

From the Desk of the President.....

Why You Want to Buy From nextScan

Introduction

When you are about to make a large investment into a product from a company or a technology that you may not know much about, you feel nervous about making the right decision, and want to be sure to do your homework. This document is intended to help you feel more comfortable with the decision to choose nextScan for your rollfilm and microfiche scanning solutions, by giving you some insight into what drives nextScan and providing a general overview of its hardware, software and component innovations.

nextScan founder Mr. Kurt Breish has pioneered many of the industry's leading developments for the rollfilm and microfiche scanning market. As Mr. Breish states, "I love technology and the engineering process - the more diverse the better. The technology to make a good rollfilm scanner is about as diverse as it gets. A company must have expertise in electronics, software, image processing, mechanical design, systems engineering, networking and most important of all, a passion for new technology."

This document briefly details nextScan's contributions to the rollfilm and microfiche scanning market, presents an overview of nextScan's state-of-the-art product line, and reviews what sets nextScan technology apart from the rest.

The SunRise Years

Mr. Breish was one of the original three founders of SunRise Imaging Inc. At SunRise, he was a member of the Board of Directors, the VP of Engineering, and responsible for all product development. Mr. Breish's tenure with SunRise was from its founding in 1989 until 1997 when SunRise was sold to Printrak International, a Motorola subsidiary. The SunRise product line in those years was internally referred to as the "Mack Truck" of film scanners. The technological advances created by Kurt and his team drove SunRise to be the industry leader both in image quality, throughput, units shipped and revenue by the mid 1990's.

Enter nextScan Inc.

In 2002 Mr. Breish Founded nextScan Inc., because he felt that the state of rollfilm scanning technology development was stagnant and not capitalizing on the available technology to advance the capabilities of rollfilm scanners. None of the players in the rollfilm scanning market were pushing the technology envelope. All were content to have similar product capabilities and attract customers by marketing schemes and sales promotions, instead of real value.

When nextScan was founded in 2002, the fastest rollfilm scanners available on the market were about 180 pages per minute. Wicks & Wilson scanners were at the 180 ppm mark, SunRise was near the 160 mark, and Mekel was around 150. All had similar software; Windows-based user interface, with a setup method that required a trial and error approach of scanning a single frame, then making adjustments, rescanning the same frame and seeing the effect of those adjustments. It was a very time consuming process at best.

The first nextScan product, the Eclipse Rollfilm scanner, was released in 2002 at 300 pages per minute, nearly doubling the throughput of the existing player's products. The NextScan Eclipse had all of the advantages and hard-learned lessons forged by Kurt at SunRise, as well as a patented film transport to eliminate image distortion, fiber optic light source to promote better image quality, and a no-rescan capture method. Additionally, Eclipse featured true optical resolution versus interpolated resolution, as do all nextScan products to this day.

Two years after the introduction of Eclipse in 2002, the competition caught up to the throughput of the Eclipse scanner, just as nextScan announced the Eclipse 500, which set a new bench mark of 500 pages per minute scan speed. Since then, nextScan has introduced a 1000 page per minute scanner as well. To date, no competitor has offered anything faster than a 350 page per minute product. With the nextScan Eclipse, there are no tricks, no bending the rules on how to measure performance, just real honest throughput.

A year ago, one of nextScan's competitors finally introduced a fiber optic light line (which nextScan had been incorporating in its scanners since 2002) as the illumination source for one of its scanners, just as nextScan was introducing LuminTec™. LuminTec is patent pending, and is a state-of-the-art LED-based light line illumination system.

nextScan does not sit on its laurels waiting for the competition to catch up with nextScan technology. nextScan is constantly driving the next generation of products for the film and fiche scanning market.

The FlexScan Story

Shortly after the release of the Eclipse Rollfilm scanner, nextScan wanted to address the need in the marketplace for one scanner that could scan rollfilm, microfiche and aperture cards/oversized fiche. There had been much learned by Kurt during the Sunrise years about what features such a product should entail, and nextScan wanted to find a way to bring such a product to market at an affordable price point, to enable smaller service bureaus and end users to have scanning capabilities for the various formats of film and fiche they may have in house.

nextScan then developed FlexScan, a 2-in-1 scanner that can process rollfilm and microfiche, at speeds up to 240ppm. FlexScan incorporates all the state-of-the-art technology featured in the Eclipse, and enables the user to select a module that can be attached to the FlexScan base to scan either film, fiche or aperture cards. FlexScan has delivered to the marketplace a multi-functional scanner for users on a tight budget, and is being used for production scanning in service bureaus, universities, federal government sites and multiple other entities.

The NextStar Story

nextScan has not only been a leader in basic scanner design, but also has led the industry in workflow software. In 2005, nextScan embarked on a new methodology called "Ribbon Scanning". Ribbon Scanning captures the entire roll of film or microfiche from end-to-end and top-to-bottom in lossless grayscale and stores it as a single large image for further processing on a massive Raid Array of disk drives (which are offered with each nextScan scanner). This product, known as "NextStar", has been shipping since late 2006 and is now a mature and stable product. The primary advantage of NextStar is that since the entire roll or fiche is captured, no frames are ever missed by poor detection setup or poor image quality on the film. Scan and output (on the fly) scanners and software have a very real chance of missing images, and once missed, they are lost forever.

Not so with NextStar. With NextStar, in subsequent processing steps, the operator can add, delete or resize images, change image processing to optimize individual images or a group of images, and choose different output naming configurations for different segments of the film if needed. In short, all the rework issues that have plagued the industry for so many years are now solved by NextStar.

NextStar is **not** an evolution of an existing product, but a revolutionary product designed from the ground up by nextScan engineers to usher in a new way of processing rollfilm and microfiche images. While the competition has "evolved" their products to slightly resemble NextStar, the internals are still the same old legacy code that has for years missed or lost images. nextScan took the initiative to innovate and produce a better product for the market place, not just try to make the next sale based on the same old technology with a new name and splash screen.

The LuminTec Story

In 2009, nextScan took image quality to a new level by introducing LuminTec (Patent Pending USA, Patent Pending EU). LuminTec is a unique, patented, advanced light line illumination system developed exclusively by nextScan. LuminTec effectively increases overall image quality, even at very high conversion speeds, without requiring scanning at a higher dpi – so no increase in image file size. Environmentally friendly, this new lighting technology yields sharper images using only 1/10 of the power of current incandescent illumination systems, thus diminishing heat generation while improving Mean Time Between Failure (100,000 hours MTBF) of the scanner as whole, and enables optimization of the Eclipse and Titan scanners and the many valuable features contained in nextScan's revolutionary NextStar software that accompanies these scanners. With this new lighting system delivering even sharper images, the accuracy of OCR after the scan process is higher than with resulting images from incandescent illumination systems.

Titan Microfiche Scanner Introduction

This year nextScan has introduced a new microfiche scanner called Titan. Titan is nextScan's fiche scanner offering with a very large autoloader. Titan eclipses current fiche scanners on the market by about 2x in performance. Titan's auto loader can hold up to 1000 fiche! In addition, no longer are you going to have problems with double feeds, missed feeds, damaging feeds, or poor image quality, based on the technology and research put into the feeder by nextScan engineers.

In addition to the revolutionary automatic feeder, Titan has many other unique attributes that make it the most technologically advanced microfiche scanner in the world. These include the LuminTec light line system, end-to-end processing speed (load, scan, process and unload) of up to 260 images per minute, capacity to scan many different types of fiche, high quality lens and incorporation of the NextStar processing software.

nextScan's Commitment to Excellence

As you can see, nextScan has been at the forefront of just about all the advances in rollfilm and microfiche scanning since 2002. And as sure as the sun will come up tomorrow, when you talk with our competitors, they will rebut some of what you have just read. The proof is in the functionality – and the facts are what they are. Until nextScan, the market was stagnant and the existing players were not investing in further development of their products. nextScan has been the leader in this type of technology since the introduction of its first product, the Eclipse Rollfilm scanner. nextScan is the only company to consistently invest in new technology to further the betterment of the microfilm and microfiche scanning market.

Ask yourself a question, would you rather have version 1.0 or version 2.3 of a product? Do you want to be stuck with all the bugs and short comings that young products have? nextScan has advanced products that are mature and solve real problems that you have – even nextScan’s newer offerings. These are all based on solid technology that has been developed and refined consistently since 2002.

It’s hard to compete if you are using substandard technology. nextScan brings the cost of film and fiche scanning to an affordable price point with its offerings.



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