



LEADERS IN DISTRIBUTED CHECK PROCESSING SOLUTIONS

INDUSTRY

- **DID YOU KNOW....**
1% of industry banking organizations (83 companies) manage 73% of industry assets.
- Global Concepts found in a recent study that banks can lower their processing costs from \$0.04 to \$0.029 per deposited item. This represents a savings of \$0.011 per deposited item.
- 170 banks clear half of the U.S. check market.

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 this inaugural edition, and welcome your comments and suggestions.
- Bob Emmich, former Director of Strategic Alliances for Panini, has passed away. Our deepest sympathies are with Bob's family.
- Visit Panini at Wespay, Payments Symposium 2004 booth #24 in Universal City, CA.

PRODUCT UPDATE

- Strategically designed to meet the distributed image capture needs within a bank; the Panini My Vision X is a state of the art, small footprint device, **developed with more than 25 years of experience!**
- Differentiated product features of the My Vision X include:
 - **Image Quality**- Superior image quality, compliant with industry standards.
 - **Scalability**- Field upgradeable via software download, available in speeds of 30 documents per minute (dpm), 60 dpm, and 90 dpm.
 - **Autofeeder** - Allows for single and batch processing, enabling the teller to multi-task during a transaction.
 - **MICR PLUS™**_ Advanced MICR read technology reducing rejects and mis-reads.



SUCCESSES

- Panini announces the addition of Benchmark Technology Group, a leading provider of branch technology solutions, to the Panini reseller channel. www.benchmarkdata.com
- The ANSI X-9 Workgroup 15 on image quality standards has added a new member - Panini! We will add the perspective of an integrated hardware solution provider.
- First Tennessee Bank, the 31st largest bank holding company in the United States, continues to deploy its client - based ARC program, based on the My Vision X platform.

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