



Forms Automation System

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Drivers for Forms Automation

Efficiency is valued across many industries.

Business Process Re-engineering (BPR) is a proven strategy to improve efficiency and employee productivity:

- Analyze the process
- Streamline the process
- Automate what's left

Forms Automation is an outgrowth of BPR and happens near the end of the BPR initiative. Customers (CxOs, IT & Business Managers) are looking to:

- Streamline and speed forms-related workflows and processes
- Cut costs/increase revenue linked to forms processes
- Integrate paper forms with front-end and back-end enterprise applications
- Eliminate waste associated with forms storage, inventory, obsolescence
- Be compliant to requirements for paper and electronic records

Opportunity by industry segment the US paper forms market

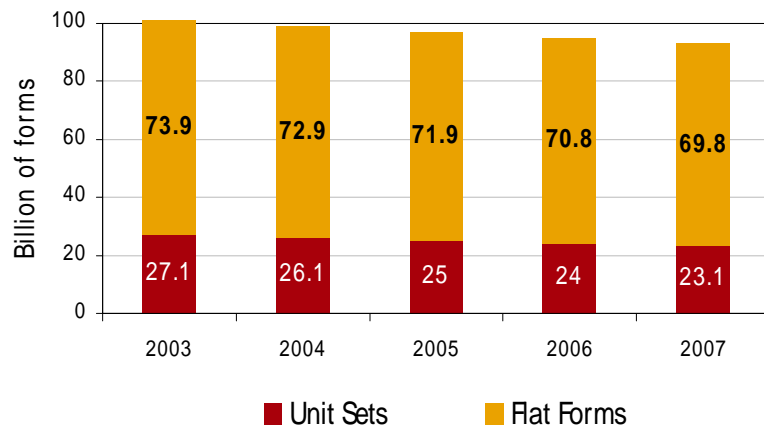


CAP Ventures – Feb
2003

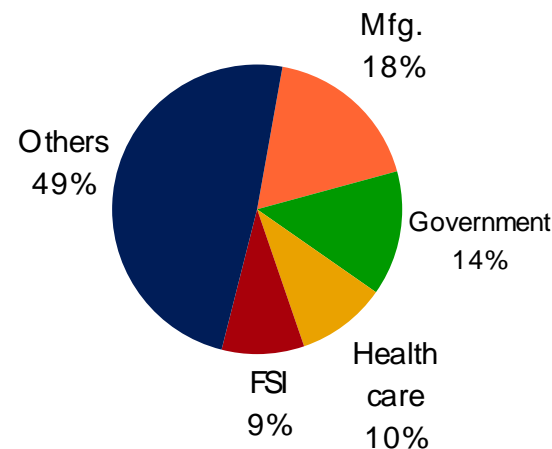
Market size in 2004

- 100 billion forms (declining 2% per year)
- Average cost per form: \$1.00 (printing is \$0.05, processing is \$0.90)
- **\$100 billion opportunity**

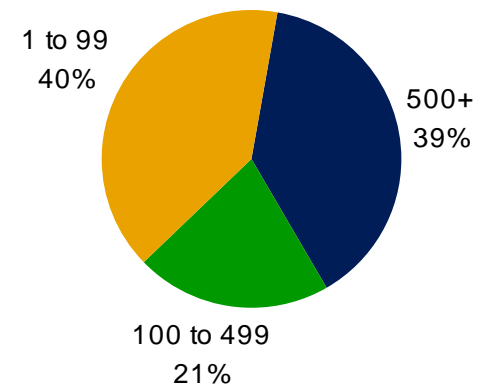
Market size



Split per industry



Split per size



Forms Automation Processes: Manual, Scanner, Digital Pen & Paper



All manual workflow



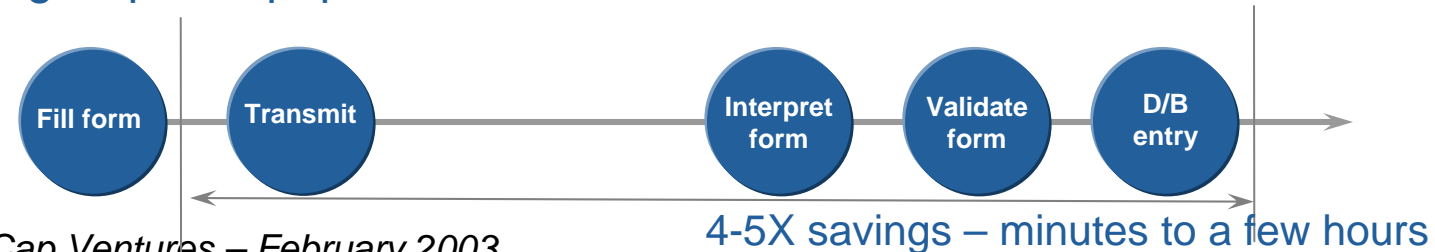
Scanner based workflow (centralized)



Scanner based workflow (distributed)



HP Digital pen & paper workflow



Source: Cap Ventures – February 2003

HP's FAS (Digital Pen & Paper) Customer Profile



Ideal customer characteristics:

- Company with 500+ employees
- Large number of forms concentrated within organization
- Paper forms as current model
- 4 verticals: healthcare, banking & insurance, manufacturing, public sector

Customer needs:

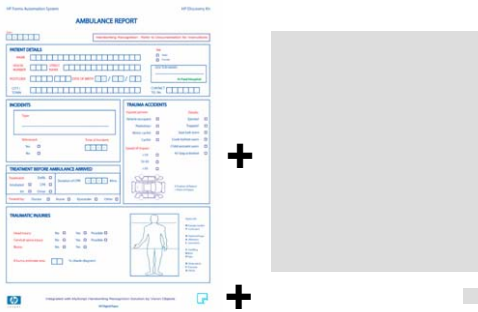
- Value and need a paper forms format
- Cut costs and time related to forms processes
- Traceability (know who and when each form has been filled)
- A complete and secure integration of paper forms w/ any front end and back end enterprise applications

HP Forms Automation System

featuring the digital pen 200



form unique pattern



pre-filled data

Date
0 8 1 0 0 3 Emergency Medical technician: LAURIANE DAUGERON

PATIENT DETAILS Handwriting Recognition: Refer to Documentation for Instructions

NAME: **ERIC TROUVE** Sex: Male Female

STREET NUMBER: STREET NAME: DOCTOR NAME: **ERIC CHANIOT**

ZIP CODE: DATE OF BIRTH: St Paul Hospital
Médicines urgentes et soins primaires

AMBULANCE REPORT

Emergency Medical technician: LAURIANE DAUGERON

NAME: **ERIC TROUVE** Sex: Male Female

STREET NUMBER: STREET NAME: DOCTOR NAME: **ERIC CHANIOT**

ZIP CODE: DATE OF BIRTH: St Paul Hospital
Médicines urgentes et soins primaires



AMBULANCE REPORT

Handwriting Recognition: Refer to Documentation for Instructions

PATIENT DETAILS

NAME: **ERIC TROUVE** Sex: Male Female

STREET NUMBER: STREET NAME: DOCTOR NAME: **ERIC CHANIOT**

ZIP CODE: DATE OF BIRTH: St Paul Hospital
Médicines urgentes et soins primaires

INCIDENTS

Type: **Cardiac**

TREATMENT BEFORE AMBULANCE ARRIVED

TRAUMATIC INJURIES



PRINT



FILL



PROCESS

HP's FAS (Digital Pen & Paper) Benefits



1. Save time
 - easy to usesteps in typical forms workflow process (mail/scan/keyboard entry) - skip

2. The cheapest paper forms processing cost
 - 4-5X operational savings versus manual data entry
 - 4X operational savings versus centralized scanning systems
 - 2X operational savings versus distributed scanning systems

3. Tailored for enterprise with unique benefits and seamless integration into any existing IT infrastructure
 - upwards scalability
 - security and traceability
 - centralized manageability

FAS Components



- 1. HP Digital Pen 200**
- 2. Workflow Connect 200 software**
- 3. HP Transaction Pack
(50,000 transactions)**





Form Workflow

Current

With FAS

Step 1: data extraction

\$_____ Time_____

\$_____ Time_____

Step 2: Print

\$_____ Time_____

\$_____ Time_____

Step 3: Fill

\$_____ Time_____

\$_____ Time_____

Step 4: Data input

\$_____ Time_____

\$_____ Time_____



i n v e n t