

16
Years
In The Channel



DOCUMENT IMAGING
Uncovering another VAR's mistake won an integrator a \$50,000-plus scanner deal with a petroleum company.



CHECK 21
Imaging experts give advice on what it takes to cash in on Check 21 opportunities.

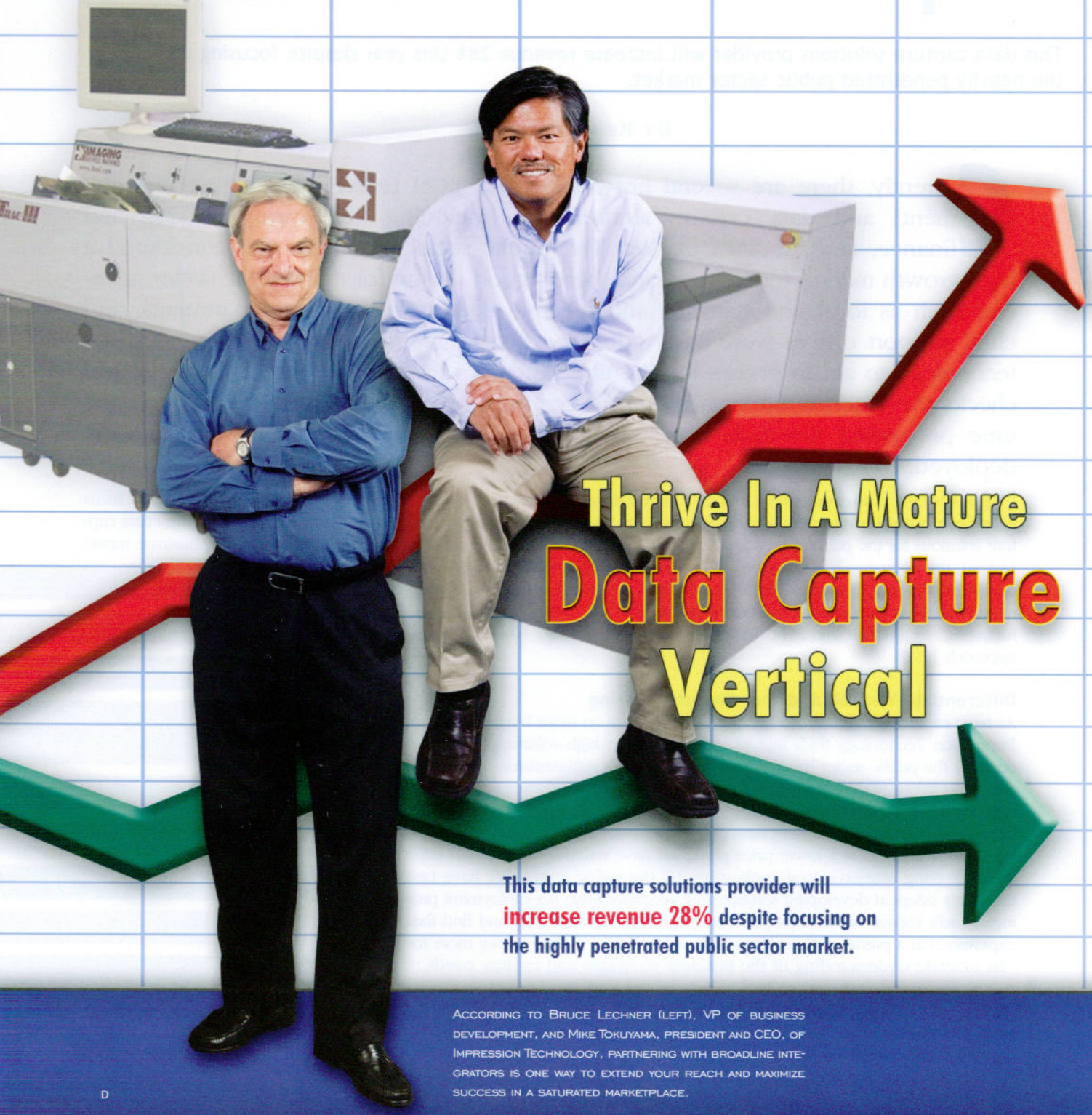


SCANNERS
The Xerox DocuMate 632 provides VARs with a new departmental scanning option.

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Business Solutions

Growth Strategies For The IT Channel



Thrive In A Mature Data Capture Vertical

This data capture solutions provider will **increase revenue 28%** despite focusing on the highly penetrated public sector market.

ACCORDING TO BRUCE LECHNER (LEFT), VP OF BUSINESS DEVELOPMENT, AND MIKE TOKUYAMA, PRESIDENT AND CEO, OF IMPRESSION TECHNOLOGY, PARTNERING WITH BROADLINE INTEGRATORS IS ONE WAY TO EXTEND YOUR REACH AND MAXIMIZE SUCCESS IN A SATURATED MARKETPLACE.