



**LEADERS IN DISTRIBUTED CHECK PROCESSING SOLUTIONS**

**INDUSTRY**

- **DID YOU KNOW....**  
According to an October 2004 Check 21 Industry Readiness Survey conducted by BAI, more than 45% of respondents say their institutions plan to invest in image exchange capability in the next 12 months and nearly three quarters expect to do so during the next three years.
- The banking industry is experiencing dramatic consolidation. The number of organizations declined from 14,884 in 1984 to 7,842 in 2003 (47% reduction).
- Banks with \$10B+ in assets control approximately 59% of industry assets.

**MARKETING UPDATE**

- Please welcome the newest addition to the Panini team, Pam Spano, Sales Manager for the Reseller Channel. Pam was last employed as an Executive Account Manager for BancTec, selling to resellers and community banks. Prior to this, Pam worked at NCR, holding a variety of positions. She brings with her a vast knowledge of the financial services industry.
- Visit Panini at BAI Retail Delivery, booth # 8025, November 17-18 at the Las Vegas Convention Center.
- Panini will be conducting a VAR kickoff teleconference scheduled for the first of the year - more details to come!

**PRODUCT UPDATE**

- **Panini has released two more value-add features for the My Vision X product suite.**
- **Fast Color** - Panini has released this image processing feature to enable the capture of color images while maintaining full speed performance.
- **Image Enhancements** - Due to a continuous effort to improve the My Vision X product suite, Panini has released a new image transmission feature through the USB channel. Scanner performance will be enhanced, especially when connected to USB 1.1.
- **Please refer to Marketing Bulletin 39 & Marketing Bulletin 40 for more information.**

**SUCCESSSES**

- Corporate One Federal Credit Union has deployed Panini My Vision X devices for back counter implementation using Alogent's software application.
- Panini announces the addition of BLM Technologies, a systems integrator for National Source One (NSO). They provide branch automation solutions that include imaging applications such as Check 21 and document processing.  
[www.blmtechnology.com](http://www.blmtechnology.com)
- Audiotel continues to deliver Panini My Vision X distributed image capture applications.
- One of our newest resellers, BSI, Inc., has already secured significant orders for the My Vision X.

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