



LEADERS IN DISTRIBUTED CHECK PROCESSING

INDUSTRY

- According to new research from The TowerGroup, the US Financial Services Market will increase IT spending in 2005 by \$5B to a total of \$117.8B.
- Celent Communications predicts that B2B payments via check will decline 6% from 2004 to 2010, resulting in a 42% market share in 2010.
- There are an estimated 9,369 federally insured credit unions in the U.S. (5,776 federal charter, 3,593 state charter).

MARKETING UPDATE

- Anyone who has not received a copy of the Sales Toolkit CD and would like one, please contact Pam Spano, Channel Sales Manager. Phone: (303) 431.6109 E-Mail: [pam.spano@panini.com](mailto:pam.spano@panini.com)
- Visit Panini North America at Payments 2005, booth #523, April 10-12 at the San Antonio Convention Center.
- Panini North America will be redesigning its web site within the next couple months. More details to come...
- Panini North America will be conducting its quarterly webinar on June 3rd at 1:30 EST.

PRODUCT UPDATE

- Panini North America now offers the My Vision X product suite in **black** to better match those office environments where a similar color for PC, printers and monitors has already been adopted.



Orders must be a minimum quantity of 1,000 units.

For more information please contact Angie De Jesus for a copy of **Marketing Bulletin-041**.

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SUCCESSSES

- **Top tier bank resells 2,400 My Vision X devices for corporate capture applications.**  
"Panini North America continues to change the shape of check processing in this Check 21 era," says Dave Youngerman, President of Panini North America. "Increasingly, Financial Institutions realize the strategic advantage of implementing corporate capture applications with the My Vision X."
- New Wave Technology has secured significant orders for the My Vision X product suite.

[WWW.PANINI.COM](http://WWW.PANINI.COM)

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