease of use, a fast learning curve, productivity and reliability are the keys, and every aspect of products and services from Kodak Alaris that we utilize fulfill those goals for us.”

Noreen Plath, Owner/VP of Business Development at USArchive

Relying on Kodak Scanners

Projects like scanning approximately 2.5 million documents for Lane County, OR highlight the value of USArchive’s **Kodak** Scanners.

“Tackling the Lane County project is a good example of why we love our **Kodak** i750 Scanner,” says Claire Phillips, Project Manager for Document Management. “We’re scanning all building permits for the county, dating back to the 1950s. Even at 300 dpi, the speed of the i750 Scanner simply doesn’t lag. It delivers the full-rated throughput in color, at resolution, with features like deskew turned on.”

The iThresholding feature of the i750 Scanner is a key to staying productive. A feature of Perfect Page technology, it automatically adjusts brightness and contrast, even on small, mixed-contrast areas of the same document. “We see very consistent image and text legibility and very few streaks or spots, thanks to iThresholding,” says Brent Romney, the head of USArchive’s government operations.

USArchive also likes the i750 Scanner’s ability to smoothly handle various sizes and weights of paper, from business cards to legal.

Along with the **Kodak** i750 Scanner, the USArchive team utilizes a variety of other **Kodak** Scanners in-house, including i260, i640, and i1220 models.

Optimizing the power of Kodak Capture Pro Software

Many projects at USArchive require Optical Character Recognition (OCR) and indexing, which makes the quality of the image capture from their **Kodak** Scanners and the flexibility of **Kodak** Capture Pro Software especially important. Capturing more data per scan, while not sacrificing any speed, improves the accuracy of the OCR process.

Phillips also appreciates the capability of Capture Pro Software to process images again without rescanning. “We had an issue where permit numbers wound up on the wrong line,” she says. “We were able to go back into the batch, make the correction, and then reprocess

without having to scan again. It’s a great timesaver.”

Selling Kodak Scanners and spreading the good word

As an Authorized Reseller of Document Imaging Products from Kodak Alaris, USArchive often includes **Kodak** Scanners in solutions they provide to their own clients. Recently they sold multiple **Kodak** i1220 and i1420 Scanners to a company specializing in tabulating election results.

“To us, ease of use, a fast learning curve, productivity and reliability are the keys,” says Plath. “Plus, the Service Field Engineers are amazingly responsive and knowledgeable, as are the people at the help desk. We are simply big advocates of **Kodak** Scanners, **Kodak** Capture Pro Software and Service & Support.”

Want to learn more?

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* The **Kodak** i750 Scanner has been replaced by the **Kodak** i5600/**Kodak** Ngenuity 9090 DC/9125/9150 Scanners.

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