



LEADERS IN DISTRIBUTED CHECK PROCESSING SOLUTIONS

INDUSTRY

DID YOU KNOW....

- The banking infrastructure has grown dramatically from 26,673 branch locations in 1973 to 66,775 today.
- Banking Strategies Magazine estimates that 42 billion checks are written per year in the U.S. According to estimates, transaction volume is declining at a rate of between 4% and 5% a year.
- Transportation costs and back-office labor costs typically comprise 75% of total check processing costs, and research has found that up to 40% of this cost can be eliminated with a distributed capture solution.

MARKETING UPDATE

- In order to take full advantage of the relationships with our reseller partners, Panini presents a new monthly newsletter, Panini Snippets, to keep you up to date on industry trends and Panini current events. We hope you enjoy the information and welcome your comments and suggestions.
- Please welcome the newest addition to the Panini team, Mark Long, Manager of Accounting and Finance. Mark's previous experience includes the position of Controller at Standard Register, Dayton, OH. He brings with him a vast knowledge of accounting and finance, as well as production and inventory control.

PRODUCT UPDATE

- Cranel Incorporated has become Panini's first distributor for the My Vision X product suite. They will be working with Panini to spread the My Vision X success to their internal distribution channel.
- The Panini pricing schedule for 2005 will be released in November.
- A new version of Ranger will be released for the Panini S1 Vision product suite. (Version 1.4.41.2) Panini would like to thank all VARS involved in the beta testing of this new and improved Ranger update.



SUCCESSES

- Panini recently signed a deal with one of the largest US banks to rollout 26,000 My Vision X image capture devices at the teller station. "Our vision is to change the shape of check processing in this Check 21 era," says Dave Youngerman, President of Panini North America. "To have a Tier 1 institution share that vision with us is a testament to our technology solution."
- Panini has added three resellers to VAR channel:
 - **RDM Corporation**
www.rdmcorp.com
 - **Skyline Data, Inc.**
www.skulinedatausa.com
 - **DMA Associates**
www.dma-associates.com
- Kevin Kunz, former Business Development Manager for Panini, has been promoted to Sales Manager!

WWW.PANINI.COM

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