

Table of Contents

| | |
|--|----|
| 2008 Document Scanning Market..... | 1 |
| 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 |
| Factors Influencing the Scanner Market | 11 |
| Survival of the Fittest..... | 11 |
| Is the Mission Critical? | 11 |
| The Bright Side..... | 12 |
| 2008-2009 N. American Scanner Forecast Update | 13 |
| The Personal Segment (8-15ppm, <\$750) | 13 |
| Forecast Update | 13 |
| Vendor Activity | 14 |
| The Desktop/Workgroup Segment (16-30ppm, \$750 - \$1,499) | 15 |
| Forecast Update | 15 |
| Vendor Activity | 16 |
| The Departmental Segment (31-50ppm, \$1,500 - \$3,999) | 17 |
| Forecast Update | 17 |
| Vendor Activity | 18 |
| The Low Volume Production (LVP) Segment (51-75ppm, most \$4,000-\$9,999) | 20 |
| Forecast Update | 20 |
| Vendor Activity | 20 |
| The Mid Volume Production (MVP) Segment (65-100ppm, most \$10,000-\$34,999)..... | 21 |
| Forecast Update | 21 |
| Vendor Activity | 22 |
| The High Volume Production (HVP) Segment (>100ppm, most >\$35,000) | 23 |
| Forecast Update | 23 |
| Vendor Activity | 24 |
| Conclusion | 25 |
| Appendix A: 2007-2009 Updated Forecast Tables | 26 |
| Appendix B: Model Reference for Scanner Forecast..... | 35 |
| List of Personal Segment Scanners..... | 36 |
| List of Desktop/Workgroup Segment Scanners..... | 37 |
| List of Desktop/Workgroup Segment Scanners - Continued..... | 38 |
| List of Departmental Segment Scanners..... | 39 |
| List of Departmental Segment Scanners - Continued..... | 40 |
| List of Low Volume Production Segment Scanners..... | 41 |
| List of Low Volume Production Segment Scanners - Continued..... | 42 |
| List of Mid Volume Production Segment Scanners..... | 43 |
| List of High Volume Production Segment Scanners | 44 |
| List of High Volume Production Segment Scanners - Continued | 45 |

Table of Figures

| | |
|--|----|
| Figure 1 – Updated N. American Document Scanner Shipments 2007-2009..... | 7 |
| Figure 2 – Comparison of Shipments by Segment, 2007-2008 | 8 |
| Figure 3 – Updated N. American Document Scanner Revenues 2007-2009 | 9 |
| Figure 4 – Comparison of Revenues by Segment, 2007-2008..... | 9 |
| Figure 5 – Updated Personal Scanner Shipments 2007-2009 | 13 |
| Figure 6 – Updated Personal Scanner Revenues 2007-2009 | 14 |
| Figure 7 – Updated Desktop/Workgroup Scanner Shipments 2007-2009 | 15 |
| Figure 8 – Updated Desktop/Workgroup Scanner Revenues 2007-2009 | 16 |
| Figure 9 – Updated Departmental Scanner Shipments 2007-2009 | 18 |
| Figure 10 – Updated Departmental Scanner Revenues 2007-2009 | 19 |
| Figure 11 – Updated Low Volume Production Shipments 2007-2009 | 20 |
| Figure 12 – Updated Low Volume Production Revenues 2007-2009 | 21 |
| Figure 13 – Updated Mid Volume Production Shipments 2007-2009..... | 22 |
| Figure 14 – Updated Mid Volume Production Revenues 2007-2009 | 23 |
| Figure 15 – Updated High Volume Production Shipments 2007-2009 | 24 |
| Figure 16 – Updated High Volume Production Revenues 2007-2009..... | 25 |

List of Tables

| | |
|--|----|
| Table 1 – Vendor Share of Personal Shipments..... | 15 |
| Table 2 – Vendor Share of Desktop/Workgroup Shipments..... | 17 |
| Table 3 – Vendor Share of Departmental Shipments..... | 19 |
| Table 4 – Vendor Share of Low Volume Production Shipments..... | 21 |
| Table 5 – Vendor Share of Mid Volume Production Shipments | 23 |
| Table 6 – Vendor Share of High Volume Production Shipments | 25 |