



SILEX Enables Network Scanning for Efficient Document Imaging

USB Device Servers Connect Scanners to Network Increasing Productivity and Lowering Total Cost of Ownership

Companies rely on printed documents, reports, images and other items as part of the daily routine to conduct business. Today, more than at any other time in history, however, business is required to use, manage, and store digitized copies or images of the growing mountain of documents it creates.

Driven by a growing need to increase productivity, and by a growing amount of government regulation to properly store records and documents, companies are struggling to cost effectively manage the process of turning hard copy documents into digitized images for storage.

EU and local government regulation affect how companies manage their records in order to meet compliance requirements - in most cases a costly system of digitizing and storing records.

Affordably adding network connectivity to a scanner	
The Challenge	Companies need to find a more cost efficient and productive method of implementing document scanning and imaging capabilities within their organizations.
The Solution	Connecting a low-cost, easy to use scanner directly to a network through a USB device server.
Business Value	By connecting a scanner to the network with a USB device server, companies can increase overall document management productivity, while lowering the total cost of ownership.

Scanning documents, or document imaging, is one of the best ways to help companies implement processes to meet these compliance requirements. Scanners provide one of the most efficient ways of turning hard copy documents into electronic images or files that can be easily stored.

As a result, the number of scanners companies are using continues to increase each year according to industry analyst firms.

International Data Corporation (IDC) reported that 50,000 standalone scanners were shipped in 2003. IDC also predicted that demand for desktop scanners would continue to grow anywhere from 50 to 60 percent in 2004, and could grow many times more in 2005 and subsequent years - potentially into the millions of units per year.

Companies face, however, several key challenges in establishing scanning technology within their organizations.

- First, it is expensive for companies to establish scanning terminals throughout an organization. Currently, scanners are designed to work on one devoted PC - a costly proposition when you consider all of the equipment needed for the scanner workstation.
- Second, it places a huge burden on IT professionals in planning infrastructure growth in order to meet the demand for these devoted PC scanning stations.
- Third, office productivity is greatly reduced with dedicated PC areas for scanners. A scanner user must physically go to a dedicated PC with a scanner attached to scan a document. Then they have to save the scanned image to a disk, thumb drive, or other storage medium.

With the realities businesses face today, these challenges combine to increase the overall cost of document imaging and management for companies.

The Solution

The ability to attach a low cost, easy to use scanner directly to a network is the best way to overcome these challenges and provides an efficient and productive means for corporations to image documents and records for safe storage while decreasing the total cost of ownership of its investment.

USB device servers, such as the SX-2000U2 from SILEX TECHNOLOGY, offer the capability to affordably connect nearly all USB scanners directly to a network. This allows businesses of all sizes to maximize productivity and eliminate costs by conveniently adding a scanner to the network.

According to a 2004 study of 640 corporate scanner users conducted by InfoTrends/CAP Ventures, over half of respondents said that network scanner connectivity is important or will be in the future.

“Business users like the idea of sharing ... devices,” said Susan Moyse, a consultant with InfoTrends/CAP Ventures. “We believe the future of document scanning in corporations will have a network component.”

There are many companies, such as Kodak and Panasonic, who manufacture easy to use, yet, powerful scanners ideal for corporate imaging. They can be easily connected directly to the network through the use of the SX-2000U2 USB device server, which:

- Increases productivity of corporate workers by allowing them easier access to lower cost scanners - increasing efficiency of the entire document management system.
- Increases cost savings since a low cost USB device server replaces the entire cost of a devoted PC workstation.
- Is easier for IT professionals to implement scanning services within their infrastructure.

“The business opportunities for network scanning applications are increasing,” said John Capurso, vice president of enterprise marketing at Visioneer. “We are seeing a shift from a centralized usage of scanners to a distributed workgroup model. Combined, the Visioneer Documate 262 scanner and the SX-2000U2 is an affordable solution to enable network-attached workgroup scanning.”

Network Scanning in Action

Let's assume a large retail company has more than a thousand store locations. The company is looking for a better way to incorporate customer information into its Customer Relationship Management (CRM) program to improve efficiencies in how it works with its customers and data. Employees at the store are required to obtain information from new customers including identification, purchase orders and so on. These documents are copied and faxed to corporate headquarters, then manually entered into a CRM database. This process is cumbersome, time consuming and expensive.

To solve this problem, the company installs low cost scanners at its various locations and connects them to the network with SILEXs SX-2000U2. Now employees can simply create electronic versions of the appropriate documents via the scanner. From there, the information is directly sent and saved into the CRM application. The new process saves the company and employees several hundred man-hours a day, while customers have a much more simple and enjoyable experience.

Summary

A single USB device server overcomes the challenges that come with an increased need to transfer more documents to a digital format. With a SILEX device server, corporations are now able to transform a regular, low-cost scanner into a powerful network scanner that can be used by anyone on the network as easily as if it were directly connected to his or her workstation.

The return on investment for this approach is both instant and substantial by allowing companies to:

- More easily meet the requirements of government regulation related to document imaging
- Increase productivity within corporate environments through network scanning
- Provide IT professionals with flexible options in infrastructure planning of network scanning
- Improve customer and employee service
- Increase convenience by making it easier for people to share scanners on a network

These benefits, from utilizing a SILEX SX-2000U2 device server to enable easy network scanning, lowers the total cost of document imaging management.

SILEX TECHNOLOGY offers several USB device servers that can be used to increase document-imaging efficiency within a company.

- The SX-1000U is a single port USB 2.0 device server that lets users share many different types of USB devices including all-in-one printers over the network.
- The SX-2000U2 is a USB device server compatible with USB 2.0 Hi-Speed. The throughput is up to 8x faster than USB 2.0 Full Speed, and is one of the best solutions available for network scanning environments.
- The SILEX SX-5000U2 is a four-port USB device server utilizing USB 2.0 Hi-speed for fast performance of multiple USB devices such as USB scanners, color printers, electronic white boards, external USB storage drives, and other USB-enabled devices.
- Each of SILEXs device servers is easy to use and connect directly to a 10/100 Ethernet network or wireless network. With the use of a USB hub, each of the device servers can connect additional scanners or other USB devices to a network.