

SCANSHARE SALES KEY POINTS

ELEVATOR PITCH

Digital transformation is mission critical for organizations, and Scanshare is a powerful workflow automation solution that takes productivity to the next level. Users can easily convert paper documents and processes to efficient digital workflows through any device or digital input. Scanshare is sold and supported by ACDI's award-winning team.

PAIN POINTS

We know from conversations with our network of dealers that, with other solutions, they have experienced:

1. Limitations with basic integration/connectors
2. Workflows restricted to MFPs that do not include scanners, tablets, phones, or digital media
3. User confusion due to a lack of standardization across MFP product lines
4. Lack of support and professional services options for all levels of dealer engagement
5. Inadequate support for on-premise and hybrid cloud models
6. Limited purchasing options



QUALIFYING QUESTIONS

FOR END USERS

- **What kinds of documents do your customers process daily (contracts, invoices, etc.)?**
Scanshare works seamlessly for accounting, human resources, and other documents.
- **How are your documents captured? Do you need a capture client?**
Workstation Application, Web Client, Mobile Client, Develop, HP, Koinca Minolta, Kyocera, OKI, Olivetti, Ricoh, Samsung, Sharp, Toshiba, Xerox
- **Do you need interactive scanning?**
Scanshare has questions and fields users can interact with at compatible MFD panels.
- **Does the workflow process require supervision or verification?**
Scanshare allows oversight and document approval, rejection, annotation, and more throughout the workflow process.
- **Do you have a third-party repository or cloud storage?**
Scanshare is ideal for those already using a document storage solution. It offers a large variety of prebuilt connectors including the Windows file system, self-contained repositories, and more than 20 third-party storage connectors.
- **Do documents need to go through processing?**
Scanshare can help with most any document processing requirements, including OCR, barcode reading and writing, deskewing, image converting, Smart Invoicing, and more.
- **Would you like an automated and streamlined document management process?**
Scanshare has built-in triggers that interact with document metadata, OCR readings, and more to add logic to and speed up your document management workflow.

