



Revolutionizing the way books, newspapers, delicate over-sized documents, and 3-D objects are digitized

Date: 8-22-07

Investment Summary

Prepared For:

Ruth Haas Library
Brian Kennison
Systems Assistant



WESTERN CONNECTICUT STATE UNIVERSITY

Prepared By:

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“Create superior quality digital images from virtually any object, up to 17x24 inches with a Bookeye Planetary Scanner. The Bookeye provides quick, easy scanning.”

Bookeye Grayscale Scanner with Batch Scan Basic Software

Package Includes:

Bookeye Grayscale Scanner (24"x17" scan area; metric A2)
 Batch Scan Basic Software
 Standard Web Set Up & Training
 One year Manufacturer's Warranty On Scanner

Western Connecticut State's Investment **\$13,299** ⁽¹⁾

1st Year Premium Annual Maintenance Policy (required) **\$ 1,329** ⁽²⁾

⁽¹⁾ Option: Add on-site setup & training for an additional **\$1,800**

⁽²⁾ Premium Annual Maintenance Policy (covers hardware, web and/or on-site service & firmware/software updates) after 1st year Warranty period is **\$2,069**

Leasing Options:

60 & 36 Month Lease with \$1 Buyout and Fair Market Value Buyout

Lease Term	Initial Pmt (1st & last)	Monthly Payment	Buyout
60 Month	\$558.56	\$279.28	\$1.00
36 Month	\$848.48	\$424.24	\$1.00
36 Month	\$691.55	\$345.77	\$2,659.80

60 & 36 Month Lease with \$1 Buyout and Fair Market Value Buyout, Including Premium Annual Maintenance (see note 2)

Lease Term	Initial Pmt (1st & last)	Monthly Payment	Buyout
60 Month	\$865.62	\$432.81	\$1.00
36 Month	\$1,124.09	\$562.05	\$1.00
36 Month	\$968.03	\$484.02	\$3,723.20

- Notes:** 1.) Leasing to state institutions is subject to review of your institutions leasing policy. If your institution has a blanket leasing arrangement with a financial institution, your actual leasing costs should be approximately the same or lower.
- 2.) The 36 month lease options, which include Maintenance for the entire 36 month lease term, have ½ year of FREE Maintenance included. The 60 month lease option, which includes Maintenance for the entire 60 month lease term, has 1 year of FREE Maintenance included.



“Create superior quality digital images from virtually any object, up to 17x24 inches with a Bookeye Planetary Scanner. The Bookeye provides quick, easy scanning.”

Bookeye Color Scanner with Batch Scan Basic Software

Package Includes:

Bookeye Color Scanner (24”x17” scan area; metric A2)
 Batch Scan Basic Software
 Standard Web Set Up & Training
 One year Manufacturer’s Warranty on Scanner

Western Connecticut State’s Investment **\$17,999** ⁽¹⁾

1st Year Premium Annual Maintenance Policy (required) **\$ 1,799** ⁽²⁾

⁽¹⁾ Option: Add on-site setup & training for an additional **\$1,800**

⁽²⁾ Premium Annual Maintenance Policy (covers hardware, web and/or on-site service & firmware/software updates) after 1st year Warranty period is **\$2,699**

Leasing Options:

60 & 36 Month Lease with \$1 Buyout and Fair Market Value Buyout

Lease Term	Initial Pmt (1st & last)	Monthly Payment	Buyout
60 Month	\$755.96	\$377.98	\$1.00
36 Month	\$1,148.34	\$574.17	\$1.00
36 Month	\$935.95	\$467.97	\$3,599.80

60 & 36 Month Lease with \$1 Buyout and Fair Market Value Buyout, Including Premium Annual Maintenance (see note 2)

Lease Term	Initial Pmt (1st & last)	Monthly Payment	Buyout
60 Month	\$1,171.59	\$585.80	\$1.00
36 Month	\$1,521.41	\$760.70	\$1.00
36 Month	\$1,310.19	\$655.10	\$5,039.20

Notes: 1.) Leasing to state institutions is subject to review of your institutions leasing policy. If your institution has a blanket leasing arrangement with a financial institution, your actual leasing costs should be approximately the same or lower.

2.) The 36 month lease options, which include Maintenance for the entire 36 month lease term, have ½ year of FREE Maintenance included. The 60 month lease option, which includes Maintenance for the entire 60 month lease term, has 1 year of FREE Maintenance included.



“Fulfill ILL requests quickly and easily with superior quality images. Using the BSCAN-ILL ‘paint-by-numbers’ system, even new workers will fly through their digitization efforts. The Bookeye provides quick, easy scanning and BSCAN-ILL automatically reads pull slips, splits & cleans up images and posts to Ariel & ILLiad without keying!”

Bookeye Grayscale Scanner w/ BSCAN-ILL Software

Package Includes:

- Bookeye Grayscale Scanner (24” x 17” scan area; metric A2)
- BSCAN-ILL Software License
- Standard Web Set Up & Training
- One year Manufacturer’s Warranty on Scanner

Western Connecticut State’s Investment **\$15,999** ⁽¹⁾

1st Year Premium Annual Maintenance Policy (required) **\$ 1,599** ⁽²⁾

⁽¹⁾ Option: On-site setup & training = **\$1,800** additional.

⁽²⁾ Premium Annual Maintenance Policy (covers hardware, web and/or on-site service & firmware/software updates) after 1st year Warranty period is **\$2,399**

Leasing Options:

60 & 36 Month Lease with \$1 Buyout and Fair Market Value Buyout

Lease Term	Initial Pmt (1st & last)	Monthly Payment	Buyout
60 Month	\$671.96	\$335.98	\$1.00
36 Month	\$1,020.74	\$510.37	\$1.00
36 Month	\$831.95	\$415.97	\$3,199.80

60 & 36 Month Lease with \$1 Buyout and Fair Market Value Buyout, Including Premium Annual Maintenance (see note 2)

Lease Term	Initial Pmt (1st & last)	Monthly Payment	Buyout
60 Month	\$1,041.39	\$520.70	\$1.00
36 Month	\$1,352.34	\$676.17	\$1.00
36 Month	\$1,164.59	\$582.30	\$4,479.20

Notes: 1.) Leasing to state institutions is subject to review of your institutions leasing policy. If your institution has a blanket leasing arrangement with a financial institution, your actual leasing costs should be approximately the same or lower.

2.) The 36 month lease options, which include Maintenance for the entire 36 month lease term, have ½ year of FREE Maintenance included. The 60 month lease option, which includes Maintenance for the entire 60 month lease term, has 1 year of FREE Maintenance included.



“Fulfill ILL requests quickly and easily with superior quality images. Using the BSCAN-ILL ‘paint-by-numbers’ system, even new workers will fly through their digitization efforts. The Bookeye provides quick, easy scanning and BSCAN-ILL automatically reads pull slips, splits & cleans up images and posts to Ariel & ILLiad without keying!”

Bookeye Color Scanner w/ BSCAN-ILL Software

Package Includes:

- Bookeye Color Scanner (24” x 17” scan area; metric A2)
- BSCAN-ILL Software License
- Standard Web Set Up & Training
- One year Manufacturer’s Warranty on Scanner

Western Connecticut State’s Investment **\$19,999** ⁽¹⁾

1st Year Premium Annual Maintenance Policy (required) **\$ 1,999** ⁽²⁾

⁽¹⁾ Option: On-site setup & training = **\$1,800** additional.

⁽²⁾ Premium Annual Maintenance Policy (covers hardware, web and/or on-site service & firmware/software updates) after 1st year Warranty period is **\$2,999**

Leasing Options:

60 & 36 Month Lease with \$1 Buyout and Fair Market Value Buyout

Lease Term	Initial Pmt (1st & last)	Monthly Payment	Buyout
60 Month	\$827.96	\$413.98	\$1.00
36 Month	\$1,267.94	\$633.97	\$1.00
36 Month	\$1,027.95	\$513.97	\$3,999.80

60 & 36 Month Lease with \$1 Buyout and Fair Market Value Buyout, Including Premium Annual Maintenance (see note 2)

Lease Term	Initial Pmt (1st & last)	Monthly Payment	Buyout
60 Month	\$1,283.19	\$641.60	\$1.00
36 Month	\$1,679.88	\$839.94	\$1.00
36 Month	\$1,438.99	\$719.50	\$5,599.20

- Notes:**
- 1.) Leasing to state institutions is subject to review of your institutions leasing policy. If your institution has a blanket leasing arrangement with a financial institution, your actual leasing costs should be approximately the same or lower.
 - 2.) The 36 month lease options, which include Maintenance for the entire 36 month lease term, have ½ year of FREE Maintenance included. The 60 month lease option, which includes Maintenance for the entire 60 month lease term, has 1 year of FREE Maintenance included.

WHAT DOES BSCAN-ILL DO FOR EXISTING ILL SCANNING OPERATIONS?

BSCAN-ILL is production digitization workflow software for Inter-Library Loan departments.

BSCAN-ILL enables:

- Production digitization of materials requested by your patrons
- Clean up of digitized images, improving readability and over all image quality
- Direct integration with ILL management software such as ILLiad and RLG's ILL Manager
- Direct integration with digital document delivery software such as Ariel and Odyssey
- Automatic transfer of scanned documents to the requesting patron making your ILL staff more efficient



Digital Photo of prepared material

Scanned color image
File size: 8.95mb

Image after BSCAN-ILL
Image processing.
File size: 98Kb



Digital Photo of prepared material

Scanned color image
File size: 8.95mb

Image after BSCAN-ILL
Image processing.
File size: 98Kb

BSCAN-ILL is compatible with nearly every high production scanner available. **BSCAN-ILL** is also compatible with most third party document image management systems in network, UNIX and mainframe environments.



JUSTIFYING THE COST OF BSCAN ILL – AN ANALYSIS OF LEASING

These scanners eliminate the need for photocopying and they themselves use no toner, ink, drums or paper. This has got to be important for the predominately environmentally conscious academic community. In addition, the image quality expected by requestors is rising and because it is so easy to produce high quality images with BSCAN ILL, image quality expectations will continue to rise. However, the following should offer a complete and simple justification for purchasing BSCAN ILL, especially when bundled with a Bookeye or WideTEK Super B scanner.

The Bookeye grayscale and color scanners and the WideTEK Super B color scanner will remain current for at least five years and can easily handle a million scans. There are no expendables and the Premium Maintenance Agreement covers replacement of belts and other normal wear and tear parts. Hence, five years is a reasonable lease term.

BSCAN ILL is well suited to lease financing because it saves money in existing ILL operations. If the total monthly cost of a BSCAN ILL system over five years, including maintenance and leasing charges ranges between \$300 and \$560, it takes very little savings to cover the cost. See the table below.

Hours Per Day Saved With BSCAN ILL	Total Hourly Cost of Your Scanning Staff			
	\$8	\$10	\$12	\$14
1	\$160	\$200	\$240	\$280
2	\$320	\$400	\$480	\$560
3	\$480	\$600	\$720	\$840
4	\$640	\$800	\$960	\$1,120
5	\$800	\$1,000	\$1,200	\$1,400

If you are currently photocopying and scanning, a net savings is easier to achieve. If your cost of photocopies is five cents per page and you are making 100 photocopies per day, BSCAN ILL with one of our scanners can reduce your costs further. See the table below.

Pages Copied Per Day	Out of Pocket Cost of Photocopying			
	\$0.03	\$0.05	\$0.07	\$0.09
100	\$60	\$100	\$140	\$180
200	\$120	\$200	\$280	\$360
300	\$180	\$300	\$420	\$540
400	\$240	\$400	\$560	\$720
500	\$300	\$500	\$700	\$900

A library that is scanning as few as ten ILL requests per day can justify leasing a WideTEK Super B scanner with BSCAN ILL, even including premium maintenance and leasing fees (based on a leasing cost of \$300, ten pages per article, a \$0.05 copying cost and an efficiency gain of one hour per day with an employee costing \$10 / hour).

Bookeye A2 Color Scanner Specifications

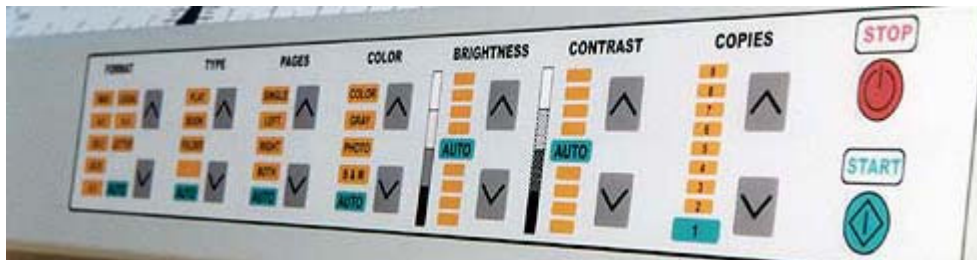


The Bookeye® Color Planetary Scanner has revolutionized the way that information found in books, newspapers, delicate over-sized documents, and 3-D objects is captured. Bookeye® makes scanning in color, black and white, or grayscale a snap. You can even choose to scan once and create both color and grayscale or other output combinations. Bookeye®'s overhead scan design and scan/print electronics with auto-focus and book-fold correction not only prevent damage to delicate books, but also make using Bookeye® easier and more efficient than normal scanners. With

powerful functions like automatic removal of unsightly borders and Automatic Document Location (ADL), Bookeye® has redefined the industry standards.

- 24-bit Color, Bitonal and Grayscale Output, Separately or Simultaneously
- Batch Scanning for Continuous Scanning of Books in Production Environments
- Alternate Scan Left and Right Page
- Text and Photographic Scan Modes
- Photo Reproduction Mode
- Automatic White and Color Balance
- Auto-Focus with 4-inch Depth of Field
- Border Recognition and Removal
- Minimal Maintenance Required
- Optional Foot Pedal

Thanks to Bookeye®'s rich functionality, you can achieve high throughput with bound and stapled documents while maintaining high image quality.



Technical Specifications

Resolution	300 DPI
Scan Modes	Text, Photo
Compatibility	Standard Network Card
Dimensions (H/W/D)	35 x 27 x 27 inches
Weight (includes packing)	94 lbs
Electrical	Voltage Range 120V AC Frequency Range 50 Hz
Power	Operating Max: 400 VA
Temperature	25 to 100 F
Noise Level	45 dbA
Relative Humidity	20% - 80% (non-condensing)

Overview of Most Common Originals

- Colored architectural plans
- Colored wiring diagrams
- Advertisements and sketches
- Colored newspapers and periodicals
- Books
- Maps and drawings
- Atlases
- Ancient manuscripts
- Surveys with photos
- Quality control and documentation
- Graphical designs

Overview of Main Functions

- Format selection up to DIN A2 (17x24")
- 35 mega-pixel resolution
- 30 bit color depth internally, 24 bit externally
- Automatic exposure control
- Autofocus
- Automatic page separation
- Automatic book-fold correction
- PDF conversion
- Simple installation
- Self calibrating
- User friendly

Scanning

- Resolution: 200, 300, 400, 600 dpi
- Scan time:
 - o 2 sec DIN A4 portrait
 - o 2,2 sec DIN A3 landscape
 - o 3 sec DIN A2 landscape
- Color depth (internal/external) 30 bit/24bit



THE Scan2Net® DIFFERENCE

The proposed scanner, manufactured by Image Access, Europe is an intelligent scanner that is Microsoft Windows and Vista compatible. The scanner uses Scan2Net® software, a technological platform that Image Access, Europe also created. Image Access Europe is a sister company to Image Access, Inc.

Is there a fundamental difference in architecture between Image Access scanners and traditional scanners? The answer is YES. Scan2Net® technology frees the host PC from all image related and time critical tasks. At the scanner's heart is a Pentium based Linux system with 2GB RAM, more than found in many PCs. This processing power is not consumed by Windows tasks or other unknown programs and/or drivers. It is fully dedicated to scanner specific imaging and mechanical control tasks. All communication is performed through a standard network connection using TCP/IP protocols.

Traditional scanners rely heavily on the scanner driver which runs inside the PC. The A/D converters may have produced up to 48bits of data but the data is truncated to 24bits before it traverses via the USB or FireWire connection into the PC. After some necessary corrections are performed, including gamma correction, only 18bits of data remains although this is invisible at first glance because it still is coded into the 24bit world.

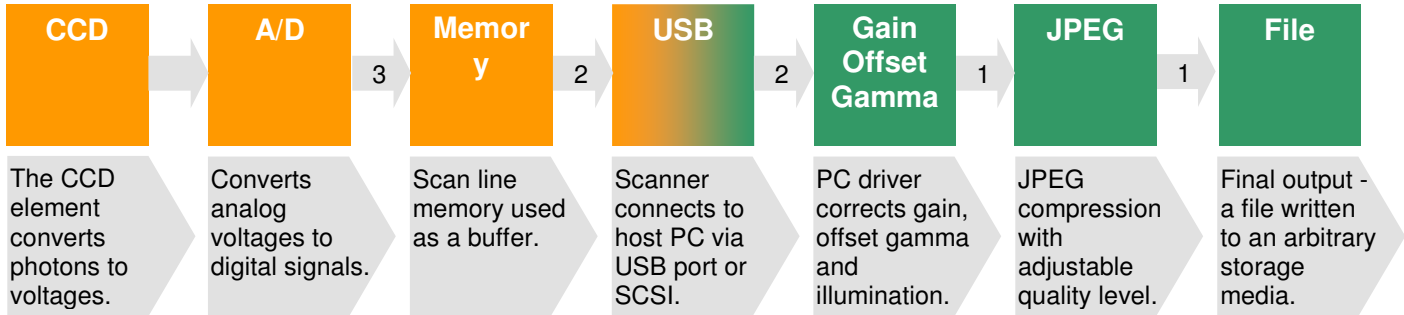
What are the benefits of Scan2Net® over standard scanning software? Scan2Net® is about connectivity. For example, if you wanted to purchase a professional color laser printer for your facility would you even consider a USB-connected low end laser printer, whose intelligence and performance completely relies on the driver installed on the local hosting PC? The answer is most likely NO! If you have to spend thousands of dollars on a printer, you want it networked, independent of any host and operating system and you also deserve the ability to remotely administer the device over the Intranet. Scan2Net® does exactly this. Simply assign a valid IP address to your newly acquired Scan2Net® scanner, start your browser and scan. It's as easy as that! Every Scan2Net® scanner runs Linux on a main stream Intel processor, replacing all of our competitors' dedicated imaging hardware with software that performs many times faster. GigaBit network connections are faster than USB, FireWire or SCSI yet they are affordable, available and standardized. In today's world, computers and peripherals are made available by connecting them through IP based networks and not via point to point USB cables that are limited to a length of 6 feet or less. Organized into three areas, a menu leads the user quickly to their desired feature. Select document size and file format, output mode, color mode and then press the start button. That's all.

Scan2Net® provides:

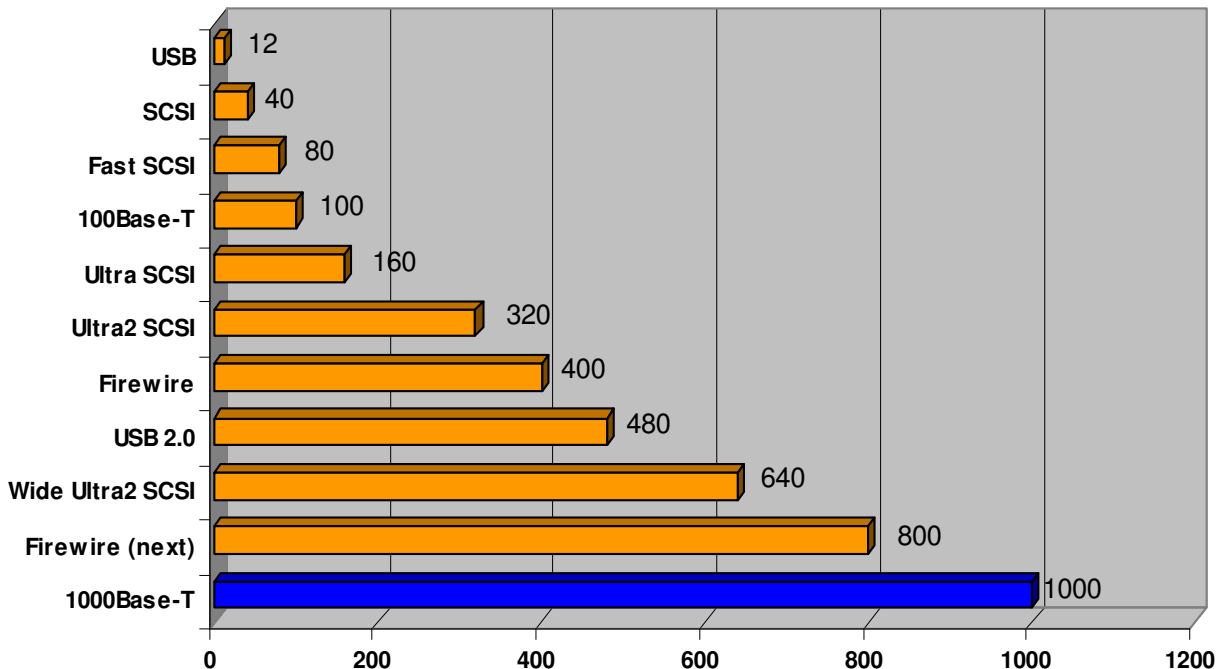
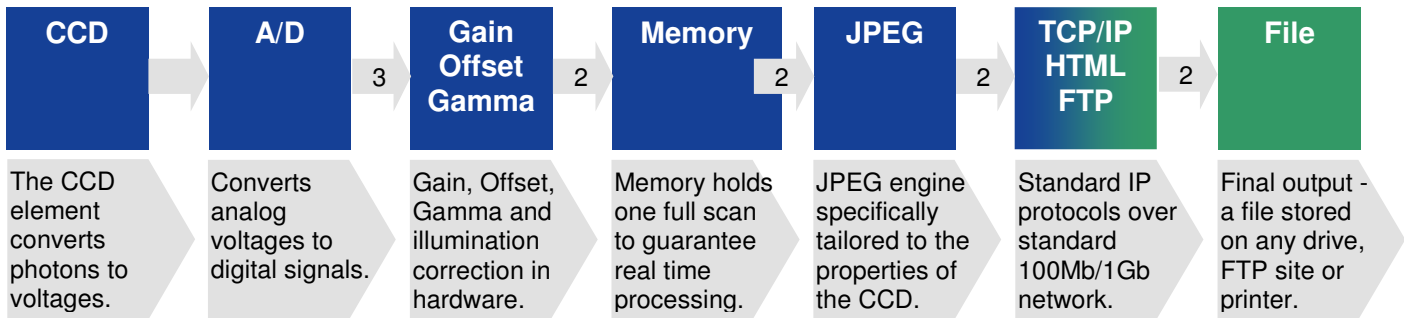
- Fast and simple integration into existing network structures without software installation.
- Integration into the worldwide Internet.
- Access via URL on S2N devices enables new methods of high speed data transfer.
- Just an IP address is needed to identify the S2N device.
- Every S2N device has its human interface man-machine device "on board". It is part of of the S2N technology.
- Any browser (e.g. Internet Explorer, Firefox, or Mozilla) connects to the interface and controls all functionality.
- Any computer in the network can access S2N devices through their IP addresses.

Scan2Net® – A PICTURE IS WORTH A 1000 WORDS

Traditional scanner



Scan2Net scanner



2007-2008 PREMIUM ANNUAL MAINTENANCE AGREEMENT

Image Access Premium Annual Maintenance agreements include:

- **Software and Documentation updates** at no additional charge
- **Discounted Rates** for software customization services
- **Notification of Enhancements** as they become available
- **Telephone Technical Support** - Image Access provides unlimited customer telephone support for problems relating to any of our hardware and/or software products. Image Access will also provide customer telephone support for non-problem related questions for a specified number of incidents per year under this agreement as described on the chart below. Any technical support beyond the specified number of incidents will be billed at a rate of \$125 per hour with a minimum bench fee of four hours, unless the customer opts for a technical support contract.

<u>PRODUCT</u>	<u>INCIDENTS</u>
Opus Preservation “Starter” Kit	4 per year
BSCAN-ILL	3 per year
Opus Scan Module	2 per year

- **Equipment Repair, Loan and Replacement Service, including Telephone Problem Isolation Support** - For expedited determination of Scan2Net® scanner (i.e. – Bookeye / WideTEK) problems, our technicians will connect to the scanner directly through the internet. Image Access will loan equipment within 24 hours of report and determination of equipment failure. Image Access reserves the right to decide whether the loaner equipment will be left at the site temporarily or left at the site as a permanent replacement. Image Access will bear all shipping costs, provided shipping arrangements are made by Image Access and customer follows return procedure. **Exception:** Some scanners are serviced on-site within 24 – 72 hours, depending on scanner make and model. Bookeye/WideTEK scanners and copiers are replaced within 48 hours of determination of equipment failure.