



ScannerVision™ FAX Solutions

Product Info Pack



Introduction

Nashua Limited is not only a leading distributor of digital office automation and document output solutions in Southern Africa, but is also a leading provider in the marketplace in the Managed Document Solutions (MDS) field.

Nashua's MDS approach analyses an organisation's processes and document workflow. Working with Nashua can revolutionise the way your organisation manages information. Nashua's end goal is aimed at implementing workflow and information management solutions that reduce cost and complexity, thus improving operational effectiveness.

Companies that fully embrace the Nashua MDS measure can find that it serves as a potent catalyst for business and technology change. Greater enterprise value will accrue from enhanced controls, improved information quality and a more streamlined structure, thus resulting in huge cost savings and minimized complexities.

Nashua ProAct

Nashua ProAct is an innovative fleet management solution that helps Nashua to increase our office efficiency and productivity for all of our document output devices, through constant monitoring of your printers or MFP's. Nashua ProAct reports critical status and condition information to our technical data centers. Moreover this solution is provided to you at no cost as it allows us to deliver our best possible service!

So how does it work? Nashua ProAct collects data on an ongoing basis and delivers the information in the form of customisable statistics and analysis reports, thus assisting our service departments' efficient maintenance of your print infrastructure resulting in advanced performance levels. Meter readings are automatically synchronized with Nashua's ProAct server, eliminating manual capturing of the data while delivering increased billing accuracy. Lastly adaptive service management proactively manages your toner supplies, ensuring the right supplies are delivered to you at the right time without you having to lift a finger!

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1. ScannerVision™ Fax Solution Product Overview

1.1 Standard/current fax workflow overview

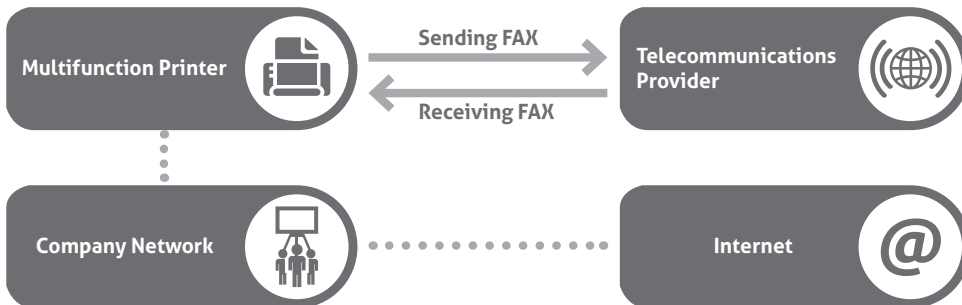
When the user of a Multi-Function Machine would like to send information to a recipient there are two common ways of achieving this goal:

- Sending an e-mail
- Sending a fax

When sending a fax the traditional way, the user of the MFP device will insert the document, select the fax function and type in the desired fax number, leaving room for typo errors as well as undeliverable faxes.

Sending and Receiving a FAX the Traditional Way

Company infrastructure that includes telecommunications infrastructure as well as internet connectivity

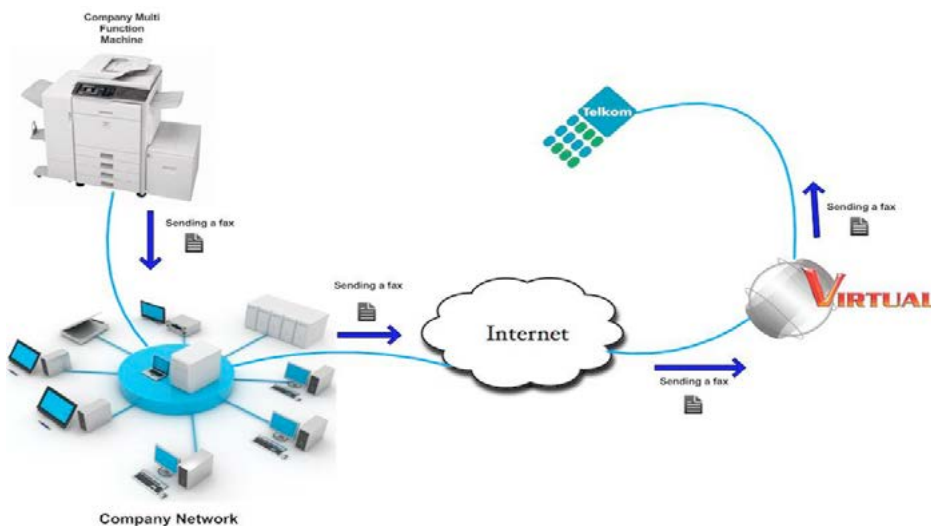


1.2 ScannerVision Fax Solution Product Overview

Sending a fax with the Virtual Fax option on your MFP device:

With ScannerVision™ Fax, the user of the MFP device will insert the document into the MFP; select the destination on the address book or type the fax number; ScannerVision™ Fax will take care of the rest.

Sending a Fax via Virtual Fax



2. Other uses for the ScannerVision™ Fax Solutions

2.1 Email to Fax

With the digital age growing on a daily basis companies as well as employees are looking for methods to increase productivity and decrease costs. The Virtual E-mail to Fax product was built for this reason.

Why use E-mail to Fax:

- The user can send a fax directly from their e-mail by just entering a fax number in their field on their e-mail client and selecting send.
- No more printing of a document and then faxing it via a FAX machine.
- All faxes sent are archived for 5 years at no additional charge.
- Reduce document data loss with the Virtual Fax email to fax sending facility.
- All faxes sent are billed per second from the first second onwards.

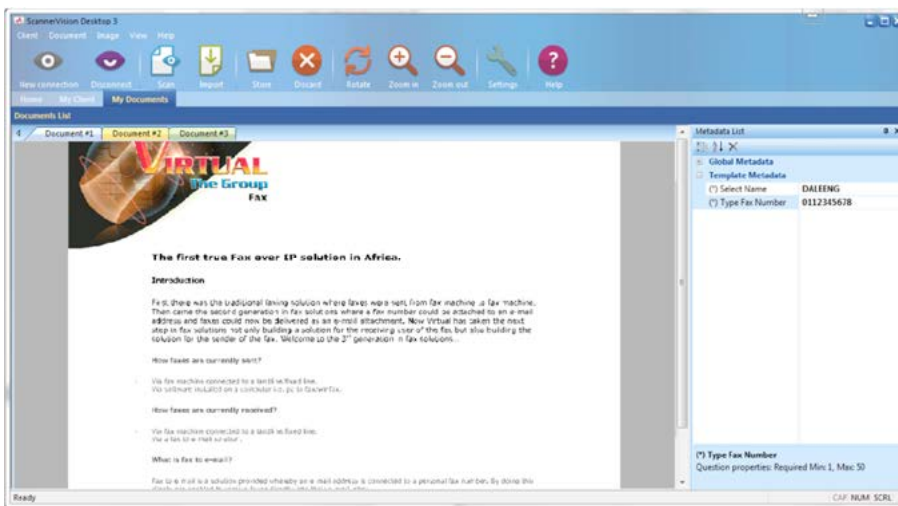
3. Benefits of using ScannerVision™ Fax Solution

- Replace fax boards in MFP devices – no more lightening damage risk
- All faxes sent via ScannerVision™ Fax Solution are billed per second and not per minute as per regular telecommunication providers' charges.
- Client will experience cost savings with better call rates than their current fax provider
- All faxes sent from MFP device will be archived for 5 years and retrievable via a secure web login.
- Receipts of faxes will not be sent to the device but to the sender's personal e-mail address
- ScannerVision™ Fax Solution requires only internet access on the network thus enabling the client to send faxes over any data network i.e. ADSL, Wireless, 3G, satellite and any other data connection.
- Increase productivity as time spent sending faxes and redials are reduced as document data is digitally stored and forwarded by the Virtual Fax Solution, redials are done automatically.
- Reduced hardware costs as Fax boards do not need to be purchased.
- Different cost centres for billing can be set up for a client regarding the sending of faxes.

4. Deployment Options

The key point to remember with the ScannerVision™ FAX Solution is that faxes can be sent and received without needing a FAX machine at any point, i.e. sender and receiver.

The ScannerVision™ FAX solution can be used in conjunction with all MFPs. With the assistance of the ScannerVision™ Desktop Client, the ScannerVision™ FAX Solution can be used with all TWAIN enabled devices and standalone scanners.



ScannerVision Desktop Client View

5. Implementing ScannerVision™ FAX Solution on a MFP

To implement the ScannerVision™ Fax Solution on your Multi-Function Machine you require the following on the machine:

- An e-mail address that is connected to the MFP.
- Internet connectivity to the MFP.
- The MFP must have for the Ricoh multifunctional devices a Java embedded client capability and for the Kyocera multifunctional devices it must be HyPass enabled.

Internet connection is essential



MFP View

6. Qualifying a Client

What to look for when you walk into a potential client's office:

- Use faxing in their day to day business
- Struggle to find faxed documents
- Have a problem with fax boards blowing due to lightning strikes
- High telephone bills due to fax call rates
- Client spends a lot on consumables i.e. fax paper etc.
- Struggling with their current providers notoriously bad service







For more information please visit www.nashua.co.za

 /NashuaLTD  @nashuasolutions

E-mail: solutions@nashua.co.za


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