

Snippets

Focus On...

Panini Snapshot: Key Company Highlights

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Panini Snapshot

Panini Announces Jeff Rodgers as Chief Financial Officer for Panini North America

- Jeff will manage Panini North America's (PNA) Finance and Operations team, taking over for long time Panini executive Don Kunz, retiring after 12 years of dedicated service to PNA.
- Jeff's experience includes senior financial positions with organizations such as General Electric and Sullivan Direct Marketing. Since 2000, Jeff has served as a CFO for Sullivan Direct Marketing. Jeff is trained in Six Sigma best practices at GE, where his finance career advanced to executive roles in several divisions, including extensive financing and business development experience in the Pacific Rim.

Panini Welcomes Industry Veteran Joe Sanders as Vice President, Technical Services

- Joe will manage and support the complete development of check scanner related services in conjunction with PNA partners.
- Joe has an extensive background in managing services delivery and developing world-class service processes in the banking and payments industries, most recently with Wausau Financial Systems.

Panini Appoints Three New Members to its Sales Organization

Brian Loos, Manager Sales Engineering

- Brian is responsible for providing training and technical support to Panini partners, customers, and internal sales managers. With over 22 years in the Financial Services Market, Brian most recently managed the Distributed Capture product line for Metavante Image Solutions.

Kathleen Palomino, Manager Sales Operations

- Kathleen has a variety of experience supporting sales organizations through strategic analysis, forecasting, and reporting. Her experience includes analyst and management roles with WorkFlow One and Reynolds & Reynolds, information solution companies in Dayton, Ohio.

Elizabeth Payne, Manager Strategic Business Development

- Elizabeth is responsible for managing Panini’s software solution partner relationships as well as securing opportunities in new growth markets. Most recently, Elizabeth was Director of Business Development for Metavante Image Solutions.

Customer Success

Huntington Bank, One of the Nation’s Leading Banks, has Selected the Panini Vision X™ Check Scanner for their Remote Deposit Capture Solutions

“We are committed to providing our commercial customers with reliable, state-of-the-art solutions for their cash management needs,” says Rick Dison, Vice President, Huntington Bank. “After evaluating the Panini Vision X, we knew it was the right choice to help our Remote Deposit Capture customers make easier, faster, smarter and safer deposits.”



Panini Hosts First Annual Partner Plus Conference

Panini would like to thank our valued Partners for attending this strategic event in sunny San Antonio, Texas. The Conference featured high-level Partner attendance, impactful content, a special guest speaker, and memorable evening entertainment.



We look forward to an exciting and profitable 2008.

Industry — Did You Know?

Key Findings Regarding Branch Renewal — The RDC Paradox (Source: Celent & VSoft, TransPay, February 5, 2008)

- Branch growth continues at a very fast pace
- About 2/3 of branch transactions are teller transactions
- Over 90% of teller transactions involve checks
- RDC Adoption has exceeded the 50% mark in banks

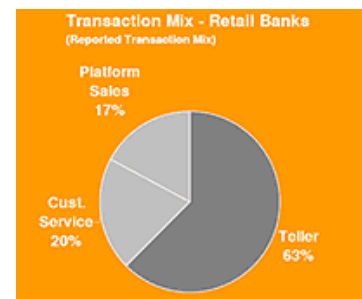
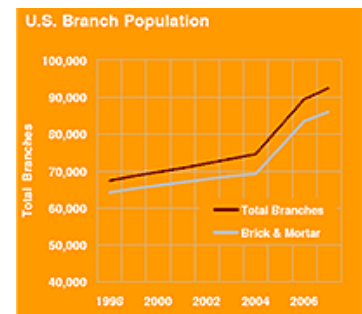
Bank Size	Have a Solution	No Plans for a Solution
>\$50B	78%	7%
\$1B–\$50B	67%	15%
<\$1B	50%	18%

- Consumer capture is still an early market, and considered by many banks to be a niche play

Bank Size	Have a Solution	No Plans for a Solution
>\$50B	11%	29%
\$1B–\$50B	3%	57%
<\$1B	2%	64%

- Image enabled ATMS — yet to take off

Bank Size	Have a Solution	No Plans for a Solution
>\$50B	18%	19%
\$1B–\$50B	6%	40%
<\$1B	4%	50%



Product Briefing

Panini Announces the General Availability of the Vision API 3.0

Vision API 3.0 is the next generation of Panini software designed to drive the complete line of Panini's market leading and award winning document capture products including the Vision X™ and My Vision X® product suite.

The new API provides numerous enhancements including forward and backward compatibility between the My Vision X and the new Vision X, improved MICR Plus algorithms, MICR with OCR assist, multiple document feeding attempts, and True Color support. The new API also supports 300 DPI image resolution, increased DPM speeds, and Inkjet cartridge detection for the new Vision X scanners.

For a copy of the Vision API 3.0 Marketing Bulletin, contact Scott Willis at Scott.Willis@panini.com or 303.452.2586.



Panini Beta Testing Magstripe and Ultrasonic Technology for Vision X™

During the 2nd Quarter 2008, Panini will be beta testing Magnetic Stripe Reading and Ultrasonic Technology for double document detection on the Vision X product line.

Interested customers and members of the Panini Partner Plus Program may contact Scott Willis at Scott.Willis@panini.com or 303.452.2586.

Marketing Center

Merrill Lynch Customer Case Study

Another Strategic Financial Institution Selects the Panini Vision X™ for Remote Deposit Capture.

For a copy of the Merrill Lynch Customer Case Study available in video and PDF format, contact Jess Back at Jessica.Back@panini.com or 937.291.2195 x28.



Panini Vision X™ Product Video

Panini will be releasing in early April, a Vision X Product Video available in CD and DVD format. The Video is a useful sales tool for Partners and Customers to feature the new components of the Vision X.

For copies, please contact Angie De Jesus at Angie.DeJesus@panini.com or 937.291.2195 x17.



Tradeshows & Events

Payments in Transition

- April 15 – 16, 2008, Las Vegas, NV
- Westin Casuarina Las Vegas Hotel, Casino & Spa
- Payments Capture & Clearing Council Meeting (PCC)



NACHA Payments 2008

- May 18 – 21, 2008, Las Vegas, NV
- MGM Grand
- Booth 810

