



LEADERS IN DISTRIBUTED CHECK PROCESSING SOLUTIONS

INDUSTRY

- According to Bank Technology News, checks account for 60% of non cash payments in the U.S.
- Initial implementations have found that distributed capture can reduce teller key-strokes by up to 90%.
- Global Concepts has found that the investment for a back-counter solution ranges from 1.05 cents to 1.15 cents per item, depending on the size of the bank.

MARKETING UPDATE

- Congratulations to Teresa May from BSI Computer Systems for winning a \$100 AMEX gift certificate for completing the VAR Kickoff Webinar survey. Many thanks to all partners who joined the event. Stay tuned for more details on the next webinar in April.
- Visit Panini North America at ICBA Techworld, booth #606, March 9-11 in San Antonio.
- Panini will be attending the Kodak Break-away Conference February 23-25 in San Antonio.

PRODUCT UPDATE

- Panini will be distributing a Sales Toolkit CD to all partners by the end of February. The purpose of the Sales Toolkit is provide a wealth of information to our sales channels. Some of the contents within the toolkit include:
 - √ White Paper – Distributed Check Processing In a Check 21 Environment.
 - √ Competitive Analysis – A matrix comparison of competitive products with the Panini My Vision X.
 - √ Video – highlights the industry transition to distributed capture, the key capabilities of Panini, and a product overview of the My Vision X.
 - √ Cost Justification Models – front counter and back counter models that can be customized to create an investment summary for customers.
 - √ My Demo – link to demonstration software for use with the My Vision X.

SUCCESSSES

- OSI secured recent wins for the Panini S1 Vision-e product suite for remittance processing applications. 
- Congratulations to RDM for recent distributed image capture wins with the My Vision X.
- Cranel Imaging and New Wave Technology, distributors for Panini, recently conducted successful webinars for the product launch of the My Vision X to their sales channels.
- HSBC is marketing the My Vision X Check scanner to their commercial accounts for remote deposit capture applications!

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