



Visioneer Solution Provider of the Month December 2008

Express Digital Solutions provides document management, e-mail archiving and intelligent capture software solutions for small and mid-sized businesses in Arizona. In addition to offering their customers many comprehensive services, Express Digital Solutions is also one of the leading document scanning service bureaus in the area and helps provide vocational training and employment for individuals born with multiple disabilities.



About a year ago, John Longobardo, co-owner and CEO of Express Digital Solutions, was approached by Gompers Habilitation, the oldest and largest non-profit in the Valley serving adults and children with disabilities. Gompers was looking for a business partner that could help them facilitate and fund their non-profit activities. One of these activities is the Gompers Vocational Program. Gompers offers an on-site industrial training center, enclave opportunities, community placement and various other work-related experiences for individuals seeking opportunities for growth and the chance to earn a steady paycheck.

Express Digital and Gompers entered into a strategic partnership and created a scanning service bureau located at the Gompers Habilitation campus. Gompers provided the physical scanning facility, the people, and transportation to pick up the paper files. Express Digital developed an easy-to-use scanning solution using Visioneer's OneTouch technology and built four scanning workstations powered by Xerox DocuMate scanners, two of which are Xerox DocuMate 765 high volume production scanners.



Using their combined resources, they now offer customers the ultimate in highly secure and affordable document scanning services. Scanning is performed in a secure facility with a monitored lobby and access permitted only to individuals who have passed clearance. Work is supervised and quality controlled at all times and deliveries to the facility are placed inside of a locked cage. Documents are prepared, scanned to client specifications for retrieval, saved to archives and then the paper is securely and safely disposed of.



“This month alone, the service bureau has processed over 2 million impressions and the Xerox scanners offer incredible reliability and flexibility in processing all kinds of diverse jobs, and do so economically,” said Longobardo. “The OneTouch software has been a huge benefit in meeting all kinds of complex customer needs easily. This ‘killer’ array of hardware and software has truly been a winning combination for us.”

Express Digital Solutions is a Visioneer 20/20 PerfectVision VAR partner and an authorized system integrator for the premier suppliers of document capture, workflow, and Electronic Content Management products. They were voted the #1 Document Management/Scanning Company in all of Arizona by “Ranking Arizona” Magazine for 2008.

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