

# SCANSHARE SALES KEY POINTS

## ELEVATOR PITCH

Scanshare is an intuitive application that allows users to scan paper documents and convert them to digital formats to make processes more efficient and collaborative. It is sold and supported by ACDI whose knowledgeable team is equipped to provide award-winning support and expertise in the document workflow space.

## 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 DEALERS

- **What scanning/document workflow software do you currently sell?**
- **How is the support you receive from your current provider?**
- **How simple and customizable is your current solution?**  
Scanshare's main workspace allows users to easily create new workflows with drag and drop modules in four categories: Capture, Processing, Triggers, and Storage. Scanshare is simple to use, efficiently designed, and now sold and supported by ACDI.

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## 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.

