

## Focus on...

- Panini Snapshot:** Key Company Highlights
- Customer Success:** Featured Partners and Distributors
- Product Briefing:** Products and Services Update
- Industry - Did You Know?:** Significant Industry Facts
- Marketing Center:** Marketing Programs and Events

## Panini Snapshot

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### Panini Continues Strong Sales for the MyVision X™ Product Suite

- Revenue has increased by 75% over the same period in 2006.

### Panini Headquarters in Ohio expanding to support Distributed Capture Success

- Best-in-class testing facility, multi-media conference facility, and additional offices.
- Panini has hired several Partner Relationship Managers for our expanding sales channel.

### Medium and Small Banks Continue to Gain Momentum with a Surge in MyVision X Sales

- "Traditionally, Panini has leveraged our direct relationships with the top 100 banks. These banks have proven to be our number one revenue generator," says Doug Roberts, President, Panini North America. "In 2007, Panini North America is experiencing a surge in activity from these banks in both branch and treasury. We have found that these banks have the ability to move quickly in response to the marketplace and are gaining significant momentum in deposit capture."



*Panini My Vision X™*



*Doug Roberts, President  
Panini North America*

## Customer Success

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Congratulations to Cranel Imaging for their continued success with the Panini MyVision X product suite.  
<http://www.cranelimaging.com/>



New Wave Technologies, Inc. has secured significant orders for the MyVision X.  
<http://www.newwavetech.com/>



Fidelity Integrated Financial Solutions continues to deliver Panini MyVision X distributed capture applications.  
<http://www.fidelityifs.com/>



Benchmark Technology Group has strong 2Q MyVision X sales.  
<http://www.benchmark-us.com/>

## Industry - Did You Know?

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### Impact of US Back-Office Conversion (BOC) Initiative:

- BOC enables retailers to scan collected checks in the back-office for electronic presentment to the bank.
- NACHA estimates that the banking industry has the potential to save almost \$320M over the first five years of BOC adoption.
- NACHA estimates 3B BOC conversions in the 5th year of adoption.

### Benefits of BOC for a Retailer:

- Increased funds availability (24-48 hours vs. 3-7 days)
- Reduced document handling due to electronic processing
- New opportunities to reduce cost and build profitability
- Export of captured files to account receivable system
- Reduction in courier fees and delays attributed to the physical transportation of the check
- Fewer lost or stolen checks
- Lower transaction fees thus enabling lower bank deposit fees
- Little training required
- No impact to consumers at the POS

### Benefits of BOC for a Financial Institution:

- A single platform for check truncation and check conversion
- Reduction of costs at the branch
- Enables new business opportunities
- Increased speed and efficiency in routing and processing check images

### Benefits of BOC for a Consumer:

- Check electrification is secure and fast with no additional "work"
- Reduction in identity theft

## Product Briefing

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### Panini My Vision X™ P

NEW high performance check scanner featuring Two Exit Pockets

- Enables Panini customers to perform real-time document sorting in any distributed capture environment with the proven robustness, reliability, and scalability of the My Vision X family of products.
- New release quantities available through September 2007, with production quantities available in Q4.



*Panini My Vision X™ P*

Details on the My Vision X P can be found in Marketing Bulletin-53.

Please forward to appropriate sales and marketing personnel within your organization.

For additional questions please contact:

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## Product Briefing Cont.

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### NEW API Release;Version 2.35.1.4

First Major API Release to Follow Panini's New Software Release Process:

- Release features have been shared in advance with direct customers, resellers, and partners
- Backward compatible with previous API releases
- Available June 30

Release Includes:

- Support for Windows Vista, 32 bit
- Support for My Vision X P, Two Pocket Check Scanner

Please contact Randy Whitley to receive API Version 2.35.1.4  
[randy.whitley@panini.com](mailto:randy.whitley@panini.com)

## Marketing Center

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### Panini Sales ToolKit CD

- The Panini Sales ToolKit CD has been released to our channel partners and distributors. This interactive CD contains material on the My Vision X, White Papers, Presentations, Brochure Folder and Inserts, and much more...
- To request a copy of the Sales ToolKit CD, visit Panini North America's web site <http://www.panini.com/>

### NEW Web site Design

- Panini is launching a new corporate web site.
- Official launch date is Friday, June 29.

### Bank of Ireland Case Study

- The Bank of Ireland has selected the Panini My Vision X for Branch Capture.
- To request a copy of the Bank of Ireland Case Study in video or PDF format, please contact Jess Back at [jessica.back@panini.com](mailto:jessica.back@panini.com) or 937-291-2195 x28.

### Maintenance Marketing Program for Partners

- Panini is developing a new Maintenance Marketing Program for our partners. Any ideas and/or suggestions can be sent to Jess Back at [jessica.back@panini.com](mailto:jessica.back@panini.com).
- Panini will conduct a formal announcement when the Maintenance Programs is launched.

