

Table of Contents

2007 Document Scanning Year-end Forecast Update	1
Table of Contents	3
Table of Figures	4
List of Tables	4
Introduction.....	5
Forecast Methodology	6
Executive Summary	7
2007-08 Forecast Update	9
The Workgroup Segment.....	9
The Departmental Segment	10
The Low Volume Production (LVP) Segment	13
The Mid Volume Production (MVP) Segment.....	15
The High Volume Production (HVP) Segment	17
Segmentation Changes.....	19
2007-08 Forecast Data Based on New Segmentation.....	20
The Personal Segment (8-15ppm, <\$750).....	21
The Desktop/Workgroup Segment (16-30ppm, \$750 - \$1,499).....	22
The Departmental Segment (31-50ppm, \$1,500 - \$3,999).....	23
Conclusion	23
Appendix A: Products included in Forecast by Segment (Old Segmentation).....	24
Workgroup Segment (\$500-2K, 10 to 25ppm).....	25
Departmental Segment (\$2K-\$5K, most 25-40 ppm).....	26
Production Segments	27
Appendix B: 2005-2008 Forecast Tables (based on Old Segmentation).....	28
Appendix C: Products included in Forecast by Segment (New Segmentation).....	29
Personal (8-15ppm, most <\$750)	30
Desktop/Workgroup (16-30ppm, most \$750-1,499)	31
Departmental (31-50ppm, most \$1,500-\$3,999)	33
Low Volume Production (51-75ppm, most \$4,000 - \$9,999)	35
Mid Volume Production (65-100ppm, most \$10,000 - \$34,999)	36
High Volume Production (>100ppm, most >\$35,000).....	37
Appendix D: 2007-2008 Forecast Tables (based on New Segmentation)	38

Table of Figures

Figure 1 – N. American Document Scanner Shipments 2005-2008.....	7
Figure 2 – N. American Document Scanner Revenues 2005-2008	8
Figure 3 – Workgroup Scanner Shipments 2005-2008.....	9
Figure 4 – Workgroup Scanner Revenues 2005-2008.....	10
Figure 5 – Departmental Scanner Shipments 2005-2008	11
Figure 6 – Departmental Scanner Revenues 2005-2008.....	12
Figure 7 – Low Volume Production Shipments 2005-2008	13
Figure 8 – Low Volume Production Revenues 2005-2008.....	14
Figure 9 – Mid Volume Production Shipments 2005-2008.....	15
Figure 10 – Mid Volume Production Revenues 2005-2008	16
Figure 11 – High Volume Production Shipments 2005-2008.....	17
Figure 12 – High Volume Production Revenues 2005-2008.....	18
Figure 13 – Segmentation Comparison of 2007-08 Shipments	20
Figure 14 – Segmentation Comparison of 2007-08 Revenues.....	21

List of Tables

Table 1 – Vendor Share of Workgroup Shipments.....	10
Table 2 – Vendor Share of Departmental Shipments.....	12
Table 3 – Vendor Share of Low Volume Production Shipments.....	14
Table 4 – Vendor Share of Mid Volume Production Shipments	16
Table 5 – Vendor Share of High Volume Production Shipments	18
Table 6 – New Segmentation Definitions	19
Table 7 – Vendor Share of Personal Shipments	22
Table 8 – Vendor Share of Desktop/Workgroup Shipments	22
Table 9 – Vendor Share of Departmental Shipments.....	23