

Panini S.p.A Celebrates Over 60 Years of Success

Founded in 1945 in Turin, Italy, Panini S.p.A, parent company to Panini North America, celebrates over 60 years of success in enabling clients to capitalize on shifts in the payment processing market. In a recent Italian article posted by the national press (La' Stampa'- November 12, 2005) Panini was hailed as a model of a dynamic, competitive company attentive to its customers all over the world.



Panini Exceeds Growth Plan in 2005

Panini North America successfully met revenue and growth for 2005; exceeding our plan by 40%

We are looking forward to another exciting year in 2006!

> Did You Know ?

- *What's Next for Image Exchange*, published by Digital Transactions Magazine, indicates the Federal Reserve, to which all banks connect, remains well out in front of the private sector, exchanging about 20 million images a month. Endpoint exchanges about 8 million images, SVPCO 8.7 million, and Viewpointe, whose five owners process about 70% of all check volume, currently exchanges about 3 million images per month.
- In 2006, banks that offer corporate capture...will win between \$150 million and \$200 million in commercial deposits from banks that don't offer remote capture (recently published by BAI RD Insights).
- Celent's Alenka Greenish says the adoption of image exchange finally will get a boost in 2006. "Image exchange is going to reach critical mass in the next 12 months," she says. "Rising transportation costs will push the balance of the scale in favor of image exchange. This is going to be a big deal for fence-sitters."
- The tipping point of image exchange should be reached once 10% to 15% of checks are electronically exchanged by the networks, according to Jerry Chambers, consultant to Viewpointe.

Panini Adds Three Resellers to VAR Channel

Ingenico Corporation

Ingenico provides retail merchants with reliable, secure electronic transaction terminals designed to speed customer check-out while reducing the merchant's overall cost of business. Ingenico has solutions for the small independent merchant, large, multi-national, multi-lane merchant requiring customized software and hardware installations.

www.ingenico.com

New England Money Handling Systems, Inc.

New England Money Handling Systems is a company born out of commitment to service and growing with state-of-the-art products. With over 100 years of experience among sales and service staff, they are positioned to handle the needs of customers in the market with new, reconditioned, leased or rental equipment.

www.nemoney.com

Software Earnings

Software Earnings provides the financial industry with real-world solutions that allow their customers to take advantage of the many advances in check processing and image-based payments processing.

www.softwareearnings.com

Recent Successes

Aquracy Corporation has secured significant orders for the My Vision X.

www.aquracy.com



Congratulations to New Wave Technologies as they continue to grow their My Vision X sales.

www.newwavetech.com



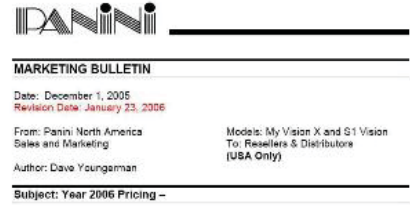
RDM Corporation continues to deliver Panini My Vision X distributed image capture applications.

www.rdmcorp.com



Panini My Vision X 2006 Pricing Letter

Panini North America has released our **2006 Pricing Letter**. Please note, there have been updates to the pricing letter since its original release. The updates include a reduction in Panini My Vision X Hardware and Software Maintenance Pricing and the addition of My Vision X Parts Numbers.



To ensure that you have the latest pricing, please reference the revision date of January 23, 2006, illustrated in the screenshot above in red. It can be located below the original release date of December 1, 2005. If you would like a copy of the latest pricing letter, contact Angie De Jesus angie.wagner-dejesus@panini.com.

My Vision X Extended Feeder

The My Vision X Extended Feeder is designed to facilitate the accurate handling of various document lengths including personal and business size checks.

As of September 2005, the **Extended Feeder** on the Panini My Vision X is being shipped with all units. If you currently do not have an extended feeder and would like to purchase, please reference part # AF-00125-EXT or contact your Panini Representative today!



Panini releases My Vision X software Version 2.1.1.2 with WHQL Driver

Provided by Microsoft For Easy Driver Installations

By Ken Whitcomb, Software Support Specialist, Panini North America

Panini North America has released a new driver to the the My Vision X software (v2.1.1.2). This updated version has the same API (Application Program Interface) as v1.63.1.2 and is compatible with all end user applications that work with My Vision X API v1.63.1.2. Additionally, v2.1.1.2 supports AGP (Advanced Graphic Printing) capability.

The new WHQL (Windows Hardware Quality Labs) driver has passed the HCT (Hardware Compatibility Test) for device drivers for Windows XP (32 bit) and Windows 2000 Pro. As such, Microsoft has provided a signed catalog file for this driver that allows installations to proceed without warnings regarding "unsigned" drivers. The new driver supports all required USB features and driver handlers, so it is more robust than the previous driver.

For additional information, please contact **Ken Whitcomb**, Software Support Specialist.

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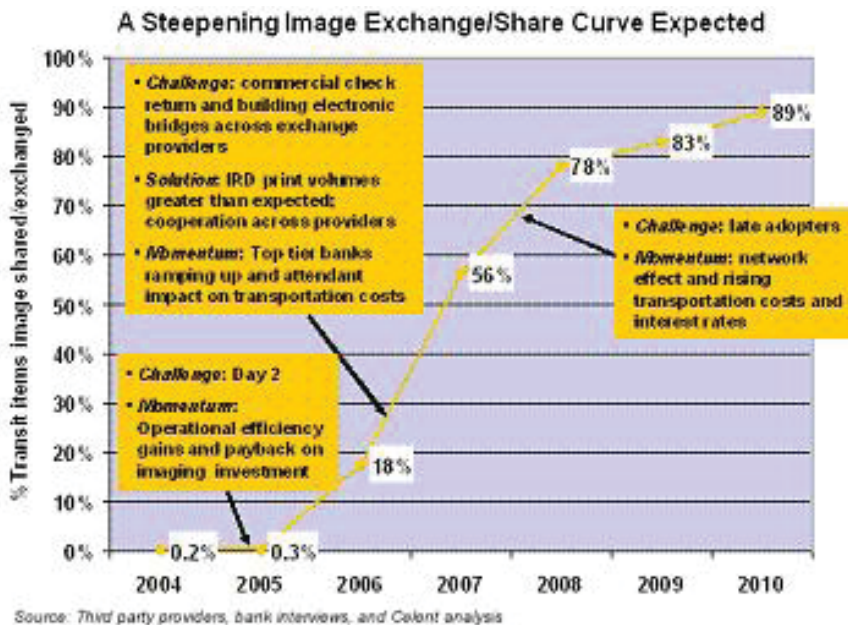
Check Image Exchange: Roads to Rome

An Analysis of Factors Paving the Way

By Celent

2006 will be a breakthrough year for image exchange/share. Celent expects the percentage of checks that are sent and received electronically will reach 18% in 2006 and grow to 56% by 2007.

Just like Rome, check image exchange/share is not being built in a day. The cornerstones falling into place today are the result of enormous effort. In the report, Check Image Exchange: Roads to Rome, Celent analyzes the drivers of this new check image empire.



The majority of banks have not started down the road to image exchange/share for cost-related reasons. But several factors will lead them to beat a path. They will hit several roadblocks if they stick with paper processing: unsustainable rising costs—particularly from rising costs of air transportation and the eventual need to refresh their check processing technology. They will find some major cost benefits from moving to image-based processing, largely driven by the network effect, increasingly visible across image exchange/ share infrastructures. Moreover, any investment in check image processing today will pay off because the check will be around for at least another decade. Celent estimates that in 2010, there will still be around 19 billion checks being processed.

“The biggest cost specter over banks sticking with paper check processing is in air transportation. As top tier banks pull volume out of the transportation network over the next 12 to 18 months, costs will rise sharply. Red flags have already been raised,” says [Alenka Grealish](#), author of the report and manager of the banking group at Celent. “Regardless of how a bank is processing checks today, it will end up clearing and settling the majority of its checks via image exchange/share. By 2010, nearly 90% of transit items will be electronically cleared and settled,” she adds.

Customer Case Study CD

Panini has made available a **Customer Case Study CD** including Key Bank and First Horizon Bank, in both video and written (PDF) format. Please reference these case studies as valuable sales and marketing tools for your organization.

For a copy of the CD, please contact Angie De Jesus
angie.wagner-dejesus@panini.com

The Customer Case Studies can also be downloaded from our website: www.paninina.com/news/case_studies.php



Operator Training Video

Panini is currently producing an Operator Training Video. This video will provide valuable information on Installation & Setup, Operation, Maintenance & Repair, and Technical Support Contact Information for the My Vision X product suite. It will be available in CD/DVD format and posted on the Panini web site.

The Operator Training Video is scheduled for release in mid-March, more details to come...

1Q Webinar

Panini North America will be conducting our quarterly webinar, Panini and RemoteDepositCapture.com Team to Provide Update on Remote Capture Market, on **Monday, March 13 at 1:30 pm EST**.

AGENDA

- Panini Company and Product Marketing Update, presented by Dave Youngerman, President.
- An up-to-date Industry Perspective on remote deposit capture and the impact this technology brings to banks and corporations, presented by John Leekly, RemoteDepositCapture.com.
- Brief overview of the Marketing Programs and Events, presented by Angie De Jesus, Marketing Programs Manager.

Join the webinar and receive valuable information on new product and service offerings and much more...

[Click here to sign up for event!](#)

Marketing Programs Contact Information

Please contact **Angie De Jesus**, Marketing Programs Manager, for more information regarding marketing programs.

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> Industry Events

ICBA National Convention & Techworld

Wynn Las Vegas Resort

booth #404, March 6-10



NACHA Payments 2006

San Diego Convention Center

booth #413, May 7-10



AIM on Demand

Pennsylvania Convention Center

booth #456, May 16-18



BAI TransPay

Paris Las Vegas Hotel

May 23-25



> Subscribe

To receive Panini's quarterly Snippets Newsletter, please complete the simple [registration form](#).