



ADVANCED SOLUTIONS FOR DOCUMENT PROCESSING

**INDUSTRY**

- Global Concepts posed a series of scenarios to financial institutions about their preference for image exchange over ARC, one out of ten banks said they'd use image exchange over ARC "even if it was 25% more expensive."
- U.S. banks responded to the rising demand for local branch presence by opening an average of five new bank branches a day in 2004, according to research and consulting firm Celent Communications. In the 12 months that ended in August 2005, banks spent \$6 billion opening new branches, in addition to \$450 million on new technologies.

**MARKETING UPDATE**

- Panini North America will be switching from the monthly Panini Snippets newsletter to a quarterly newsletter in 2006. This new information piece will be targeted to a broader audience. We will be sending the newsletter to segments other than channels. Our first Quarterly Newsletter will be distributed on February 14, 2005.
- **Stay Tuned...**  
Effective December 27, Panini North America will be featuring two new case studies on our web site from leading banks including Key Bank and First Horizon Bank. Please use these as valuable sales & marketing material for your organization. organization [www.panini.com](http://www.panini.com)

**PRODUCT UPDATE**

- **IMPORTANT INFORMATION!**  
Panini North America has released 2006 Pricing Schedule.

The pricing schedule reflects all models of the Panini My Vision X™ and S1 Vision series.

*Please forward to appropriate sales and marketing personnel within your organization!*

For additional questions or for a copy of the 2006 Pricing Schedule please contact:

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**SUCSESSES**

- New Wave Technologies continues to secure significant orders for the Panini My Vision X product suite.



- RDM Corporation has achieved considerable volume for the My Vision X.



- Congratulations to Benchmark Technology Group for recent Panini My Vision X sales.



- Panini North America would like to wish you a joyous holiday season!

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

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