



Capture Enabled BPM

Kofax Dokument-Capturing als Eingang in den Geschäftsprozess

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Sr. Sales Executive, Software & Solutions - EMEA Central

Kofax Austria GmbH

Wer ist Kofax?

KOFAX 

CustomerCONNECT

Westminster, London ♦ 18-19 April 2012



<http://london.kofaxconnect.com/registration>



Capture the Agile Enterprise

Führend bei Capture Enabled BPM Lösungen



Batch image capture

Batch content capture

Enterprise capture

Top Ranked BPM software

Erfolgreich wachsend

Zentrale:

Irvine, CA

Gegründet:

1985

Mitarbeiter:

1,200+ in 37 Ländern

Partner:

800+



FY11 Bilanz

- Total revenues: **\$243.9m**
- Adjusted EBITA: **\$40.2m**
- Adjusted EBITA margin: **16%**
- Cash at June 30, 2011: **\$98.3m**

Erfolgreich

Kunden:

20,000+

Software Installationen:

150,000+

Integration in ERP, CRM, Workflow,
LOB, etc:

10,000+

Fokus auf Innovation

- **13%** des Software Umsatzes fließt in R&D

84 der Fortune Global 100 Unternehmen vertrauen Kofax



DAIMLER



ConocoPhillips



TOTAL



KOFAX



Kofax Value Proposition

Capture Enabled BPM – ein neuer, kompletter Ansatz



Capture Enabled BPM liefert Geschäftsvorteile

Kofax erfasst alle eingehenden Informationen...
integriert diese automatisch in ihre Geschäftsprozesse...
verwaltet, betreibt und optimiert ihre Prozesse und Geschäftsfälle...





Capture the Agile Enterprise

Führend bei Capture Enabled BPM Lösungen

1

Point of Origination

Erfassung von Inhalten am Start des Geschäftsprozesses

2

Touchless Processing

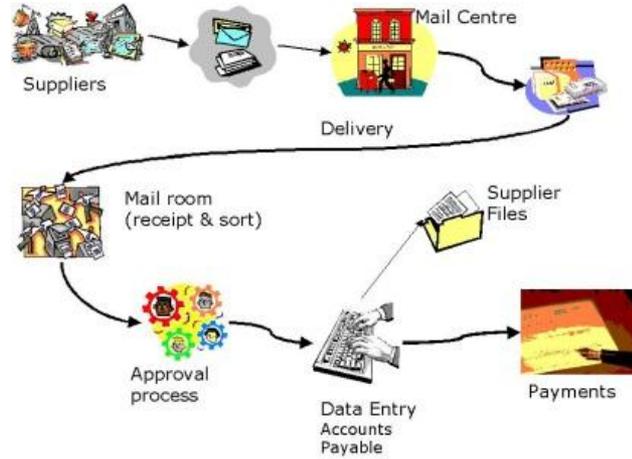
Eliminieren oder Minimieren von manuellen Eingriffen in Prozessen

3

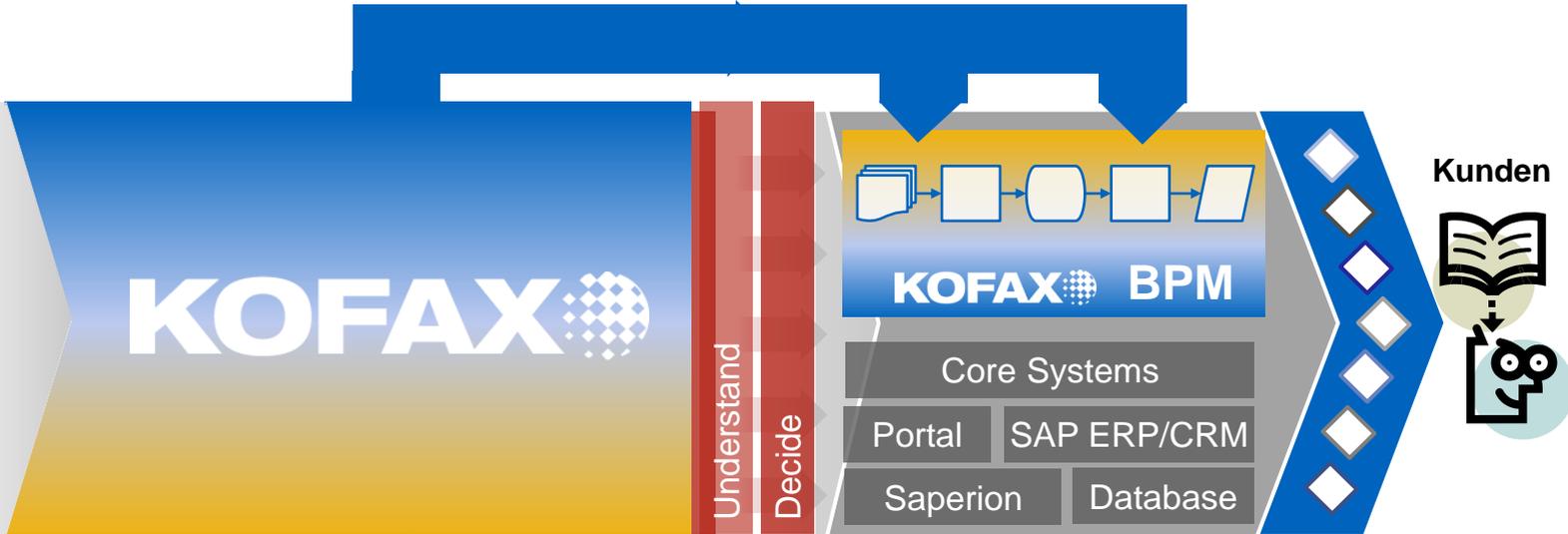
Enterprise Ready

Compliance mit und Integration in existierende IT Infrastrukturen & Applikationen

Kofax Value Proposition



-  Paper
-  Fax
-  Email
-  SMS
-  XML
-  Office
- PDF
- Social



Kofax Capture Enabled BPM Portfolio



Capture Enabled Business Process Platform

Kunden



Kofax Communication Server

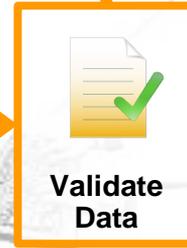
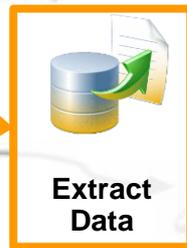
Outbound Messaging



Integration in Unternehmens-IT



Kofax Capture



Kofax Transformation Module



Automatische Dokumentenerfassung am Beispiel Rechnungseingang

Bekannte Probleme?

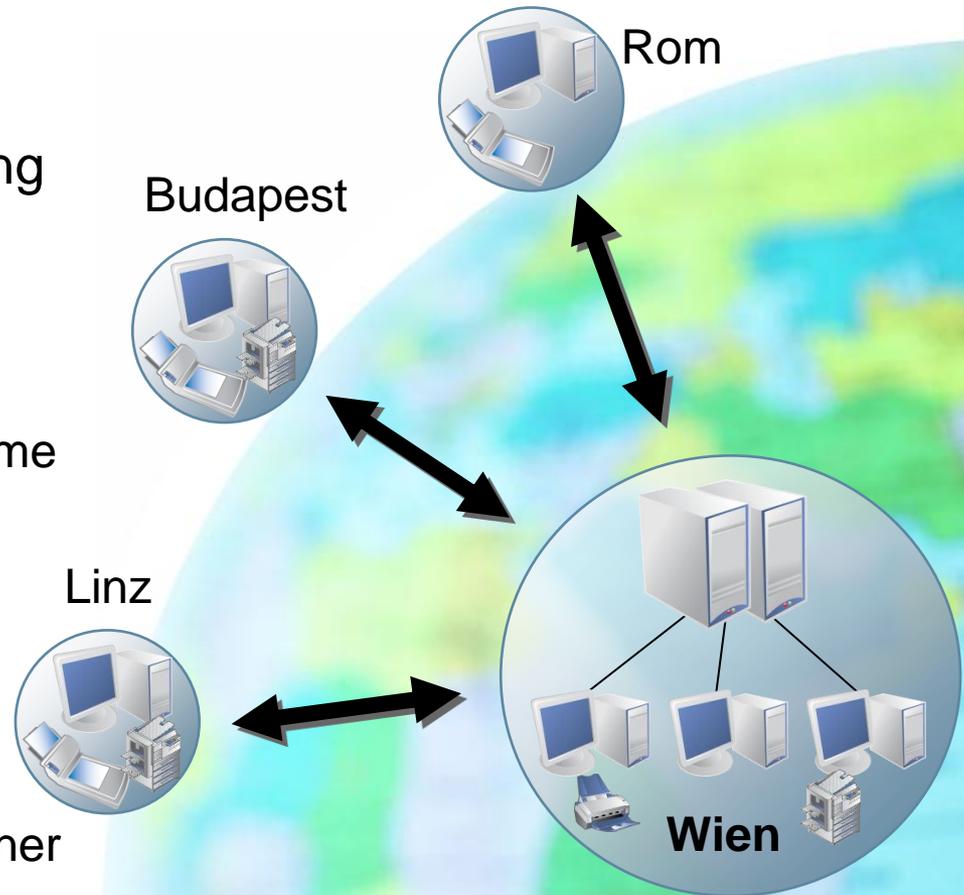
- ◆ Manuelle Dateneingabe
- ◆ Zeitverzögerte, langsame Bearbeitung
- ◆ Verlust von Skonti (normalerweise 2%)
oder Zahlung mit Verzugszinsen
- ◆ Erhöhte Fehlerrate
- ◆ Andere (manuelle) Prozesse bei Fax und Email
- ◆ Hohe Prozesskosten
- ◆ Negatives Feedback von Kunden / Lieferanten / Partnern



Zentrale oder dezentrale Erfassung

→ Frühes Scannen

- ◆ Scannen am Dokumenteneingang
 - ◆ Zentral oder dezentral
- ◆ Integration in 100+ Back-End Systeme
- ◆ Offene, adaptierbare Capture Plattform
- ◆ Ein System für die Erfassung aller Unternehmensinhalte
- ◆ Unterstützung aller führenden Scanner und MFPs
- ◆ Marktführer – Batch and Distributed Image Capture



Klassifikationsmethoden

Strukturiert

Halbstrukturiert

Unstrukturiert

Layout
(lernend)



INVOICE

Talon Manufacturing Ltd.

2/3 Chieftain Close
Gillingham Business Park
Gillingham Kent
ME8 6PP

Tel: 01634 68200 Fax: 01634 28286

Invoice Number SHN017561
Date/Tax Point 14/06/2003
Due Date 30/06/2003
Order Number 578895
Account Code GENST
Delivery Note Number SENG17553

Example Document



Jones Solicitors
Station Court
Station Road
Buckingham
New Hampshire
GU11 7

Telephone: (719) 842-2121
Fax: (719) 643-3139

Partners:
John Jones, LL.B.
James Kerrin, B.A.
Margaret Glenn, LL.B.

Consultants:
Clive Andrews, LL.B.
Robert Martin, LL.B.

Inhalte
(lernend)

| Stock Code | Description | Quantity | Unit Price | Discount | Total |
|------------|---|----------|------------|----------|-------|
| NCW15 | SUR01688GSDN017553 R2202 Rawle Gammon 8 | 1,000 | 0.3931 | 50.00% | 19.55 |
| NCW02 | 15mm Nail-in Clip - White | 400 | 0.3455 | 50.00% | 9.16 |
| OP516 | 15mm Nail-in Clip - White | 400 | 0.0197 | 50.00% | 3.74 |
| OP522 | 22mm Snap-in Open Clip | 200 | 0.0258 | 50.00% | 2.58 |
| PI1C3 | Yellow Plug - Canded Talon | 1 | 6.8000 | 70.00% | 2.04 |
| PI2C1 | Red Plug - Canded Talon | 5 | 6.4000 | 70.00% | 9.52 |
| P30T | Brown Plug - Canded Talon | 7 | 3.3000 | 70.00% | 16.17 |
| TD15 | 15mm Talon Double Clip | 50 | 0.5940 | 70.00% | 9.31 |
| TS10 | 15mm Talon Single Clip | 100 | 0.2950 | 30.00% | 2.79 |
| TS22 | 22mm Talon Single Clip | 100 | 0.2529 | 30.00% | 1.77 |

Dear Sirs,
I refer to the proposed re-finance of the Property below. It is hoped to complete the re-finance on February 18, 2005.
We shall be grateful if you will provide us with a Redemption Statement calculated to the above date as soon as possible, together with a daily rate thereafter if applicable.

Regeln

Delivery Address (if different from above):

Net 75.52
VAT 13.28
Total 88.80

* PAYMENT TERMS: Payment of goods to be made within 7 days of invoice unless otherwise agreed in writing.
* TITLE OF GOODS: Goods remain the property of Talon Manufacturing Ltd.
* DISPUTES: Any disputes with this invoice must be notified to Talon Manufacturing Ltd in writing within 7 days of date of invoice.
Registered Office: 27 Gabriel's Hill, Macclesfield, Telford ME11 8EH
Incorporated in England and Wales. Company No: 3786/007
Director: M. G. Dulyer. VAT Reg No: 394 2644 87

1. Property on any account, including that shown in the heading of this letter; and
2. that you will release your Charge upon receipt of that sum.

Borrower: Simon Matthews
Property: 6 Machine Street
Unit 112
Lakeland, CH 44123

KOFAX
Transformation
Modules



(Automatisches) Klassifizieren des Dokumententyps

3x34 TRANSPORT
Dicom Distribution AS
LUCUM DED-REGISTRATON A/S
762

| KONTOR | 5364 | FAKTRUMER | 216222 | ORDR | 301120 | SIDE | 1 |
|--------|--------|-----------|--------------------|-------------|--------|------|---|
| LAUG | VORGES | KONTROFF | BOKER | YUSUBSTYKKE | BEHOLD | | |
| 101110 | 150 | 877124 | ADMINISTRATONSGODR | | 25,00 | | |
| 071100 | 191 | 0779114 | BOKEMERSE | | 200,00 | | |
| 071100 | 191 | 0779114 | BOKEMERSE | | 187,00 | | |

BT ADRESSE
334 TRANSPORT A/S
BYLINDENVEJ 38-100
POSTBOKS 1477
2000 GODTHROB

| REKVISIT | KONTROFF | KONTROFF | KONTROFF | |
|----------|----------|----------|----------|--------|
| 431,00 | 432,00 | 22,00 | 100,00 | 945,00 |

Lieferant 1

Telefonbogen
Kommune & Erhverv
ISSN-NR.: 1399-9931
Dicom EDB-Distribution AS
www.dicomgroup.com
Rungger 4, B.
2005 Brøndby

Forlaget Danica®
Anpartsselskab
S. Kongsgade 24 • 134 København K
Telefon 70 20 36 60
Telefax 70 20 36 80
CVR-Nr. 21 62 82 71
A/S-Nr. 295 213
Internet: www.forlagetdanica.dk

Faktura Nr. 0480
742

Kort: Hej Danica
Vi er behagelig overbevarede.
Hosne freude er i vor lyst. Det er vigtigt at holde sig i Forlaget Danica & Erhverv. Rungger 4, B.
Da ikke vil det være muligt at holde sig i Forlaget Danica & Erhverv. Rungger 4, B.

Repræsentation:
Dicom EDB-Distribution AS
www.dicomgroup.com
Rungger 4, B.
2005 Brøndby
TEL: +45 42 41 50
FAX: +45 42 41 80
Mobil:
Homepage: www.dicom-edi.dk
E-Mail: mail@dicomgroup.com

Faktura: 2711-3000
Forfaldsdato: 0512-2000
Kunde-Nr.: 4342453

Pris kr. 2425,28
Moms 25 % 655,28
Pris kr. i alt 3075,00

83 03 38 11
83 03 38 11
83 03 38 11

Dicom EDB-Distribution AS
www.dicomgroup.com
Rungger 4, B.
2005 Brøndby

Faktura nr. 0480

3275 00 05 12 2000 3275 00

3716 0382424530648074838536116

Lieferant 2

TELE-DANMARK
Faktura
Oktober Internal 2008
626

Dicom EDB-Distribution AS
Rungger 4 B 2, Th
2005 Brøndby

B

Dicom EDB-Distribution AS
Rungger 4 B 2, Th
2005 Brøndby

Repræsentation:
Dicom EDB-Distribution AS
www.dicomgroup.com
Rungger 4, B.
2005 Brøndby
TEL: +45 42 41 50
FAX: +45 42 41 80
Mobil:
Homepage: www.dicom-edi.dk
E-Mail: mail@dicomgroup.com

Faktura: 2711-3000
Forfaldsdato: 0512-2000
Kunde-Nr.: 4342453

Pris kr. 2425,28
Moms 25 % 655,28
Pris kr. i alt 3075,00

83 03 38 11
83 03 38 11
83 03 38 11

Dicom EDB-Distribution AS
www.dicomgroup.com
Rungger 4, B.
2005 Brøndby

Faktura nr. 0480

3275 00 05 12 2000 3275 00

3716 0382424530648074838536116

Lieferant 3

- ✓ Rechnung
- ✓ Gutschrift
- ✓ Bestellung
- ✓ Verträge
- ✓ Anträge
- ✓ etc

Intelligente Klassifikation

- ◆ Intelligente Klassifikation – kein Sortieren von Dokumenten mehr!
 - ◆ Dokumente werden unsortiert erfasst
 - ◆ Jedes Dokument wird anhand des Inhalts automatisch klassifiziert
 - ◆ Dokumente werden an den korrekten Workflow verteilt
- ◆ Ein Prozess, der einfach zu konfigurieren und zu verwalten ist:



1. Kategorien erstellen
2. Beispiele hinterlegen

3. System trainieren
4. Unbekannte Dokumente klassifizieren

Extrahieren und Validieren der Information

Classification Result - 28 fields valid, 0 fields invalid

Vendor Data

Vendor Number: 0002

Vendor Name: Office Supply International (UK) Ltd

Address: PO Box 378, Leicester, LE4 2YU, UK

Phone: 0800 2788186

Buyer Data

Buyer Name: Dicom Technologies LTD

Address: Beechwood Chineham busns park, Basingstoke, UK

Phone: +44 (0) 870 7

Group

InvoiceNumber: 6878887

InvoiceDate: 16/01/03

PONumber: JMR046

Deliverly Date: 16/01/03

Terms: NET 30 DAYS

Group

Currency: £

Sub Total: 64.85

VAT Rate: 17.50%

VAT Amount: 11.35

InvoiceAmount: 76.20

Table "Table2": 0 invalid cell(s). Table is valid

| ItemNumber | Quantity | Description | Unit Price | Discount | VAT Rate | Total Price |
|------------|----------|---------------------------|------------|----------|----------|-------------|
| 0477499 | 1 EA | SYS BOX 5 CLOSE DSWER BE | 15.99 | 0.00 | S | 15.99 |
| 0746639 | 1 EA | BOOK/DIRECTORY BACK BLAGE | 14.99 | 0.00 | S | 14.99 |
| 0770571 | 2 EA | BK PRINT ON WHIT | 8.99 | 0.00 | S | 17.98 |
| 0787370 | 1 PK | VISITOR SYSTEM R | 11.99 | 0.00 | S | 11.99 |
| 142001 | 10 ST | 10 FT MULTI-COL MN | 0.39 | 0.00 | S | 3.90 |

Current Error: No image

Office Supply RECEIVED 20 JAN 2003 INVOICE

Customer Service: 0800 2788269
Credit Control: 0800 2788286

PO Box 2262, Croft Road, LEICESTER LE4 2YE

By: _____

Reg. office: Office Supply International, 100, Ltd, Tollard Road, Leicesters LE4 2BE
Registered in England No. 3926135
VAT Reg No. 657184465

| Customer Account No. | Invoice No. | Invoice Date | Date Despatched | Terms of Payment | Payment Due Date |
|----------------------|-------------|--------------|-----------------|------------------|------------------|
| 6878887 | 5384620 | 16/01/03 | 16/01/03 | NET 30 DAYS | 15/02/03 |

Shipped to: MISS JANE RYAN, DICOM TECHNOLOGIES LTD, BEECHWOOD, CHINEHAM BUSNS PARK, BASINGSTOKE, RG24 8WA

| Dept | P.O. | Ref # | Desk Top |
|------|--------|-------|----------|
| | JMR046 | | |

| Description | Office Depot No. | Unit Price | Quantity | Discount | VAT Code | Total Price |
|---------------------------|------------------|------------|----------|----------|----------|-------------|
| SYS BOX 5 CLOSE DSWER BE | 0477499 | 15.99 | 1 EA | 0 | S | 15.99 |
| BOOK/DIRECTORY BACK BLAGE | 0746639 | 14.99 | 1 EA | 0 | S | 14.99 |
| BK PRINT ON WHIT | 0770571 | 8.99 | 2 EA | 0 | S | 17.98 |
| VISITOR SYSTEM R | 0787370 | 11.99 | 1 PK | 0 | S | 11.99 |
| 10 FT MULTI-COL MN | 142001 | 0.39 | 10 ST | 0 | S | 3.90 |

Shrinkage or Damage must be reported within 5 days of delivery.

Please Call Customer Service: 0800 1691698

| Carriage | VAT Rate | VAT Amount | Total Amount | Amount Due |
|----------|----------|------------|--------------|------------|
| S | 17.50% | 11.35 | 64.85 | £ 76.20 |

All Goods Remain the property of Office Depot until invoice is settled in full

Please write your account number on the back of your cheque and return it with this counterfoil. Please do not staple together.

| Customer Name | Your Office Depot Account Number | Invoice Date | Invoice Amount | Amount Enclosed |
|------------------------|----------------------------------|--------------|----------------|-----------------|
| DICOM TECHNOLOGIES LTD | 6878887 | 16/01/03 | 76.20 | |

Payments by Credit Card welcome. We Accept VISA, MASTER CARD, AMERICAN EXPRESS & SWITCH

Office Supply International (UK) Ltd
PO Box 378, Leicester, LE4 2YU

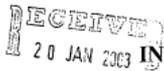
For RACS Payments quote the following to your bank:
OFFICE DEPOT ACCOUNT: 08878887
BANK SORT CODE: 28-33-22
BANK ACCOUNT: 23186465
CREDIT DEPT & PAYMENT ENQUIRIES: 0800 2788186

687888738462000038520010

Weiterleiten der Daten an ERP-Systeme (SAP, Oracle, Lawson, etc)

Extrahieren / Erfassen der Dokumentdaten

- Rechnungsnummer und -datum
- Lieferantendaten
- Kundenname und -adresse
- UID Nummer des Lieferanten und Kunden (länder- und summenabhängig)
- Lieferdatum
- Bestellnummer
- Line items: Artikeldetails, Beschreibung, Menge, Steuersatz, Einzel- und Gesamtpreis
- Währung, Summe, Steuersatz, Steuersumme, Gesamtsumme
- Bankdetails, Zahlungskonditionen



Office Supply INVOICE

Customer Service: 0800 2782698
Credit Control: 0800 2788186

PO Box 2262
Croft Road
LEICESTER LE4 2YB

Reg. Office: Office Supply International (UK) Ltd
Tolland Road, Leicester LE4 2BB
Registered in England No: 3726135
VAT Reg No: 457164425

BY:

| | | | | | |
|----------------------|-------------|--------------|-----------------|------------------|------------------|
| Customer Account No. | Invoice No. | Invoice Date | Date Despatched | Terms of Payment | Payment Due Date |
| 6878887 | 5384620 | 16/01/03 | 16/01/03 | NET 30 DAYS | 15/02/03 |

MISS JANE RYAN
DICOM TECHNOLOGIES LTD
BEECHWOOD
CHINEHAM BUSHES PARK
BASINGSTOKE
RG24 8WA

Shipped to:
MISS JANE RYAN
DICOM TECHNOLOGIES LTD
BEECHWOOD
CHINEHAM BUSHES PARK
BASINGSTOKE
RG24 8WA

| Dept | F.O. | Rel # | Desk Top |
|------|--------|-------|----------|
| | JMR046 | | |

| Description | Office Depot No. | Unit Price | Quantity | BackOrd. Quantity | VAT Code | Total Price |
|--------------------------|------------------|------------|----------|-------------------|----------|-------------|
| SYS BOX 5 CLOSE DRWR BE | 0477499 | 15.99 | 1 | 0 | S | 15.99 |
| BOOK/DIRECTORY RACK BLUE | 0746639 | 14.99 | 1 | 0 | S | 14.99 |
| BK PRINT ON WHITE LABEL | 0770871 | 8.99 | 2 | 0 | S | 17.98 |
| VISITOR SYSTEM REFIL/100 | 0787370 | 11.99 | 1 | 0 | S | 11.99 |
| 10 PT MLTI-COL MBLA DVDR | 7142001 | 0.39 | 10 | 0 | S | 3.90 |

Shortage or Damage must be reported within 5 days of delivery.

Please Call Customer Service: 0800 1691698

| Carriage | V.A.T Rate | VAT Amount | Total Amount | Amount Due |
|----------|------------|------------|--------------|-----------------------------------|
| S | 17.50% | 11.35 | 64.85 | PLEASE PAY THIS AMOUNT £ 76.20 |

All Goods Remain the property of Office Depot until invoice is settled in full

Please write your account number on the back of your cheque and return it with this counterfoil. Please do not staple together.

| Customer Name | Your Office Depot Account | Invoice Number | Invoice Date | Invoice Amount | Amount Enclosed |
|------------------------|---------------------------|----------------|--------------|----------------|-----------------|
| DICOM TECHNOLOGIES LTD | 6878887 | 5384620 | 16/01/03 | 76.20 | |

Payments by Credit Card welcomed. We Accept VISA, MASTER CARD, AMERICAN EXPRESS & SWITCH

Please

Office Supply International (UK) Ltd

PO Box 378

Send your LEICESTER

Leicester LE4 2YU

Cheque to:

For BACS Payments, quote the following to your bank:

OFFICE DEPOT ACCOUNT: 06878887

BANK SORT CODE: 28-13-22

BANK ACCOUNT: 23186449

CREDIT DEPT & PAYMENT ENQUIRIES: 0800 2788186

6878887538462000008520010

Weitere Gründe für Kofax

Effektives Scannen:

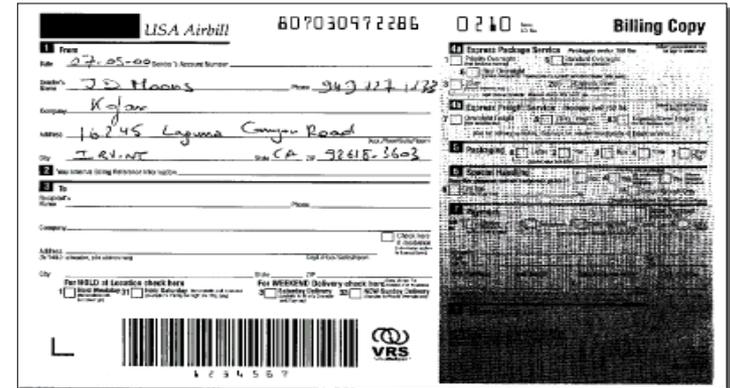
- ◆ Benutzeroberfläche/Bildverarbeitung/
hohe Scan- u. Einzugs geschwindigkeit

Effektive Papierbearbeitung:

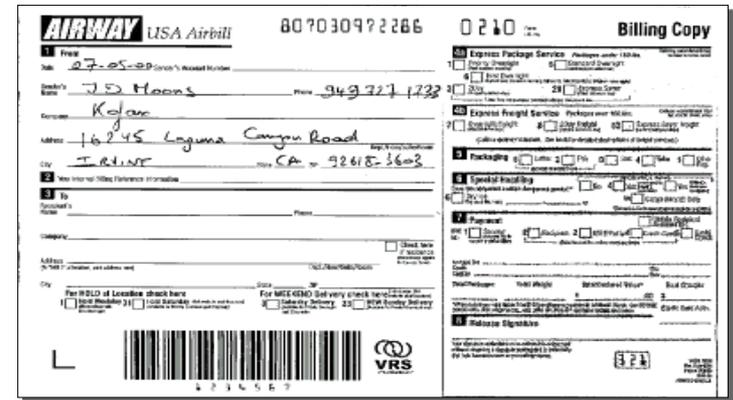
- ◆ Erhöhung der Bildqualität/Verringerung
der Dateigröße/verarbeitbare
Daten

Effektiver Personaleinsatz:

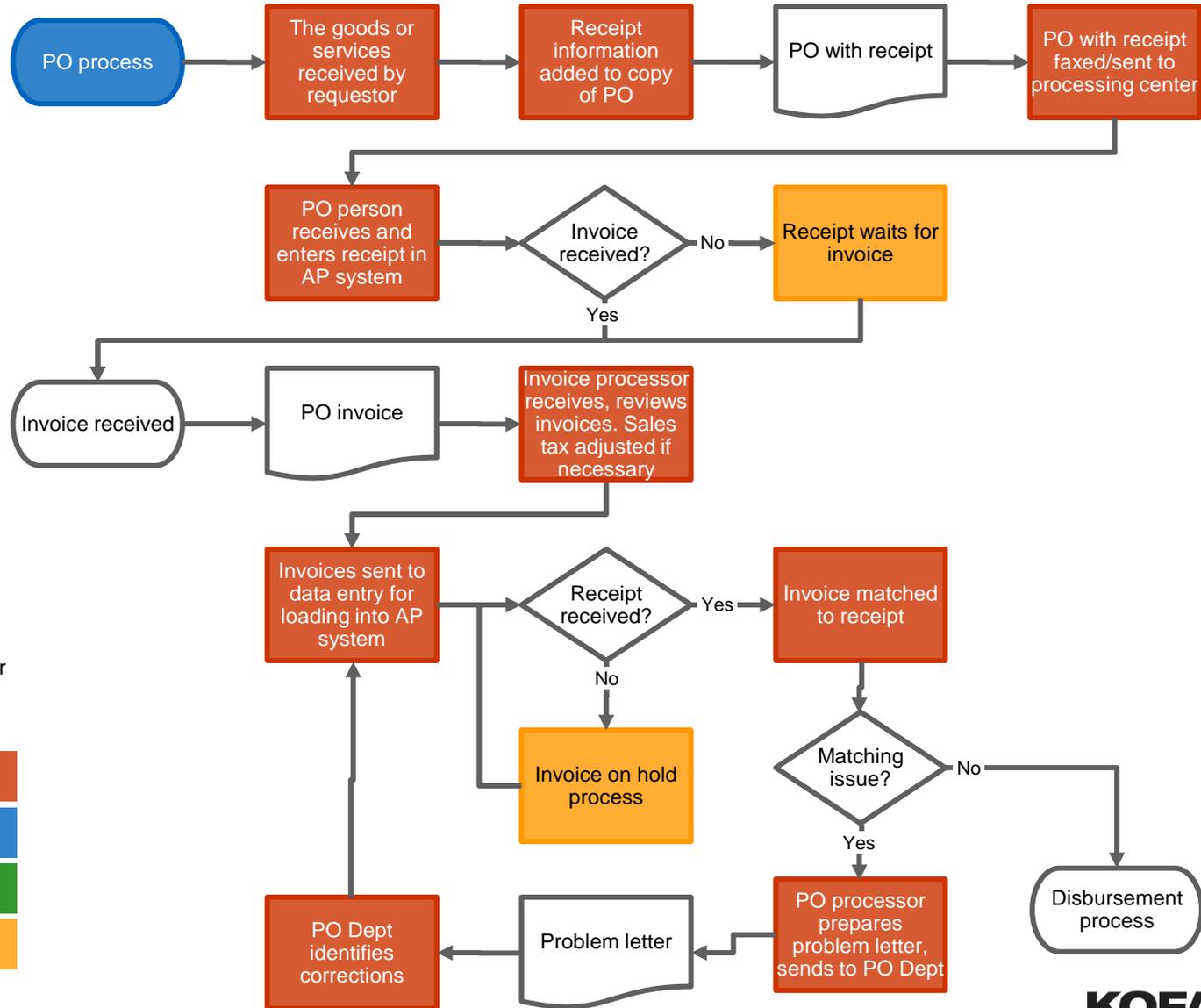
- ◆ Einfache Nutzung/Konzentration
auf den Geschäftsablauf



Kofax VRS VirtualReScan



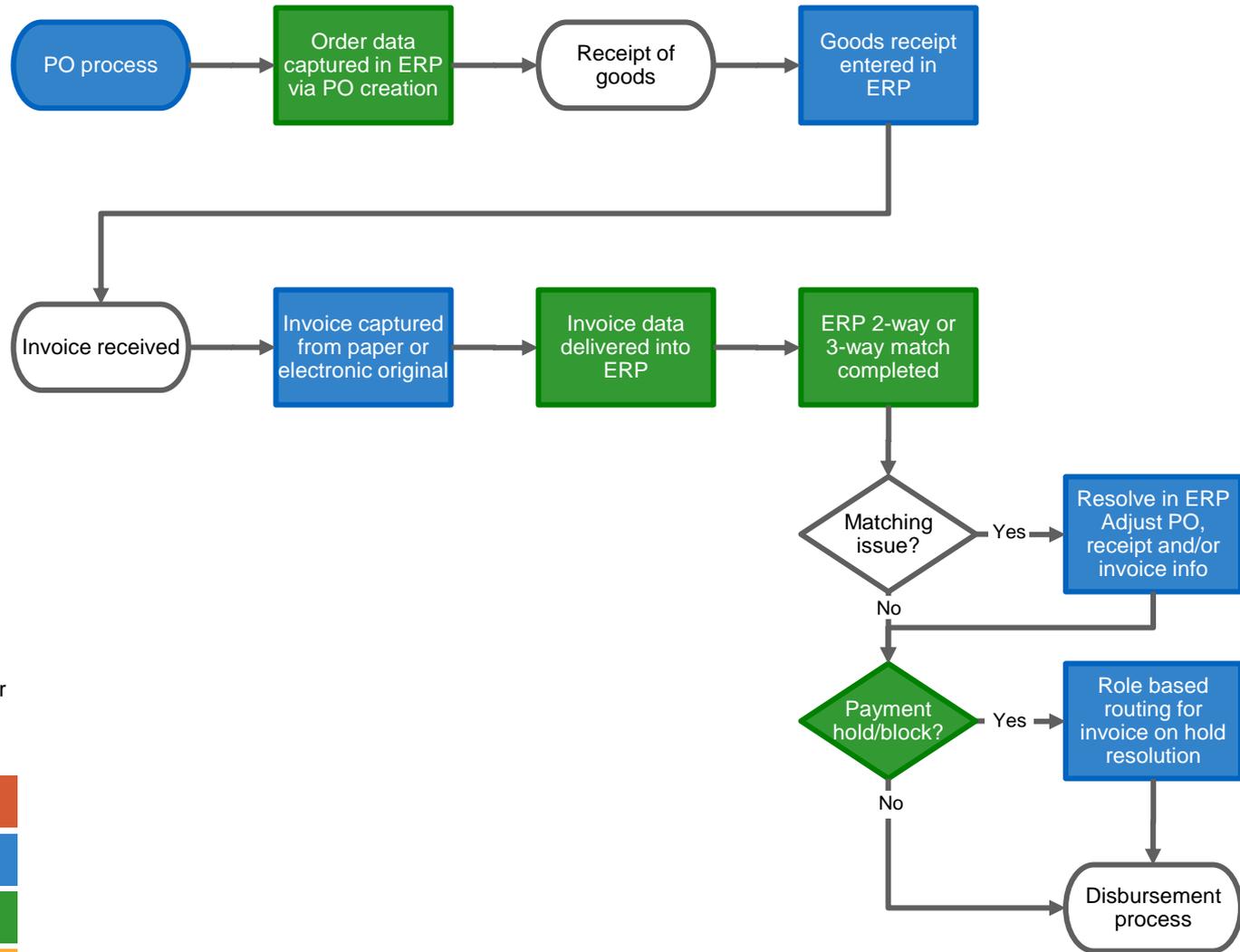
Rechnungseingang / Accounts Payable: VORHER



- Roles**
1. AP Clerk
 2. Requisitioner/Receiver
 3. AP Manager
 4. Buyer

| |
|----------------|
| Manual |
| Semi-automated |
| Automated |
| Wait |

Rechnungseingang / Accounts Payable: NACHHER



- Roles**
1. AP Clerk
 2. Requisitioner/Receiver
 3. AP Manager
 4. Buyer

| |
|----------------|
| Manual |
| Semi-automated |
| Automated |
| Wait |

Vorteile

- ◆ Signifikante Kostenreduktion
- ◆ Früher ROI und niedrige TCO
- ◆ Zeitersparnis durch weniger manuelle Eingriffe
- ◆ Geringeres Fehlerrisiko
- ◆ Skontoausnutzung bei Rechnungen
- ◆ Hohe Transparenz
- ◆ Erfüllen von Compliance-Richtlinien
- ◆ Verbesserter Service für Kunden / Lieferanten / Partner



Thank You.

Michael Kalaus

Sr. Sales Executive, Software & Solutions - EMEA Central

Kofax Austria GmbH

michael.kalaus@kofax.com