



WHITE PAPER SERIES

Up to 4x ROI vs Kofax and Datacap

OVERVIEW

Prevalent Software has a long history in providing Document Capture and Content Management software. Our roots go back to the very beginning of the Electronic Content Management (ECM) industry when the predominant technology for storing documents other than on paper was Microfilm and Micro Fiche. During the late 1980's and 1990's, our founders were instrumental in inventing software technologies upon which today's ECM industry is built. In fact, their work at Optika Imaging Systems was so advanced it was awarded the Computerworld/Smithsonian award for "Heroic Achievement in Information Technology" in 1996 for their groundbreaking invention of Visual Business Process Management (workflow) tools.



As the ECM industry matured and grew, so did their understanding of how businesses use and deploy Document Capture and ECM technology. This led our founders to their next breakthrough invention, **web browser-based document capture**. The significance of this invention was more than just the technology of capturing documents anywhere in the world without installing desktop software. This breakthrough led to a different way to license and deploy document capture systems, from small departmental systems all the way to massive global document capture infrastructures.

ROI MULTIPLIER #1: SAVE A LOT OF \$\$ WITH OUR LICENSING APPROACH

The way software is licensed can play a big role in initial startup costs as well as the cost to maintain the software over time. Traditional desktop software is licensed per machine, or per named user. This is the case with Kofax workstation and scan licenses. A software license that is linked to a physical computer or to a single person is like buying a dishwasher that only one person in the family can ever use. Imagine if everyone in the family had to purchase their own dishwasher! Dishwashers are not licensed this way because it provides the least amount of flexibility at the greatest committed cost. A dishwasher can be used by anyone, but only by one person at a time. In the software world this is called *concurrent* licensing.

Prevalent's products have a concurrent license, which allows anyone in the world to use the license, but only 1 at a time per license. This provides the greatest amount of flexibility for the lowest committed cost.

EXAMPLE

Let's say you have 20 workers in your organization that all have the need to capture documents during the course of their daily work, but each only needs to spend 2 hours a day using the capture software. A per workstation license model (Kofax) would require one workstation license to be purchased for each computer/person who is using the software. A concurrent license model (Prevalent, Datacap) can be used by anyone in the world, on any computer in the world, limited only by the number of users using the software at any given point in time. In order to provide adequate licensing to do this, licenses would need to be purchased as follows:

Vendor	License	Licenses Needed	Estimated Cost*
Kofax	Workstation, Page Count	20 Stations, 75k Pages/month	\$57,100
Datacap	Concurrent, Unlimited	5 Licenses, Unlimited Users & Pages	\$47,900
Prevalent	Concurrent, Unlimited	5 Licenses, Unlimited Users & Pages	\$10,900

*Estimated cost for equivalent functionality based on public sources, not including maintenance and support

Based on licensing and pricing alone as reflected in the table above, users of Prevalent's Quillix Document Capture system would see a potential ROI increase of 4.3X over Datacap, and 5.2X over Kofax. Kofax is additionally restricted by page limits for scanned and imported documents, meaning as the capture volume increases, so does your ROI with Quillix Capture compared to Kofax Capture!

***BENEFIT:** Flexible licensing and lower cost per license means more documents can be processed per dollar with Quillix Document Capture.*

ROI MULTIPLIER #2: CUT YOUR DEPLOYMENT EFFORT BY 30% - 90%

Prevalent has achieved what most have said was impossible. We have built an Enterprise-Class Capture Application in a Web Browser that is 100% HTML5, 100% secure, and 0% plugins. That's right, with Quillix 5 you can perform every function in a true browser app with no browser plugins! All major browsers are supported including Chrome, Firefox and even the new Edge Browser in Windows 10. Safari is supported on Mac OS with scanning available on the Mac in 2016.

What this means for your organization in terms of ROI is that Quillix Capture deploys effortlessly and seamlessly to *whoever* you want to use it. That translates to much fewer support hours expended by the IT department. With Quillix Capture, the focus shifts from managing deployment and workstation configurations to managing the process of acquiring, creating and distributing documents in your organization.

Kofax and Datacap both provide web clients for use with their capture systems. The primary difference is that they don't provide 100% of the functionality of the desktop versions. In most cases they require the use of both the desktop and web versions. Quillix Capture is 100% web based, but includes all the capabilities you would expect in an Enterprise Capture Application. Features like database lookup, ad-hoc OCR and redaction are all part of the Quillix Web Client.

***BENEFIT:** Easy deployment with 100% browser solution greatly reduces support hours and time IT staff spends on workstation configuration and troubleshooting. Savings by actual customers have ranged from 30% to more than 90% over deployments of Kofax and Datacap workstation software.*

ROI MULTIPLIER #3: CUT YOUR CAPTURE PROCESS IMPLEMENTATION TIME IN HALF

Even with the best of products, developing and implementing the processes that run your business take time. There are many factors to consider, including who does what, when they do it, and the information they need in order to do their job. And businesses today need to be dynamic and responsive in order to stay competitive and customer-focused.

Much of the time organizations spend designing and implementing software managed processes is focused on the software, not the organization or process. Rather than require extensive programming or scripting, Quillix Capture uses an integrated Visual Process Designer to quickly turn your conceptual document capture processes into an *actual running application*. This can be done in Quillix in minutes versus days or weeks with other document capture products*.

Visually designed business processes are at the core of our products at Prevalent, and place us in a category with no peer. Quillix Capture is built on a proven and powerful Business Intelligence engine, providing much more to your organization than acquiring and indexing documents. Among document capture products, there really is *nothing else like it*. We can't wait to show it to you!

**Compared to Kofax Capture and Datacap Taskmaster*

***BENEFIT:** Easy to design and implement business processes help you get more done in less time. The Quillix Visual Process Designer and modular architecture reduce the time from concept to deployment, resulting in a much faster ROI.*

To see Quillix in action, call us at 719-268-1890, or send an email to info@prevasoft.com to request an online demo or proposal for software and services.

For more information visit our website at:

www.prevasoft.com