



# Gain the Power of Fusion HD

## Without the Upfront CAPEX Costs

Overcome sluggish scanning and transform your mailroom into a productivity powerhouse with ibml Fusion HD™—the world's fastest scanner—on a pay-as-you-go basis. **Discover how ibml-as-a-service (iaaS) can propel your organization to new heights.**

## Introduction

# An Evolving World

As times change, organizations find themselves under increased pressure. Pressure to digitize, transform, and outpace the competition. Slow, outdated scanning and tedious manual sorting are eating away at operational efficiency, but it's hard to see a way around them. **Investing in new infrastructure would certainly solve these issues**, however, most are held back by:

### Transformation Obstacles



A need to preserve cash for core growth activities



Uncertainties around the ROI of new technology



Aging, unproductive legacy technology



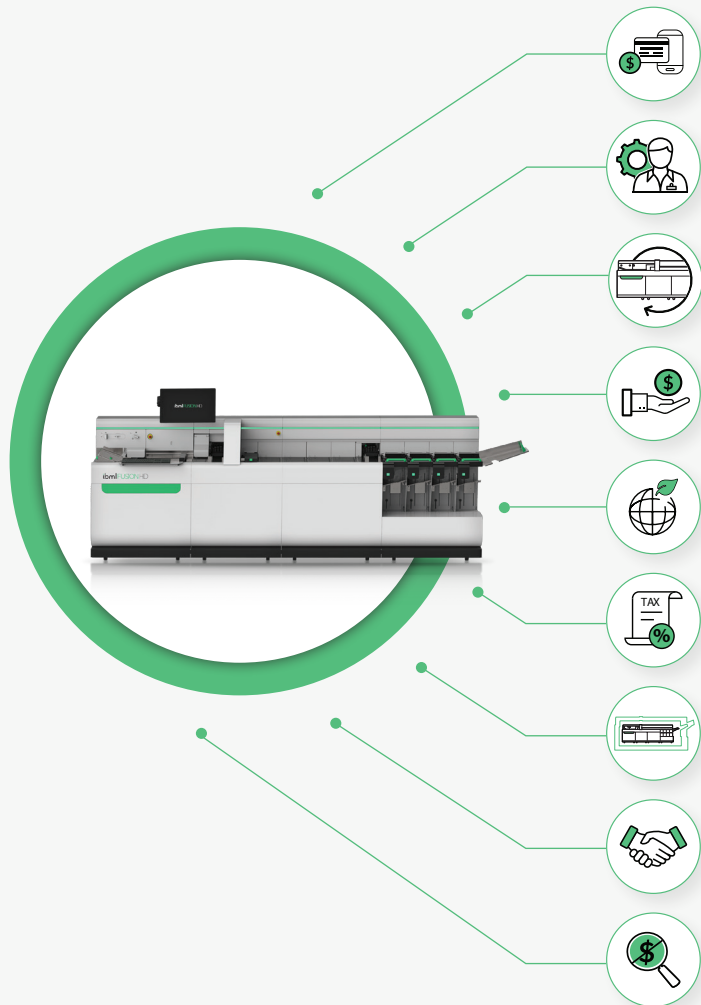
Mounting maintenance and service costs

To no surprise, many organizations have found alternative ways to undergo the urgent digital transformation they need while still preserving cash on hand. **The preferred method? Managed services.**

## Introducing ibml-as-a-Service (iaaS)

A first-of-its-kind offering in the document capture industry, iaaS empowers you to dramatically accelerate your mailroom productivity while enabling your new ibml Fusion scanner to pay for itself. With an annual subscription payable quarterly, you can receive all the benefits of cutting-edge intelligent capture technology with none of the downsides associated with a typical CAPEX expenditure.

### Why iaaS?



#### Pay-As-You-Go

Access the latest technology with no upfront costs

#### Customize, Scale and Bundle

To meet your individual needs at no additional cost

#### Upgrade to the Latest Technology

Gain a competitive advantage while securing your infrastructure and organization from cyber threats

#### Preserve Cash

For your core growth initiatives while letting your ibml Fusion HD pay for itself

#### Operate Responsibly

Outsource environmentally safe disposal of your outdated technology

#### 100% Tax Deductible

As subscription costs now fall under operating expenses

#### Gain Agility & Flexibility

Select hardware, software, and service levels while upgrading, as needed

#### Enjoy Convenience

Receive one annual bill payable quarterly from a one-stop resource: ibml

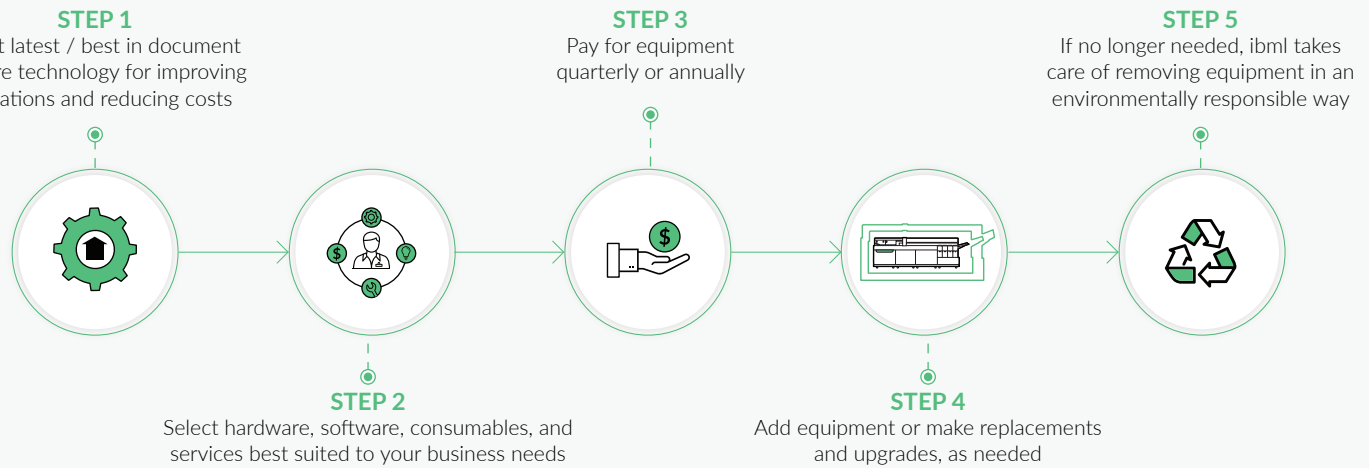
#### Avoid Hidden Costs

No surprises. Get a fixed fee for equipment, services, and maintenance

## How it Works?

### How the Managed Service Process Works:

#### Overview



## STEP 1 Choose your ibml Fusion model:

USE	MODEL	FRAMES	UPGRADEABLE	BASE SPEED (ppm)	MAX SPEED (ppm)	POCKETS
Mission Critical Scanning with Basic Intelligence	ibml Fusion HD 8200	2	Speed Only	321	474	1 w/run out
Standard In-line Intelligence	ibml Fusion HD 8300	3	✓	321	730	Up to 4
Sophisticated Transactional Processing	ibml Fusion HD 8400	4	✓	321	730	Up to 15
Complex Out-Sorting	ibml Fusion HD 8700	7	✓	321	730	Up to 24

**Check Speeds:** 375 pm Min | 938 pm Max

## STEP 2 Select your software, consumables and services:

### Software choices:



#### Capture Suite

Get the most out of your new ibml Fusion HD with robust document recognition software that automates data extraction using real-time intelligence, captures documents from other sources, and analyzes performance to continuously improve accuracy and productivity.



#### ibml Cloud Capture

Gain valuable agility and scalability with an all-in-one cloud native solution that covers the entire document lifecycle—from capture to processing and management—and uses supervised machine learning to improve itself over time.



#### Transact

As a hybrid solution for either on-premise or cloud, Transact uses AI to intelligently classify and extract metadata from structured and unstructured forms at unprecedented speeds.

### Consumables:

**Choose from 3 pre-paid package options** included within a contract price that contains consumables, such as feed tires, belts and ink:

#### 1 Standard

Recommended for scanners used for a single shift at the base scan speed and printing a single print line.

#### 2 Enhanced

Recommended for scanners used for multiple shifts or at a higher scan speed and printing a single print line.

#### 3 Heavy

Recommended for scanners used for multiple shifts or a higher scan speed and printing multiple print lines.

### Maintenance:

Select the service level needed and the cost of ongoing maintenance will be included in the final subscription fee.

## STEP 3 Select your term length and billing schedule

Choose from term lengths of 36, 48, or 60 months paid either quarterly or annually.

Sample illustration for ibml Fusion HD Scanner with Capture Suite and regular maintenance:

Solution Value =		\$169,410.00		
(includes hardware, software, initial implementation services)				
Term (Months)	Monthly Cost	Quarterly Payments	Annual Contract Value	
36	\$ 7,040	\$ 21,121	\$ 84,482	
48	\$ 5,873	\$ 17,620	\$ 70,482	
60	\$ 5,198	\$ 15,594	\$ 62,376	

**\*Prices are for illustration only.** Actual pricing depends on customer configuration and needs, may not reflect current rates and is subject to change. Monthly/quarterly/annual payments include ongoing maintenance costs.

## STEP 4 Receive your new solution and continually assess needs throughout contract

Need an additional machine due to a sudden increase in volume?  
Application requirements changed? New applications added?



Easily add equipment, replacements, or upgrades to your existing contract, as needed.

## STEP 5 No longer need your equipment?

Let ibml take care of removing the equipment in an environmentally responsible fashion.

## Innovation Just Got Better iaaS + ibml Fusion HD: A New Frontier

Transforming digitally is great. But allowing your evolution to pay for itself? **Well, that's just genius.**

Accelerate precious time and money savings with an astonishingly productive, intelligent capture system supported by a highly cost-effective managed services subscription. There's only one name that does it all – **ibml**.

Set up a demo or get more details.  
[www.ibml.com/consult-an-expert](http://www.ibml.com/consult-an-expert)



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