

# Software to Help Drive DIS Sales Now Available

## MicroDAX 5.0 Software Is an Effective, Affordable Solution

**B**y collaborating with VersaImage Software Corporation, Minolta now has a software application that allows Minolta micrographics customers to quickly locate, scan and distribute images from books, microfiche, microfilm jackets, aperture cards or roll microfilm from the desktop. MicroDAX 5.0 Software, a low-cost document imaging solution, is now available to Minolta dealers.

Minolta expects many of its customers and dealers will find that MicroDAX 5.0 combines a solid architecture and easy-to-use interface for a product with a lot of flexibility. "MicroDAX 5.0 is well suited for Minolta's Imaging Dealers and customers because it provides one flexible, scalable imaging application that can take advantage of all of the unique features of our document scanners," says Mike Watkins, Product Marketing Manager for Minolta's Document Imaging Systems.

Sales of MicroDAX 5.0 are already underway. The first MicroDAX 5.0 was installed in a mid-western state's

Department of Health. The Department is using the Minolta PS3000 Book Scanner and the MicroDAX 5.0 software to make official copies of birth, death and adoption certificates, the originals of which are stored in books. Upon request, Department employees place the book on the PS3000 then use the MicroDAX 5.0 software to initiate the scanning process, crop the image (there is a portion of the document that is not for public use) and paste the cropped image into a Word template. The Word file is then printed on special paper that cannot be copied and a seal is attached. The result is a new official certificate.

Alex Brunner, Chairman of VersaImage Software Corporation, believes that the software will do very well in technical libraries, small banks, credit unions, insurance companies, as well as with government self-service applications such as city and county records distribution. All of these environments generally have extensive microfilm collections from which they still must retrieve and distribute specific pages. Regardless of the frequency of retrievals, any micrographics customer that wants to distribute images electronically should take a look at the MicroDAX 5.0 software, as it makes electronic distribution fast and simple.

### MicroDAX Through the Years

Minolta DIS developed the original MicroDAX software in the early '90s. It was marketed and upgraded for a number of years with the MSI000 and MS3000 scanners. In the late '90s, development funds for modernizing MicroDAX were diverted to help upgrade and enhance the hardware and software interfaces of the existing and future DIS scanning products.

Despite the development of a robust and industry standard TWAIN interface, Minolta realized that most TWAIN compliant software packages were unable to take full advantage of Minolta's advanced scanning features. Putting together a team that could create a program that would support features such as push (front panel) scanning, became a priority.

Minolta turned to two outside companies to provide the funding, development and joint marketing of the next generation of MicroDAX software, VersaImage Software and JFL Peripheral Solutions. "VersaImage and JFL offered Minolta the best fit from a cost, turn-around-time and follow-up support standpoint," said Watkins.

Each company played a role in the final development of the product. Minolta provided input on the marketing direction and software requirements. VersaImage, because of its existing relationships with dealers and experience with VersaIMAGE,

### Here is a brief feature comparison of MicroDAX 5.0 with previous versions of MicroDAX.

Feature	Previous Versions of MicroDAX	MicroDAX 5.0
File Formats	Single page TIFF only	Single & multipage TIFF, BMP
Annotations	None	Text Overlay
E-mail Support	Proprietary	MAPI Compliant
Operating Systems	Windows 95 and NT	Windows, 95, 98, NT, 2000, ME and XP
MARS Support	Single level	Dual level
Software Interface	Proprietary (I-MAX)	TWAIN
Batch Structure	Random naming managed by .ini file	Uses standard file/folder conventions with sequential naming
GUI Interface	Uses "sliders"	Uses standard Windows conventions
Image editing	Rotate, Redact	Rotate, redact plus plug-in architecture for unlimited features

VersaLITE and microfilm systems, took over the development costs, management, and testing of the MicroDAX 5.0 software. In addition, Brunner has been working with Minolta Corporation on projects since the late 1970's.

JFL Peripheral Solutions provided all development services. JFL designed MicroDAX 5.0 for Minolta's products, and it shows. For example, on the scanners that support it, the settings changed on the software's GUI are immediately mirrored on the scanner's front panel, and vice versa. This lets the user work whichever way is more comfortable - at the scanner, or at the PC. JFL has worked directly with Minolta for many years developing the Minolta TWAIN drivers and through the years they have learned how to get the most out of the Minolta scanners.

### Designed for modularity

"While the basic functionality of MicroDAX has stayed the same, MicroDAX 5.0 is completely different in how it handles these functions. It's also completely scalable, which makes it unique," says Watkins. For instance, previous versions of MicroDAX only supported a single page TIFF file format. MicroDAX 5.0 supports single and multipage TIFF as well as BMP file formats. (For a list of differences, see side chart.)

"While it's called 5.0, this version of MicroDAX is really the first release of a new generation of software, built around an image processing core and pipeline that's powerful, fast, and very flexible," said Jon Harju, President and CEO of JFL Peripheral Solutions. "The component architecture JFL has developed is going to be invaluable as we extend MicroDAX into new areas and add new features and functionality."

The MicroDAX 5.0 software was designed to avoid the flaws found in other competitive software packages. For example, in most cases, competitive software packages work only with a single specific piece of hardware.

In contrast, MicroDAX 5.0's versatile design allows it to work in conjunction with many Minolta DIS products. Specifically, it works with Minolta's PS3000 Book Scanner (and soon the PS7000) and MS7000, MS6000, MS3000 and MS2000 Microfilm Scanners. This means that customers only purchase and learn one software program that can work with book scanning, microfilm and microfiche needs.

Some of the standard features available with the MicroDAX 5.0 software are:

- 2-level blip support for auto scanning via a MARS controller
- Annotation for scanned images
- Cut, Paste, Redact and Copying of scanned images

- Full front panel support of Minolta scanners
- Output to Fax, E-mail, Print or File in either single or multi-page TIFF
- Standard TWAIN scanning interface
- Compatible with Windows 95, 98, ME, NT 4.0, 2000 and XP environments

MicroDAX 5.0 software can be interfaced with or upgraded to VersaIMAGE and other imaging software program for a full-blown hybrid imaging system. This allows customers to choose Minolta scanners with the assurance that future growth in their imaging systems will not outdate the scanner imaging software.

Finally, the long-term strategy of the MicroDAX 5.0 architecture is to allow customers to add features as needed. Due to the underlying plug-in style architecture, future versions of MicroDAX 5.0 can be customized to support OCR, PDF files, color scanning and display and database indexing. These features can be made available to customers through additional plug-ins or custom development.

### VersaImage Supports MicroDAX 5.0 Sales

Another great selling point for the MicroDAX 5.0 software is its post-sale support. The cost of each software package (\$1,225 SRP) includes future standard software upgrades and two years of unlimited telephone support, using experienced micrographics personnel, from VersaImage.

"VersaImage's familiarity with the micrographics marketplace, as well as their in-depth knowledge of our scanning products, makes them ideally suited to offer long-term support and service for MicroDAX 5.0," said Watkins.

If you're looking for a way to drive DIS sales, the MicroDAX 5.0 software could be just the tool you need. It's easy. It's affordable. And it gets the job done. Set aside some time to learn more about this software today. @

### More Information is Available Online

The VersaIMAGE ([www.versaimage.com](http://www.versaimage.com)) web site contains additional information on the MicroDAX 5.0 software. In addition, they will soon post the MicroDAX 5.0 Operators' Manual.

For specific questions, you can contact Barry Weinstein, Vice President of Sales for VersaImage Software Corporation. He may be reached by e-mail at [barry@versasoftware.com](mailto:barry@versasoftware.com) or by phone at 919-359-2858.