Visioneer Strobe 500 Case Studies

Customer "A" is a nonprofit, multispecialty, academic medical center that integrates clinical and hospital care with research and education. *U.S. News & World Report* consistently names this medical center as one of the nation's best hospitals in its annual "America's Best Hospitals" survey. They have been looking for a low cost scanner for over a year to be used for front-office scanning, patient receiving and registration that had ID card scanning capability and TWAIN integration for OnBase. Price was the main draw to Visioneer. They were paying approximately $900 each for a competing scanner and when they realized the Visioneer Strobe 500 would save them around $600,000 on their first purchase with us, they accelerated the testing, certified the scanner and rolled out the first phase.

Customer "B" is a Fortune 100 company and one of the largest food and drug retailers in North America, based on sales. They have over 1,250 store locations with pharmacies throughout the United States. They use McKesson EnterpriseRx, the industry's premier next-generation pharmacy management system, throughout their stores and needed a TWAIN scanner that had the ability to scan hard plastic ID cards as well as prescriptions and supporting documentation in their McKesson EnterpriseRx infrastructure. After researching several hardware manufacturers, they chose Visioneer scanners based on price, hardware performance and TWAIN performance. They are currently installing 2 scanners per store.

Customer "C" is the one of the largest and fastest-growing supermarket chains in the United States. This company is employee-owned and currently has 1014 store locations with 800 pharmacies throughout five different states. As part of HIPAA compliancy regulations, this customer purchased McKesson EnterpriseRx software for use in each of their pharmacy stores. This software is designed to centralize prescription data and reporting while leveraging a sophisticated workflow system that empowers pharmacies to meet demands while enhancing profitability and efficiency. This customer has installed Visioneer scanners in up to 650 locations, some of these locations requiring the use of multiple units to maintain their workflow. By using the Visioneer scanners to scan into the McKesson EnterpriseRx software, this customer can keep their patient records and pharmacy management system up to date providing fewer delays with new and returning customer prescription updates.

Customer "D" is a leading provider of nationwide medical data abstraction, analysis, and verification solutions for the U.S. healthcare industry. They specialize in understanding data, the technology to process it, and how to transform it. Their customers include more than 200 healthcare organizations including local and nationwide health insurance plans, hospitals, pharmaceutical companies, regulatory bodies, and government organizations. They currently employ over 1,500 Field Nurses who are equipped with laptops and Visioneer scanners. The nurses travel to various healthcare facilities everyday and scan 10-40 patient charts that each includes approximately 10-40 documents. Once scanned, the documents are uploaded to the corporate office for analysis. The application used for analysis was developed in-house, and communicates seamlessly with Visioneer's TWAIN Driver.

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