

# Panasonic Scanners

case study | government

## ▶ KV-S4085CW



## High-Speed, High-Volume Panasonic Scanners

Taking Care of Business for Major Government High-Precision Image Capture Contractor

BCPI, a global gold-standard provider of image scanning, document translation and eDocument Storage solutions, addresses its most difficult daily business challenges with Panasonic scanners.

For the D.C.-based firm, keeping pace with the ever expanding document needs of one of the world's largest enterprises, the United States Government, is a daunting task. Those needs range from document capture, conversion and processing to meeting challenging database and storage requirements.

BCPI's clients cover the entire agency alphabet -- GSA, NIH, FDA, FCC, IRS, DOD, DOE, to name just a few -- as well as the Who's Who of D.C. and Virginia-area corporate enterprises. BCPI supports its client base with over-the-top performance, durability and a strong ROI from its hardware.

Deploying the 100-page-per-minute Panasonic KV-S4085CW has, according to BCPI President/CEO Raj Joshi, eliminated "big headaches" because of Panasonic's commitment to "open-ended software. This, Joshi said, makes enables his operators to "do things that are impossible with (other major-vendor) scanners handcuffed by proprietary software."

But that's just one of the many qualitative and productivity benefits BCPI has experienced from its decision to go Panasonic.

"Quality-wise, Panasonic outperforms our other scanners in almost all areas," Joshi reports. "Other scanners in our inventory have spring-back pickup devices that cause intermediate documents to frequently go out of focus ... Panasonic do not have that problem."

"We need a machine that gives us confidence that it will feed any document correctly and the KV-S4085CW provides that. It is also very good at de-skewing and background correction and has become our favorite scanner for OCR applications because the higher quality of the Panasonic images gives us more accurate final documents."

With its ToughFeed advanced paper-handling technology, Stapled Document Detection, triple-sensor ultrasonic double-feed circuitry, automatic Load-Detection document-hopper height adjustment and 30,000 image-per-day duty cycle, the KV-S4085CW has exceeded even BCPI's stringent standards for high-speed fail-safe document handling. Panasonic has become the company's scanner of choice for many of the most demanding tasks on the image-capture to-do list.

"Nothing beats the KV-S4085CW for precision scanning of medical records, engineering drawings, cardiograms, graphs, and retinal scans." Joshi said, "It is absolutely more accurate than our other scanners, 100 percent more user friendly, and it gets the job done fast."

According to Joshi, the KV-S4085CW's robust build quality coupled with Panasonic's legendary durability has improved BCPI's ROI as well as its image capture workflow.

"Despite being in service for more than two years and performing almost three million scans, our first KV-S4085CW has required zero service and no maintenance except for replacing the feeder rollers. We also appreciate the fact that Panasonic's use of fewer rollers and other consumable parts than other major-brand scanners makes swapping rollers a fast, simple operation."

Overall, Joshi said he is looking forward to deploying Panasonic scanners at end-users sites' as soon as current scanners reach the end of their lifecycles and is seriously considering standardizing on Panasonic for virtually all of BCPI's future scanner needs.

"I personally believe in finding a company that makes superior products and growing with it because it's easier to deal with one family than several," he says. "The Panasonic scanners are incredibly easy for operators to pick up and use with little or no training, the image-quality is extremely good, and they simply don't break. That's a good definition of a company to grow with."