



nextScan *Phoenix – a case study...*

## iArchives Delivers Conversion Services Faster Than Ever with nextScan

### About iArchives

iArchives, headquartered in Orem, Utah, converts microfilm and other print content into digitized, searchable online databases. iArchives' vision is to be the world leader in transforming microfilm and other print content into searchable, digitized, online databases. To achieve that vision, iArchives is providing technology and a process that will substantially reduce the cost and time it takes to archive documents while enhancing the user's experience in exploring those documents. iArchives helps customers solve difficult business challenges and take advantage of new business opportunities through the implementation of innovative technology.

For additional information, visit [www.iarchives.com](http://www.iarchives.com).

### About nextScan

Incorporated in 2002, nextScan is providing the next generation in film scanning technology. nextScan was established to give the microfilm conversion market an alternative to today's 5 to 8 year old rollfilm scanner designs, as well as provide the support they require for success. Designed with the latest in camera, lighting, chip and software technology, nextScan scanners far exceed the quality, speed and reliability of other products on the market, increasing production and lowering cost for customers scanning film in many different industries. nextScan is privately held and headquartered in Eagle, Idaho.

For additional information, visit [www.nextscan.com](http://www.nextscan.com) or call Erin Dempsey at (910) 864-2044.

iArchives, a provider of conversion services and developer of customized indexing and OCR tools can now help their customers find and manage the information they need with the speed and reliability of the Phoenix™ scanner by nextScan

***"The Phoenix has been running at its full potential and has been totally dependable."*** – Frederick Zarndt, CTO, iArchives

"Our customers are wading in microfilm. Libraries, law firms, insurance, healthcare, genealogy services, government – they all come to us needing their film digitized quickly and made available online, as well as wanting affordability and high image quality. nextScan's new and innovative rollfilm scanner technology has enabled us to provide a service that allows our customers to stay up to date without a huge backlog of film," said Mr. Zarndt.

iArchives customers, including University of Utah, BYU, MyFamily.com and The Sonoma Index Tribune have varied film conversion needs. iArchives is providing technology and a process that will substantially reduce the cost and time it takes to archive documents while enhancing the user's experience in exploring those documents. Using the Phoenix scanner from nextScan, coupled with an eight-terabyte, three-head clustered Spinnaker Spinserver™ 3300 centralized storage solution and the state-of-the-art iArchives software, customers content is being converted to a customized database searchable over the Internet or Intranet. This combination has solved difficult business challenges for many, including digitizing 100 years of the Dallas Morning News, supplied on 35mm microfilm from NewsBank.

"The Phoenix scanner enabled us to provide excellent image enhancement from film that had poor lighting, crooked pictures and other problems with the original documents," said Zarndt. "We were faced with a huge challenge with our existing scanners prior to acquiring the Phoenix. Not only was the reliability and stability of the current scanners questionable, but we had a hard time getting the support we needed. Not so with the Phoenix. Upon delivery, the nextScan support staff was right there holding our hand.



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*Using the Phoenix scanner from nextScan, Bobby Helco, Project Manager at iArchives, quickly and easily converts microfilm and other print content into digitized, searchable online databases for customers such as University of Utah, BYU, MyFamily.com and Newsbank.*

### **About Spinnaker Networks**

Spinnaker Networks is the leading developer of next generation NAS storage solutions. The Spinnaker SpinServer is based upon a powerful 2-stage distributed storage system and has posted the highest score ever reported on the Standard Performance Evaluation Corporation (SPEC) system file server 3.0 (SFS 3.0) test for NAS server performance. Spinnaker products are available as complete storage systems and NAS gateways. The standards-based SpinServer supports NFS, CIFS, NDMP, SNMP and CIM, to provide the most efficient management while ensuring interoperability among diverse computing and storage environments. Founded in December 1999, Spinnaker Networks is a privately held company headquartered in Pittsburgh, Pennsylvania. The company has secured \$51 million through two series of funding rounds.

For additional information, visit [www.spinnakernet.com](http://www.spinnakernet.com) or contact Carolyn Dietrich at (412) 935-0926.

Setup was quick (a roll now takes 5 minutes vs. 15) and the scanner is doing exactly what they claimed it would do. The support staff even went a step further to help us customize scanner features that were essential to the type of documents on the film we were scanning. The scanner had been running at its full potential and has been totally dependable"

nextScan can now offer a special service with the nextScan products called "Virtual Tech". This service allows the support team to be more available, prompt and personal to the customer by removing the travel aspect of on site support. The support team can attach and work with the scanner operator from virtually anywhere on the globe via the internet. The support staff at nextScan is able to view the remote users desktop, including the nextScan Fusion™ scanner software, enabling them to walk the user through setup, scan and software upgrades. Working by this method gives the customer a blanket of security and added confidence in using the scanner, providing a powerful tool to nextScan customers including iArchives.

It is vital to the life of a service bureau that they be able to turn around film scanning projects quickly but just as important, the quality of the image has to be good. Customers must be able to read their documents, even areas that may have various levels of gray. This is where the Phoenix has become a huge asset for iArchives, with its capability to scan either grayscale or bitonal images with no reduction in output speed. The scanner is being used to scan mostly 35mm film rolls that contain large newspaper images. iArchives usually scans at a high resolution of 400 dpi, 8-bit grayscale and the images vary in size from 40 MB to 60 MB. Bobby Helco, Project Manager at iArchives, stated "To scan a roll of film used to take us up to 4 hours. With Phoenix, the time to scan has been reduced 75%. Jobs just go faster with less hassle. Since we price out jobs by the image, the Phoenix has enabled us to commit to more jobs and increase our revenue."

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