

Document Imaging Report

Business Trends on Converting Paper Processes to Electronic Format

TWAIN Direct Developers Day Uncovers Lucrative Business Opportunities

[Editor's note: We are proud sponsors of this event and believe in TWAIN's goals and mission.]



As the excitement continues to build for [TWAIN Direct Developers Day](#) on November 9th in Safety Harbor, Florida, we'd like to give you a sneak peak of what to expect. However, what's absolutely remarkable already because we are only in the pre-event outreach and planning phase of Developers Day is that several lucrative business opportunities have surfaced as a result.



Firstly, the [TWAIN Working Group](#) is laser-focused on maximizing productivity during Developers Day, so therefore we have created a dedicated cloud-hosted TWAIN Direct API sandbox, and developer account, for each developer attendee. And while the TWAIN Direct Developers Day [agenda](#) doesn't officially kick-off until setup during the evening of November 8th, this allows developers to get a jump start on their projects. In addition to the 30-days of hosting prior to Developers Day, thanks to the grateful TWAIN Direct Developer Day sponsors, we are also providing 60-days of post hosting services so that attendees can continue their development on their own without interruption.

Next, TWG has staged newly updated TWAIN Direct Cloud Express 2.0 source code on a private GitHub repository available exclusively to Developers Day attendees. This open-source code includes several integrated technologies to make a [TWAIN Direct](#) scanning application nearly production-ready by the end of day on November 9th! Some of these items include SAML 2.0/Single-Sign On enterprise authentication, biometric multifactor authentication, an object storage service, an operations database, a messaging service plus a Web scanning application with image preview all packaged into one nice [TWAIN Direct developer toolkit](#).



Since TWG has now provided the [TWAIN Direct API](#) hosted in the cloud, and also provided all these open-source code tools with TWAIN Direct Cloud Express 2.0, naturally we need document scanners. We are pleased to share that as Silver Sponsor of Developers Day not only is [Visioneer](#) providing their expertise on TWAIN Direct development and integration, they are also providing [Xerox D70n](#) TWAIN Direct/VAST-supported document scanners for every single developer at the event!



But TWAIN Direct Developers Day is not only about technology itself. With consensus among the TWAIN Working Group member companies, plus validated at our [TWAIN Focus Groups](#), it is clear that TWG wanted to offer more business-related activities and events to help drive more adoption for our industry ecosystem partners. Therefore, at Developers Day, there will be a separate “Business Track Roundtable” to discuss various hot top topics in the digital transformation market. The main intent of the Business Track is to collaborate and share, as an ecosystem, where we can plan effective go-to-market strategies for each of the participating companies or help individual persons in their jobs.

No matter whether attendees of TWAIN Direct Developers Day are attending the hands-on Technical Track or the Business Track roundtable, or a mixture of both, the creative energy for innovation, especially among [independent software companies for TWAIN Direct](#), is exciting and infectious! Over the past few weeks as more ISV's outside of the traditional 'document management'-type companies have become aware of this event; it has caused a flurry of last-minute sign-ups to attend TWAIN Direct Developers Day.

These ISV's come from very different niche market segments such as inventory management with ERP, fraud detection, cybersecurity, or accounting. The common theme, however, among all these ISVs is that each appreciated the added value to their software, and their overall solution, with being able to offer a much more simplified document scanning capability of zero-footprint TWAIN Direct technology.

Another extremely exciting part of the initial Developers Day outreach is that every single conversation is about a specific use case and, in many discussions about the scope of the development project, has led to uncovering specific and significant end-user client [revenue opportunities](#)!

A few of the ISVs participating in Developers Day include [Verve Corporation](#), ICE Health Systems (who is also an existing TWG member company), Barlea, iValt, and Famous Software.



- Verve Corporation is a valued Bronze Sponsor of Developers Day and is creating a front-end TWAIN Direct scanning application to complement their [Verve Capture Suite](#).
- [ICE Health Systems](#) has been working on a thin client/centralized scanner management cloud-hosting solution for some time and is now putting the final touches on their Web scan client application.
- [Barlea](#) has developed a blockchain application for “exceptional access” where owners, or “custodians,” of digital assets can truly own, provide authenticity, as well as provide authorized transferability of property such as medical records, home titles/mortgages, or land lease titles.
- [iValt](#) provides biometric authentication technologies for use cases that require multifactor authentication, want to provide better user experiences for proof of identity, or both. This technology has already been integrated with the P3iD ScanBot TWAIN Direct Web scanning solution.
- [Famous Software](#) was originally not on TWG's original marketing outreach and was introduced to Developers Day from one of their partner companies. As it turns out, Famous Software has an existing ERP application and will now be developing a TWAIN Direct scanning front-end. This is a perfect example for the viral nature of TWAIN Direct adoption amongst ISVs.

In closing, the TWAIN Working Group sincerely appreciates our valued sponsors of Visioneer, Verve, ServerProto, Keypoint Intelligence, Workflow Magazine, and Document Imaging Report. Without them, our non-profit organization couldn't have even considered hosting such a great event as TWAIN Direct Developers Day.

It's already been such a rewarding experience as we've already all been working together in such a positive and collaborative effort to get the technology prepared...and we haven't even gotten to the good part yet on November 8th and 9th at the Safety Harbor Resort and Spa! This is the true spirit and charter actually of the TWAIN Working Group because, after all, we develop an open-source image acquisition specification and royalty-free sample source software.



Our only intention is to advocate for what we believe with TWAIN Direct, which is a new, modern, and innovative way to develop document scanning application with zero-footprint architecture. Based on the good experiences from Developers Day thus far we sincerely believe that everyone attending will benefit tremendously from this amazing event.

It's still not too late to join us at Developers Day and work with us on the building the next generation of PC-less document capture solutions. For more information on attending Developers Day please contact Erin Dempsey at Erin.Dempsey@twain.org or (910) 574-6631

Sincerely,

-TWAIN Working Group Marketing Committee

DOCUMENT IMAGING REPORT

Business Trends on Converting Paper Processes to Electronic Format



DIR is the leading executive report on managing documents for e-business. Areas we cover include: Document Capture; OCR/ICR, AI, and Machine Learning; RPA; ECM; Records Management; Document Output; and BPM.

DIR brings you the inside story behind the deals and decisions that affect your business.

Vol. 32, No. 13

Managing Editor: Ralph Gammon; rg@info-source.com
Editor-in-Chief: Bryant Duhon; bdu@info-source.com and +1 (301) 275-7496

DIR is published approximately 15 times per year by:
Infosource SA
Avenues des Grande-Communes 8, 1213
Petit-Lancy, Geneva, Switzerland
<http://www.info-source.com>

Copyright © 2022 by Infosource SA. Federal copyright law prohibits unauthorized reproduction by any means including photocopying or facsimile distribution of this copyrighted newsletter. Such copyright infringement is subject to fines of up to \$25,000. Because subscriptions are our main source of income, newsletter publishers take copyright violations seriously. Some publishers have prosecuted and won enormous settlements for infringement. To encourage you to adhere to the law, we make multiple-copy subscriptions available at a substantially reduced price.

Subscriptions:

- Single user: \$597 (electronic)
- Two users: \$897
- From 3 to 5 every extra user: +\$100
- 10 users: \$1,497
- Company-wide subscription: \$2,500 (country-specific)
- Enterprise-wide subscription: \$4,500 (global)