



To: Canon imageFORMULA Resellers
Subject: Release of The New imageFORMULA DR-M160 Document Scanner

We are pleased to announce the release of the new **imageFORMULA DR-M160 document scanner (item # 5483B002AA, MSRP \$1295)**, as of **September 1, 2011**. With a combination of performance, convenience, and flexibility, the Canon imageFORMULA DR-M160 scanner is a compact document imaging solution for office environments. Its user-friendly design, high-quality image processing, reliable item handling, and intelligent software offer end-to-end options for capturing, converting, communicating, and controlling business information.

DR-M160 User Applications:

Today, operating costs are on the rise, making ROI harder to achieve. Fortunately for workgroups and departments in any industry, the DR-M160 scanner provides the basis for efficient records management and paperwork reduction. It delivers capture capabilities that make it an ideal addition especially in the legal, financial, healthcare, and government sectors.

DR-M160 Highlighted Abilities and Advantages:

- Scan in color, grayscale and black & white, reaching speeds up to 60 ppm / 120 ipm, with single-pass duplex scanning and a 60-item Automatic Document Feeder, for a **exceptional performance**
- Less than a foot long and wide, and an LED control panel to pre-program scan tasks, make for a **convenient, usable design**
- Newly-designed roller system, the ability to handle varied documents including thin documents, plastic ID cards, and driver licenses, and a Long Document Mode for handling up to 118" documents, for **flexible, reliable feeding**
- Equipped with Canon's advanced image processing technologies such as Background Smoothing, Auto Resolution setting, and Shadow Cropping for **high quality scanning**
- Nuance eCopy PDF Pro Office and Kofax VRS software included, to create an **intelligent software package**
- Canon Generation Green program participation, plus EU RoHS and Energy Star regulatory compliances, for **an environmentally conscious solution**
- eCarePAK options are available for **hardware investment protection**
- Bundled Canon CaptureOnTouch and improved Canon CapturePerfect software allows users to **scan directly to cloud applications such as Evernote and Microsoft SharePoint**
- ISIS and TWAIN drivers enable **easy integration with a variety of third party software applications**

In order to service and support the DR-M160, Authorized Servicers must have one technician certified by successfully completing the imageFORMULA DR-M160 online course and final exam (**Course Code # 18IFSM16001E**). It will take approximately 90 minutes to complete this training and take the exam. Information contained in the course includes installation, key operations, servicing, and troubleshooting. The imageFORMULA DR-M160 online course is available through eLearning on the eSupport website:

www.support.cusa.canon.com.

Comprehensive information is available on www.canonresellers.com. On this site you will find the brochure, marketing guide, and other useful sales tools, such as competitive comparisons to the Fujitsu fi-6130 and fi-6140 scanners. In addition, a short one-hour webinar will be held coincidental to the release on September 1, 2011 at 1:00pm NY time. This webinar will provide a basic understanding of the product specifications, positioning, and current market opportunities related to these new products. To register for this webinar, [click here](#).

Thank you and good selling.

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