

## Table of Contents

<b>Executive Summary .....</b>	<b>6</b>
<b>Introduction.....</b>	<b>8</b>
<b>Forecast Methodology.....</b>	<b>8</b>
<b>Trends &amp; Dynamics Impacting the Document Scanning Arena.....</b>	<b>9</b>
<i>Simply Compelling.....</i>	9
<i>Network Connectivity Shifts Market.....</i>	9
<i>Fundamental Enablers .....</i>	11
<i>The New Channel Equation.....</i>	12
<i>Impact of a Weak Economy.....</i>	13
<b>Analysis of the N. American Document Scanner Market.....</b>	<b>14</b>
<i>The Personal Segment (8-15ppm, most &lt;\$750).....</i>	18
Shipment Forecast.....	18
Average List Price / Revenue Forecast .....	18
Product Feature Trends .....	19
Vendor Activity & Share Ranking.....	19
<i>The Desktop/Workgroup Segment (16-30ppm, most \$750 - \$1,499).....</i>	20
Shipment Forecast.....	21
Average List Price / Revenue Forecast .....	21
Product Feature Trends .....	22
Vendor Activity & Share Ranking.....	22
<i>The Departmental Segment (31-50ppm, most \$1,500 - \$3,999).....</i>	24
Shipment Forecast.....	24
Average List Price / Revenue Forecast .....	24
Product Feature Trends .....	25
Vendor Activity & Share Ranking.....	26
<i>The Low Volume Production Segment (51-75ppm, most \$4,000 - \$9,999).....</i>	27
Shipment Forecast.....	27
Average List Price / Revenue Forecast .....	28
Product Feature Trends .....	29
Vendor Activity & Share Ranking.....	29
<i>The Mid Volume Production Segment (65-100ppm, most \$10,000 - \$34,999) .....</i>	31
Shipment Forecast.....	31
Average List Price / Revenue Forecast .....	31
Product Feature Trends .....	32
Vendor Activity & Share Ranking.....	33
<i>The High Volume Production Segment (&gt;100ppm, most &gt;\$35,000).....</i>	34
Shipment Forecast.....	34
Average List Price / Revenue Forecast .....	34
Product Feature Trends .....	35
Vendor Activity & Share Ranking.....	36
<b>Overview of Worldwide Document Scanner Market.....</b>	<b>37</b>
Worldwide Regional Breakouts .....	37
Worldwide Segment Breakouts .....	38
Worldwide Vendor Performance .....	39

---

<b>Conclusion.....</b>	<b>40</b>
<b>Appendix A: 2007-2012 N. American Document Scanner Forecast.....</b>	<b>41</b>
<b>Appendix B: 2007 Worldwide Document Scanner Shipments.....</b>	<b>50</b>
<b>Appendix C: Model Reference for Scanner Forecast .....</b>	<b>53</b>
<i>List of Personal Segment Scanners .....</i>	<i>54</i>
<i>List of Desktop/Workgroup Segment Scanners.....</i>	<i>55</i>
<i>List of Departmental Segment Scanners.....</i>	<i>57</i>
<i>List of Low Volume Production Segment Scanners.....</i>	<i>59</i>
<i>List of Mid Volume Production Segment Scanners .....</i>	<i>60</i>
<i>List of High Volume Production Segment Scanners.....</i>	<i>61</i>

## List of Figures

---

<i>Figure 1 – Document Scanner Shipment Progression</i> .....	6
<i>Figure 2 – N. American Revenue Forecast 2007-2012</i> .....	7
<i>Figure 3 – Document Scanning Potential in the Office Market</i> .....	10
<i>Figure 4 – Comparison of Capture Application Usage, 2007 Kofax Study</i> .....	11
<i>Figure 5 – 2007 Percent of Total Shipments by Segment</i> .....	14
<i>Figure 6 – 2007 Percent of Total Revenues by Segment</i> .....	15
<i>Figure 7 – 2007 Shipment &amp; Revenue Market Share Comparison</i> .....	16
<i>Figure 8 – Personal Scanner Shipment Projections 2008-2012</i> .....	18
<i>Figure 9 – Personal Scanner Revenue Projections 2008-2012</i> .....	19
<i>Figure 10 – Desktop/Workgroup Scanner Shipment Projections 2008-2012</i> .....	21
<i>Figure 11 – Desktop/Workgroup Scanner Revenue Projections 2008-2012</i> .....	22
<i>Figure 12 – Departmental Scanner Shipment Projections 2008-2012</i> .....	24
<i>Figure 13 – Departmental Scanner Revenue Projections 2008-2012</i> .....	25
<i>Figure 14 – Low Volume Production Shipment Projections 2008-2012</i> .....	28
<i>Figure 15 – Low Volume Production Revenue Projections 2008-2012</i> .....	28
<i>Figure 16 – Mid Volume Production Shipment Projections 2008-2012</i> .....	31
<i>Figure 17 – Mid Volume Production Revenue Projections 2008-2012</i> .....	32
<i>Figure 18 – High Volume Production Shipment Projections 2008-2012</i> .....	34
<i>Figure 19 – High Volume Production Revenue Projections 2008-2012</i> .....	35
<i>Figure 20 – 2007 Worldwide Shipments by Region</i> .....	37
<i>Figure 21 – Segment Distribution per Region</i> .....	38
<i>Figure 22 – 2007 Worldwide Shipments by Segment</i> .....	39

## List of Tables

---

<i>Table 1 – Opportunities to Attract Office Products Resellers</i> .....	12
<i>Table 2 – 2007 Overall Shipment Market Shares</i> .....	15
<i>Table 3 – 2007 Overall Revenue Market Shares</i> .....	16
<i>Table 4 – Vendor Share of Personal Shipments</i> .....	20
<i>Table 5 – Vendor Share of Desktop/Workgroup Shipments</i> .....	23
<i>Table 6 – Vendor Share of Departmental Shipments</i> .....	26
<i>Table 7 – Vendor Share of Low Volume Production Shipments</i> .....	30
<i>Table 8 – Vendor Share of Mid Volume Production Shipments</i> .....	33
<i>Table 9 – Vendor Share of High Volume Production Shipments</i> .....	36
<i>Table 10 – Vendor Share of Worldwide Shipments</i> .....	40