

HUGE SALES NEWS: Two new ibm! FUSiON scanners sold, total of three now

OBERHAUSEN – Spigraph, one of the leading providers of document capture and information management solutions, is very happy to announce that two new ibm! FUSiON scanners are on their way to one of its long term customers. With the implementation of the FUSiON ultra-high-volume scanners, Spigraph has helped one of Europe's leading full-service providers in the field of business process outsourcing and document management to change their complete scan capture process.

Spigraph and the client worked towards this solution since July 2019. During these months, they took a close look at their existing processes on site, recording current issues or difficulties and having them explained by the customer. The conclusion was they wanted to change their complete scan capture process by implementing two ibm! ultra-high-volume scanners, instead of working with big number of production desktop scanners like the customer was doing at the time.

ibm! announced the release of the FUSiON scanners in December 2019, Spigraph was able to present and demonstrate the machine to the client shortly after. In the last couple of days, Spigraph closed the deal for the two scanners with five year maintenance contracts and QA workstations, designed to meet the quality requirements of the end customer and to check a percentage of the images. There will be several validation workstations built in to verify the metadata captured during the automatic scanning process. All of this replaces a self-built scanning application with an industry standard product.

“I am obviously very proud that our German team sold two new ibm! FUSiON scanners”, says Peter de Boer, Spigraph’s General Manager Northern Europe, DACH and Iberia. “With our experience and most competent staff, we can guide our clients from the first step in these kind of journeys of digital transformation, all the way up to the final little detail.”

Ashley Keil, ibm! EMEA VP adds: “It’s great to see that this company has looked at the available scanner options in the marketplace and concluded that ibm!’s new FUSiON platform is going give them the competitive advantages required. This is a wonderful start for FUSiON in Europe.”



Press release

March 25, 2020

Already this month Spigraph announced that they sold the first ibml FUSiON ultra-high-volume scanner in the EMEA region. Which makes for a grand total of three scanners sold.