

# The Epson Business Scanner Advantage: Organizations Share Their Document Scanner Success Stories

When business workflows require scanned documents, it's often a real-time request that demands a solution with: comprehensive compatibility, road tested reliability and outstanding service & support. Many companies are still transitioning from paper to digital records and Epson business scanners dramatically streamline data capture and access.

Epson offers an unmatched lineup of small, light and portable document scanners; high-speed, networked desktop document scanners; and flatbed scanners that offer large-format support. Epson support for integrated, full-color printing and scanning technologies is unmatched in the industry.

Epson Document Scanners are designed from the ground up with 24/7 reliability in mind. And they're backed by a 3-year limited warranty with available next business day full-unit replacement.

Read the following selection of case studies to see how these business leaders use Epson Document Scanners to ramp up their operational productivity at affordable price points.



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## Why Epson Document Scanners?

# Healthcare

## Reliable, Easy to Use, and Economical Solutions

Comprehensive Healthcare

### Challenge

Improve patient experiences, outcomes, and provider workflows and operations using an integrated mix of specialized scanners, printers, and disc storage systems.

### Solution

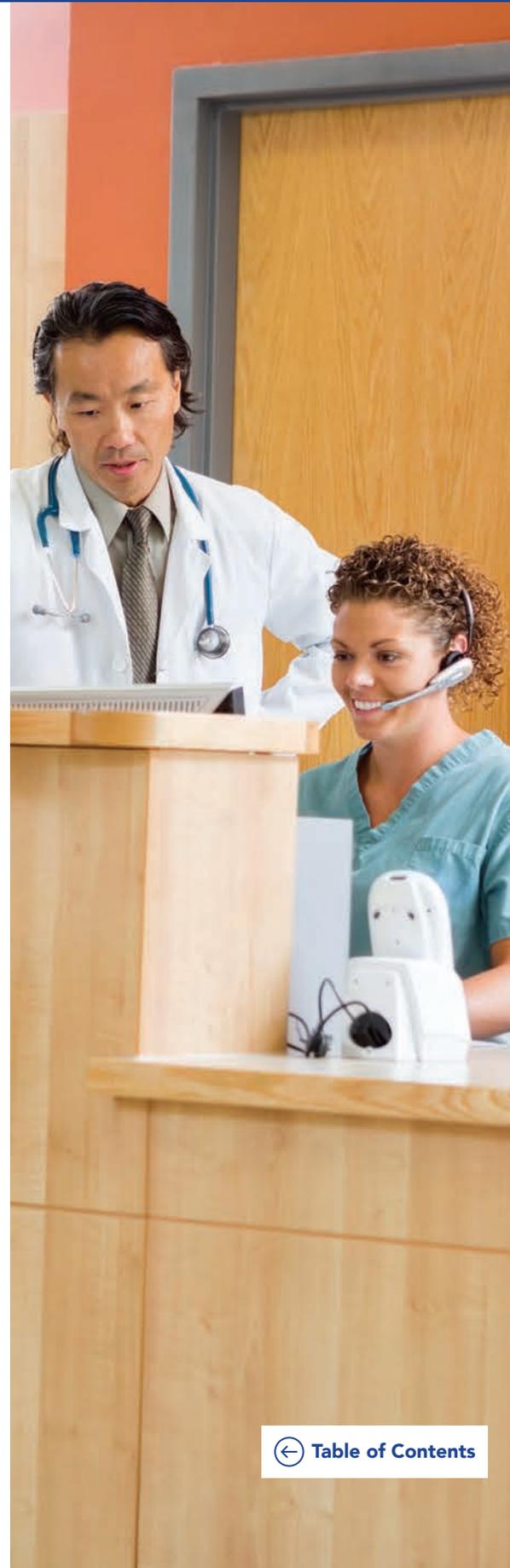
Leverage Epson's specialized healthcare expertise in integrating the latest product and service innovations to support the spectrum of healthcare delivery and service needs with reliability, efficiency and accuracy.

### Featured Scanner Category

Mobile Scanners

Desktop Scanners

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## PatientLink's Fast Solution to EHR Data Entry

Partner: PatientLink

### Challenge

Streamline patient intake data collection to improve the speed, accuracy and affordability of Electronic Health Record (EHR) workflows, giving healthcare providers more quality patient time and engagement.

### Solution

Pair well-designed, customized "bubble" intake forms with high-speed scanners and Epson WorkForce® Pro multifunction printers, to dramatically streamline data capture and access.

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## Targeted Personal Care

Partner: PioneerRx

### Challenge

Streamline and upgrade small to mid-sized pharmacies' capacity to deliver safe, accurate, comprehensive patient service and support through sophisticated use of full-color, integrated scanning and printing technologies.

### Solution

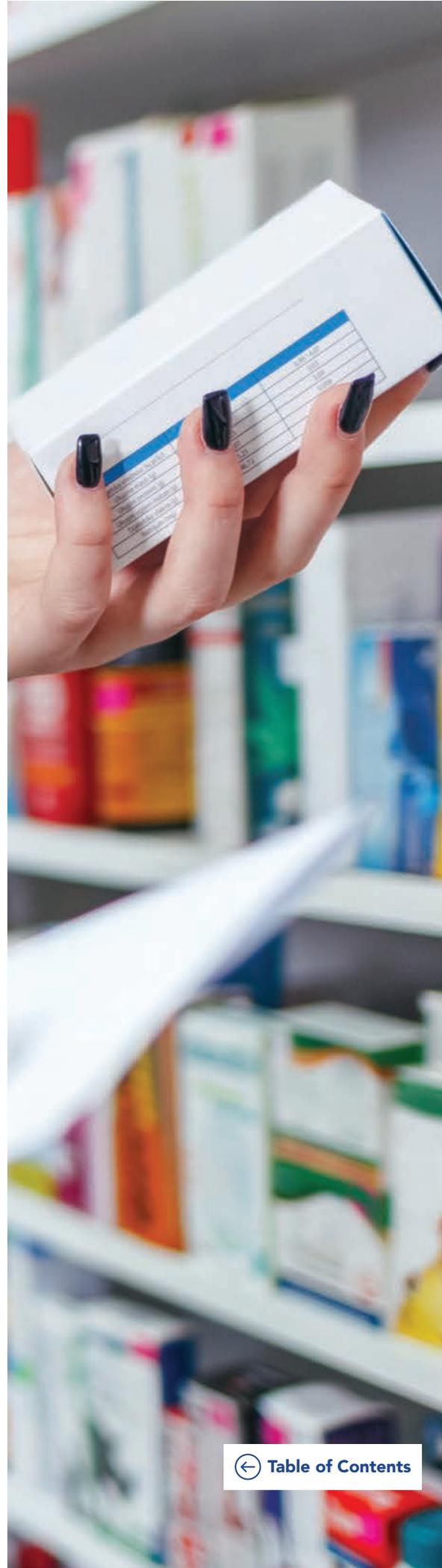
The Epson DS-530 color duplex document scanner showed to be affordable, fast and reliable. This allowed PioneerRX to allocate scanners through the areas that required a capturing solution, instead of adapting their workflow to a limited number of scanners.

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## Lightning Fast, Clean and Clear

Partner: Bender Eye

### Challenge

Growing optometry practice was using scanning and printing solutions that were unreliable, expensive and hard to maintain, affecting overall office productivity.

### Solution

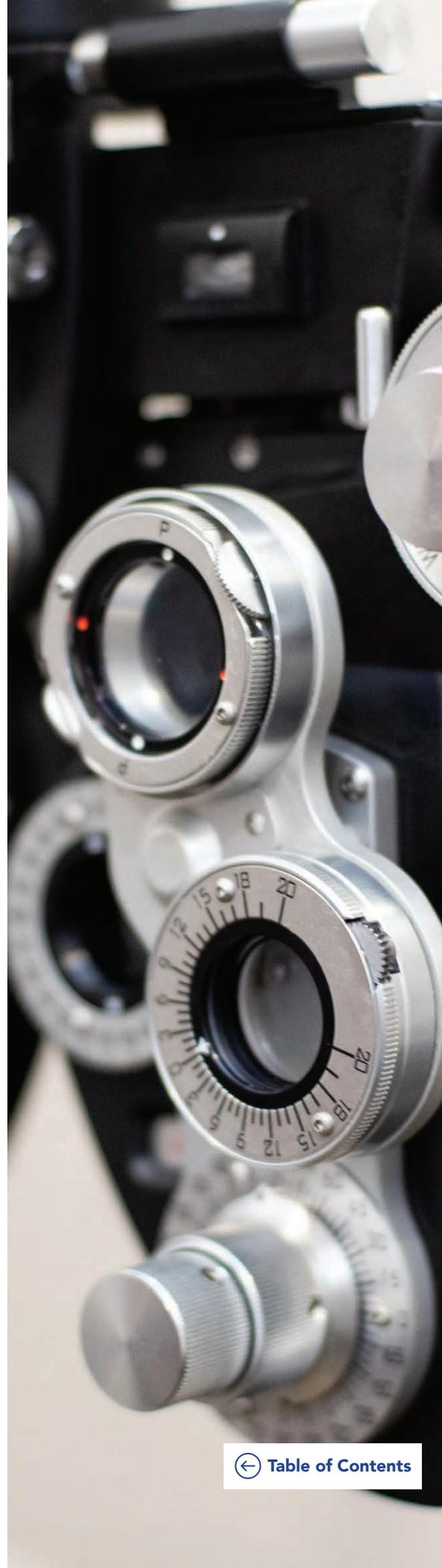
Epson document scanners and business inkjet printers helped produce crisp-quality medical documents, quickly and hassle-free, reducing downtime.

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## Chiropractic Business Adjusts Office Equipment

Partner: Mensah Chiropractic

### Challenge

Chiropractic physician office required a fast and reliable document scanner and printer that required minimal intervention.

### Solution

Epson office solutions, including the wireless color document scanner and the network multifunction color printer with Replaceable Ink Pack System, provide high-quality scans that require low intervention. That leaves more time to focus on managing the business—not the office equipment.

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## The Dream of Entrepreneurship

JBM Tax & Bookkeeping Services

### Challenge

Help clients successfully transition from paper to digital records, while maintaining critical documents in paper form.

### Solution

Use the Epson DS-770 Document Scanner and Epson WorkForce® Pro WF-4720 to streamline operations and serve clients remotely, using Epson Wi-Fi connectivity and remote printing capabilities.

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# Small and Medium Business

## Building and Cultivating the Client Relationship

Hagan Business Machines

### Challenge

Retain and build customer relationships in the document scanner market segment, by maintaining dealer sell/ service agreement, emphasizing customers' business process optimization and strategic workflow analysis and planning.

### Solution

The Epson CapturePro partner program answers dealers' needs for excellent margins, upfront discounts, evaluation units, training, and marketing support. The program also delivers responsive, personalized service for dealers, all centered on high value, high-performance scanning solutions.

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Epson document scanners

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## Maximum Precision

Partner: Acutec Precision Aerospace

### Challenge

Support a high-volume document management operation in the demanding aerospace market, to assure 100 percent traceability for raw materials and assembly, while controlling costs, dramatically reducing downtime and achieving a reliable paperless documentation process.

### Solution

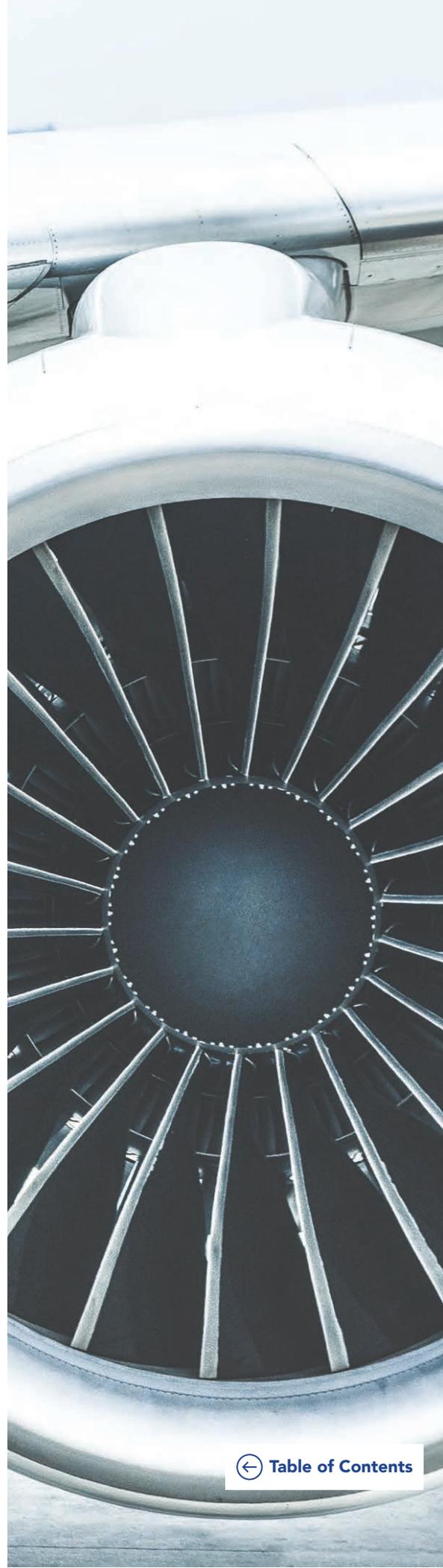
The Epson WorkForce DS-860 delivers the TWAIN drivers Acutec needs to work with existing document management systems at an affordable price point.

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## Capturing Profits with Epson

Partner: Hayats LLC

### Challenge

Help a successful office equipment reseller expand its paperless document scanning solutions for its customers and jump-start growth.

### Solution

Provide a collaborative partnership program with significant financial, service and marketing advantages, and a full range of proven scanning solutions at prices that support this client's thriving business.

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## Workflow Solutions

Partner: Select Imaging

### Challenge

Help clients make the move from paper-based workflows to paperless workflows with document management solutions designed to help mitigate the time and cost spent on manual data entry, filing and searching for paper documents.

### Solution

Foster a partnership program offering financial and service benefits, all backed by high-value, high performance, and high-speed document scanning solutions.

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# Government

## Moving to Document Scanners and Inkjet

Partner: ASCA Office Solutions

### Challenge

Strengthen and build new relationships by providing clients with document scanning and printing solutions designed for large-scale deployment in government offices where workgroup settings are paramount.

### Solution

Epson's Advantage Platinum partner program answers dealers' needs for cost-effective, reliable and proven digital imaging solutions designed to meet and exceed clients' expectations.

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Mobile Scanners

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# Why Epson Document Scanners?

Epson Business Document Scanners are helping organizations around the globe make the shift to paperless workflows. This transition requires high-performance, durable, and affordable document scanners that integrate well with Epson printers and leading scanning software solutions.

Discover how Epson Business Document Scanners can improve your business by visiting [epson.com/documentscanners](http://epson.com/documentscanners).



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