



LEADERS IN DISTRIBUTED CHECK PROCESSING SOLUTIONS

INDUSTRY

- **DID YOU KNOW...**
- A recent study conducted by Global Concepts has found that the investment for a teller capture solution ranges from 1.82 cents to 2.24 cents per item, depending on the size of the bank.
- Based on current check volume and industry data, approximately 40% of final transit items will require an IRD, at a cost of \$0.05 per item.
- Most branches have two transportation runs a day at a cost of \$20 each.

MARKETING UPDATE

- **MARK YOUR CALENDARS...**
- Panini will be conducting an informative VAR Kickoff Webinar on January 28, 2005 at 1:30-2:30 pm EST. We look forward to your participation! Sign up today at <https://meetings.webex.com/meetings/j.php?ED=2377757&RG=1>
- For an educational overview of the opportunities and challenges associated with implementing distributed check capture, including a detailed financial cost justification model, request a copy of our latest white paper, **"Distributed Check Processing in a Check 21 Environment,"** by emailing Angie De Jesus at: angie.wagner-dejesus@panini.com

PRODUCT UPDATE

- The Panini My Vision X product suite, available in speeds of 30,60, and 90 documents per minute, is designed to fit in a variety of applications including front counter, back counter and corporate capture.
- For additional information on these unique capabilities, contact Pam Spano; Panini North America's Channel Sales Manager.

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- Pam will be visiting many of our reseller booths at Tech Mecca 2005; Feb. 14-16 at the New Orleans Convention Center.

SUCCESSES

- In the 4th quarter of 2004, Interstate Business Equipment led the reseller channel in sales for the Panini S1 Vision product suite; (designed for back counter branch applications).
- Panini announces the addition of Evrex Corporation, a leading provider of document imaging solutions, to the Panini reseller channel. www.evrex.com
- New Wave Technology has become a new distributor for the My Vision X product suite. They will be working with Panini to extend the success of the My Vision X to their distribution channel. www.newwavetech.com

WWW.PANINI.COM

For more information contact Angie De Jesus
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