



**Geoffrey S. Langston/NewYork/CanonUSA**  
**A**

03/02/2005 06:00 PM

To Shinichi Yoshida/NewYork/CanonUSA@CanonUSA, Toru Arai/NewYork/CanonUSA@CanonUSA, Hideto Kotani/NewYork/CanonUSA@CanonUSA, Tracie Hiroyuki Imamura/NewYork/CanonUSA@CanonUSA, Hajime Morimoto/NewYork/CanonUSA@CanonUSA, David M. Rice/Chicago/CanonUSA@CanonUSA, Ricky A.  
cc  
bcc  
Subject Fw: Scanner Recap-February 1-15th

Sam, Ted, Hal, Tracie, Keith, and Mitch,

Don's excellent summary below describes the activities of the Scanner RFA over the past 15 days. Don notes several interesting points ranging from January scanner sales continues their double-digit growth (38%), plus key customer calls that can definitely impact sales. Don also provides interesting stats on where scanner sales are coming from between IKON, Indy, and Danka. And how Danka is refocusing their scanner sales efforts.

As with the other reports, they are available via our Team imageWARE server at: <http://www.nosst.com/team3/index.htm> (ksc, 7229). Then click "Team iW Database" in the left border.

Geoff

----- Forwarded by Geoffrey S. Langston/NewYork/CanonUSA on 03/02/2005 05:53 PM -----



**Donald H. Bellamy/NewYork/CanonUSA**

02/28/2005 05:28 PM

To Geoffrey S. Langston/NewYork/CanonUSA@CanonUSA  
cc Masahiko Machida/NewYork/CanonUSA@CanonUSA  
Subject Scanner Recap-February 1-15th

**Demetri Ballas**

Demetri spent most of the two week period working with DAE's and resellers with Training and upgrading their understanding on the Scanners. He went into Image Access of NJ. They have been a big Kodak Reseller but want to switch some of their business to Canon. They need to be able to service what they sell, so I am going to look into setting them up as an AS Provider.

He also spent some time at GIM where they went through the complete setup of a 9080 including the installation of new firmware. At Imaging 411, there seemed to be lots of questions on the Endorsers and Imprinters. These questions keep coming up. I need to work with the marketing department to come up with a white paper or marketing sheet that explains these options more clearly.

Demetri also helped with Training at 4 Sure Imaging, Innovative Systems Solutions, and Pro Image Consultants.

**Demetri's Scanner Sales for January continued their upward Trend.**

Channel	Jan 2005	Jan 2004
Distribution	\$3921,828	\$2765,744

IFS	\$ 618,609	\$ 559,937
GMD	\$ 36,140	\$ 32,617
HQ sales	\$ 91,455	\$ 31,672
ISG/nos	\$ 356,235	\$ 242,095
Total	\$5,024,267	\$3,632,065

Increase of \$1,392,202 or 38.3%

During the Kick off Sales Meeting, someone had asked me how the sales of Scanners broke down between IKON, Danka and the Independent Channel. I had not really broken it down that way, but it turns out, **all** of the ISG/NOS numbers come from IKON and the Independent dealers. None (0) came from Danka dealers. (Danka Dealers may be purchasing scanners from Distribution) At any rate, I spoke to Laura Shortway at Danka and she is now responsible for a Danka Program to get technicians in each Danka Dealership certified on scanners. She is also purchasing Scanners to move around to each dealer for Sales and Technical Training. I am very excited about this because I think they can increase our scanner sales by a great margin with a real commitment.

During this period, I also did a PowerPoint Presentation for our largest Reseller, CDW. They alone sold about \$800,000 in Scanners last month.

I also went on a call with Steven Tang at Kofax. We had a 2 hour meeting with their top Technical Manager. We went over some of the problems we have had with getting our scanners certified in a timely manner by Kofax.

Finally, I spent some time at the West Coast facility of Cranel. Cranel was our fastest growing Distributor of scanners last year and they expect great growth out of their West Coast office this year, so I spent some time with this group to go over questions and problems.

Don B.

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