

Mark Hart

Executive Director of Business Development & National Accounts

Capture More Customers...
WITH CAPTURE

“Advanced Capture” – A Digital Transformation

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So what is a Digital Transformation?



The figure shows a man in a suit with various data visualizations overlaid on his torso. These include:

- A bar chart on the left with values from 0.1 to 0.7.
- A line graph with an upward trend and a peak labeled '23'.
- A pie chart with segments labeled '+20%', '-15%', '+10%', and '19%'.
- A world map at the bottom with a red dot in the Americas.
- Various numerical data points and labels scattered throughout, such as '1099', '342098', '3451', '25298', '1099', '342098', '3451', '25298', '1099', '342098', '3451', '25298'.
- A small 'ACDI' logo in the bottom right corner.

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Digital Transformation -

Digital Transformation is the novel use of digital technology to solve traditional problems. These digital solutions enable inherently new types of innovation and creativity, rather than simply enhance and support traditional methods.



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Every business process is being digitized from relationship sales, talent and people processes, operations, customer service, field service and more.

For this evolution to be successful, we must move from monolithic suites and disconnected data silos to modern, modular apps with a common data model.

Satya Nadella, CEO of Microsoft



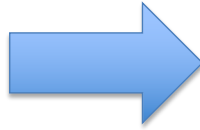
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A Digital Transformation



1949



Many Years Later

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Pages are GOING AWAY?!??!



Photocopier and Printer Market Faces a Declining Future

By Greg Mottley - 10th June 2018

753

U.S. Office and Production Print Volumes Declining Two Percent per Year

By KATHLEEN WORTH - APRIL 28, 2017

The paper printer will be dead in four years, says IEEE

Due to the rising popularity of tablets that have more accessible price points

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Pages are GOING

fake news

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lining Two

r years,

e price points

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A man in a white shirt and jeans is standing in a large pile of crumpled newspaper pages. He is holding a long wooden handle and is in the process of putting a cardboard box into the pile. The background is a vast expanse of crumpled newspaper pages.

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PATIENT RECORDS LEGAL FILES AR/AP MANUFACTURING

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ACDI RECORDS ROOM

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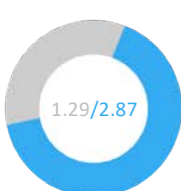
Top 3 Industries Producing Pages








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Top 3 office document spending sectors as a % of revenues **RETAIL BANKING**



1.29/2.87

 <p>\$3.42 TRILLION Total Industry Revenue</p>	 <p>13,572,415 Employees FTE</p>	 <p>95,365,107,233 Office Documents Produced</p>	 <p>\$55,295,188,058 Office Document Costs</p>	 <p>11,443,817 Trees Consumed For Office Paper</p>
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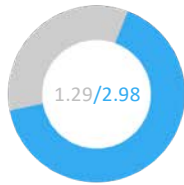
● All Industries Average Office Document Costs % of Revenues
 ● Sector Avg. Office Document Costs % of Revenues



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Top 3 office document spending sectors as a % of revenues **HEALTHCARE**

\$579.6 TRILLION
Total Industry
Revenue

3,446,646
Employees
FTE

28,491,454,922
Office Documents
Produced

\$16,154,332,829
Office Document
Costs

3,418,975
Trees Consumed
For Office Paper

● All Industries Average Office Document Costs % of Revenues

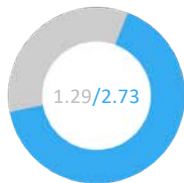
● Sector Avg. Office Document Costs % of Revenues

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Top 3 office document spending sectors as a % of revenues **ENGINEERING SERVICES**

\$181 BILLION
Total Industry
Revenue

792,645
Employees
FTE

5,439,340,504
Office Documents
Produced

\$3,133,267,339
Office Document
Costs

652,721
Trees Consumed
For Office Paper

● All Industries Average Office Document Costs % of Revenues

● Sector Avg. Office Document Costs % of Revenues

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Digital Transformation – Data Entry

The image shows a man in a dark suit and tie, standing against a light blue background. Overlaid on his suit is a complex digital interface featuring various data visualization elements: bar charts, line graphs, pie charts, and scatter plots. Some of the data points are highlighted with red and yellow. The interface also includes a world map at the bottom left and a small 'ACDI' logo at the bottom right. The overall theme is digital transformation and data entry.

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Traditional Data Entry

The image illustrates the transition from traditional data entry to digital transformation. On the left, there is a collage of four images representing different types of physical data storage: 'PATIENT RECORDS' (a stack of folders), 'LEGAL FILES' (a shelf of boxes), 'ARI/AP' (a rack of boxes), and 'MANUFACTURING' (a rack of boxes). A large blue arrow points from this collage to a screenshot of a digital data entry interface on the right. The interface shows a form with various fields for patient information, including name, date of birth, gender, and medical history. The 'ACDI' logo is visible in the bottom right corner.

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**50%**Knowledge workers' time spent
creating & preparing documents**700**Up to \$700 in labor searching
for and replacing documents**25k**Spending over \$25k
to fill each cabinet**2k**\$2k a year to maintain
just one cabinet**ACDI**

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EHR-related Factors Contributing to Patient Harm

TOP FACTORS	% CASES*
user error	17%
incorrect information in record	16%
pre-populating or copy/paste errors	14%

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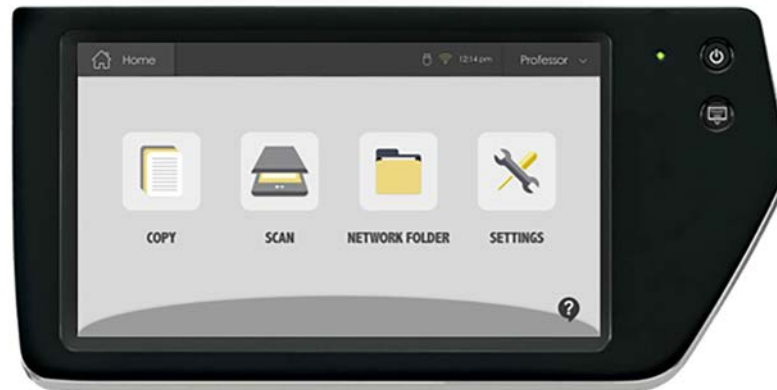
Digital Transformation – “Advanced Capture”

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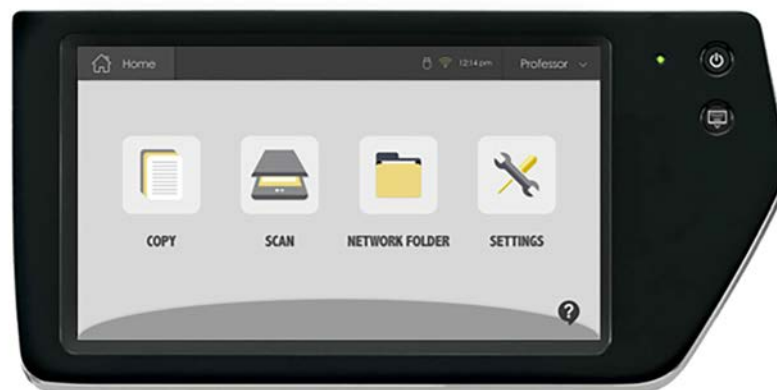


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This is NOT “ADVANCED CAPTURE”

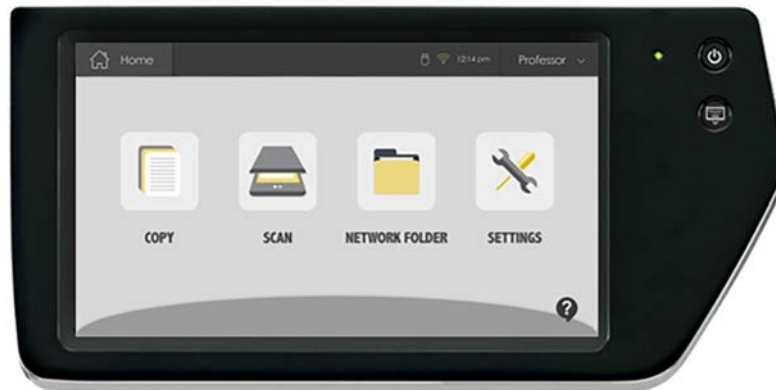
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Simple Scanning



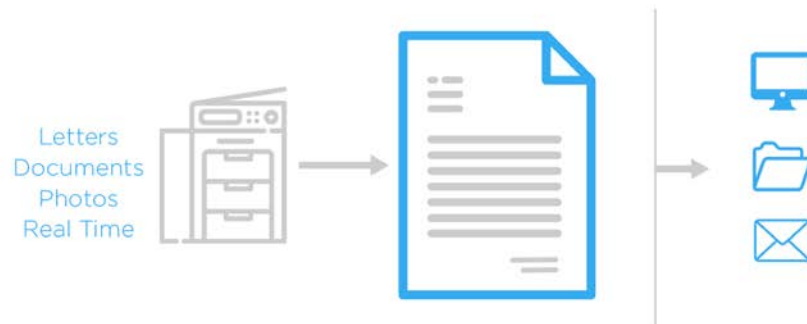
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SIMPLE SCANNING | Unstructured Data



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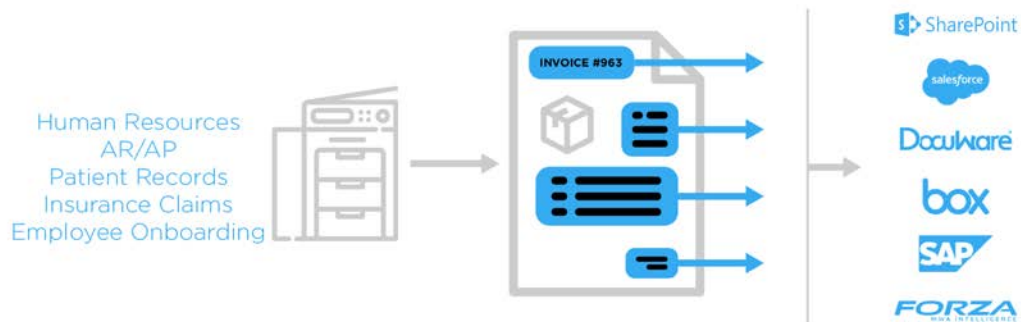
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Now that's "ADVANCED CAPTURE"**ACDI**

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"ADVANCED CAPTURE" | Structured Data**ACDI**

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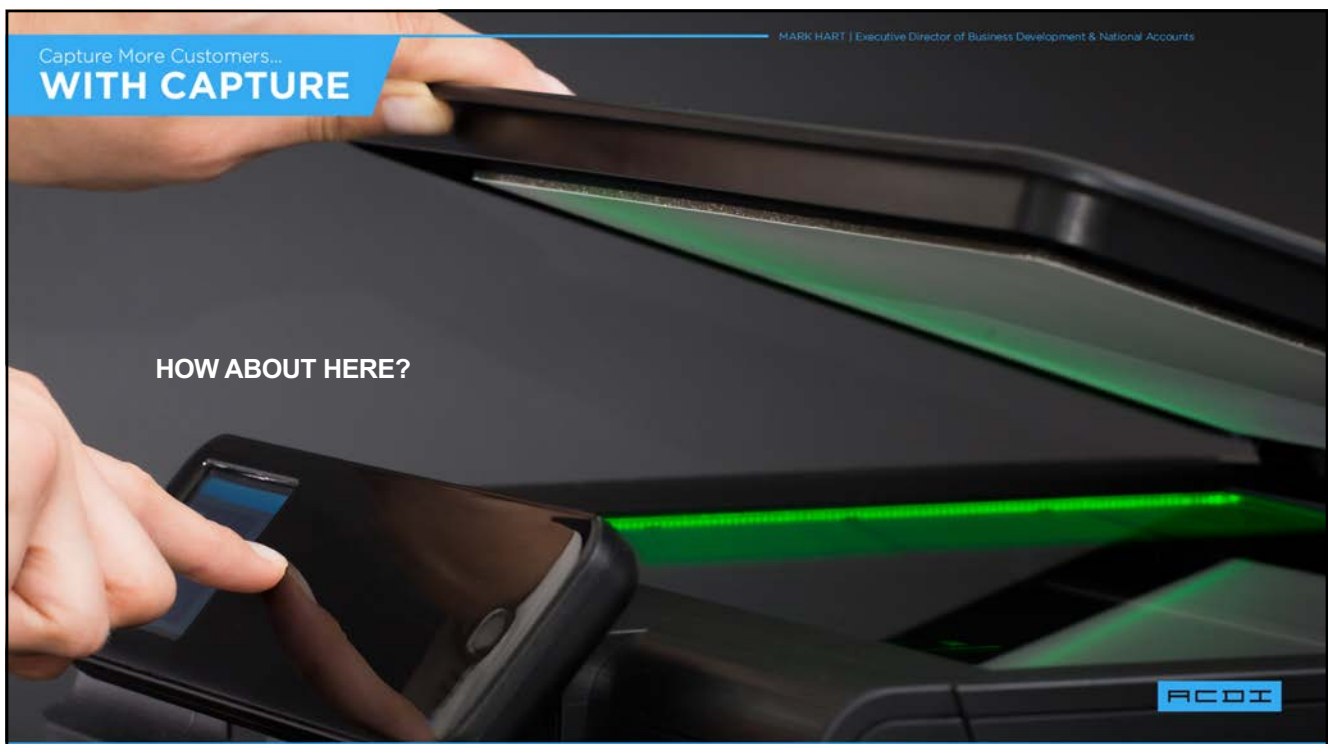
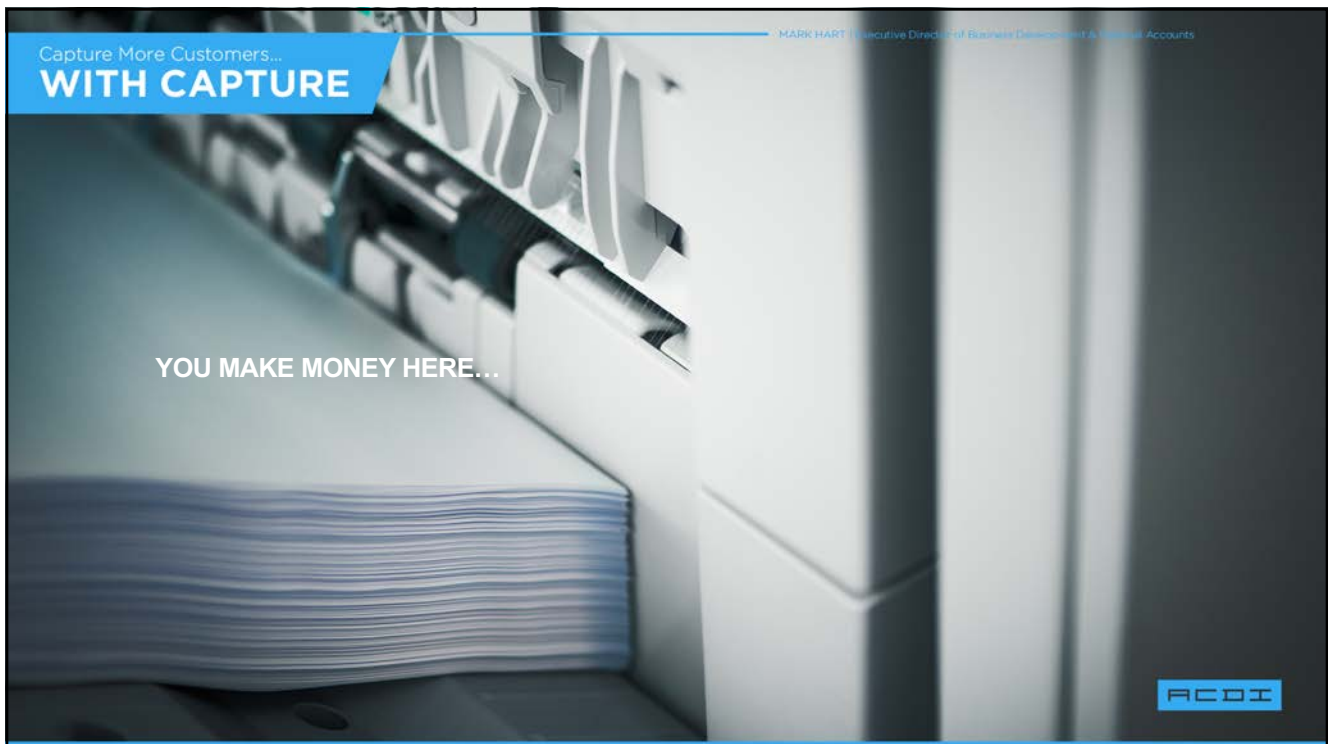
“ADVANCED CAPTURE” | Who are the players in this market?**M-Files®****OnBase®****KOFAX****Laserfiche****ACDI**

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CAN WE MAKE MONEY?**ACDI**



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Office Document Costs **2018**

\$402,698,726,420
Total Office Document Spend



132,260,944
Full Time Employees



703,422,967,967
Total Office Documents

**ACDI**

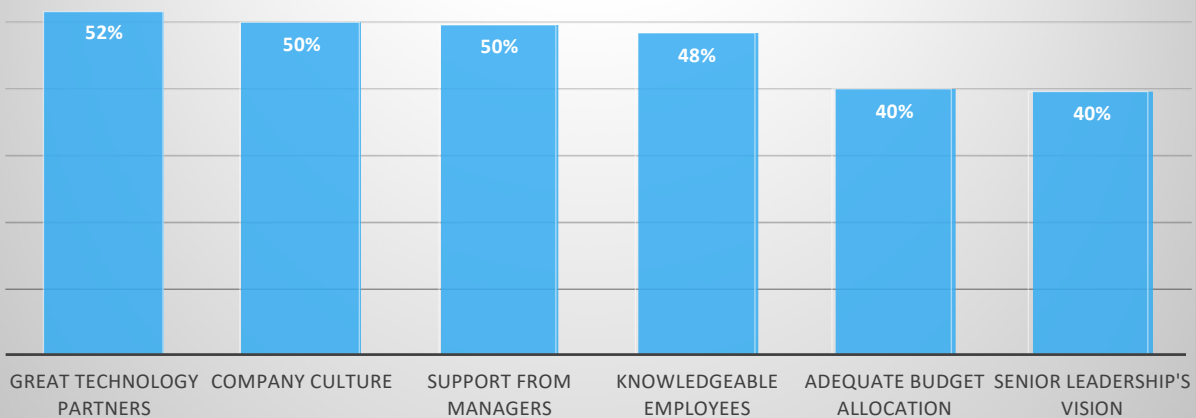
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Primary factors driving Digital Transformation

"ADVANCED CAPTURE"

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