

Focus on

# FUJITSU

## Document Scanners

*Education, Healthcare  
and Public Sector  
scanning solutions*

*Imaging Rewards*

*Case Studies*

*GDPR*

*From Northamber... the biggest Fujitsu scanner distributor in the UK*

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**NORTHAMBER**  
Total Distribution™

# Fujitsu Scanners in Education



By implementing digital working practices, including the scanning and digitisation of materials, a school can very quickly see the benefits brought about from the enhanced collaboration between staff members, pupils and parents. These benefits mean it becomes easier to support SENCO with the use of Information and Communications Technology (ICT) as laid out in their code of practice.



## Welcome

Northamber plc is the longest established independent trade only IT distributor in the UK, having been founded over 37 years ago.

We understand document management. Our knowledge is recognised throughout the channel with Northamber winning the Document Manager Awards in 2016. Our experts are able to provide resellers with comprehensive pre-sales and technical support on the full range of Fujitsu's scanners.

Northamber have been supporting independent and national retailers and resellers in their growth for decades and have the facilities and experience to help grow your business. As well as providing a one stop shop, Northamber also provides installation & services opportunities to resellers; adding value and profit their sales opportunities.

## Why buy from Northamber?

### Training and Conference Centre

Our dedicated training rooms and conference facilities are available for use by manufacturers or resellers and are located just five minutes from junction 10 of the M25. Ample parking available.

### Logistics and warehousing

Over 100,000 square foot state-of-the-art warehouse and a logistics team delivering 98.9% of orders by the next working day.

### Flexible trade credit

As one of the largest self-insured IT distributors, we provide customers with credit for all occasions and size.

### Extremely knowledgeable Sales Team

Passionate and knowledgeable team who help provide customers with the support and peace of mind that they are buying the best equipment for their needs and help vendors grow their brand via a dedicated point of contact.

### Largest Stock Holding

With large stocks available for next day delivery we can fulfil larger orders with ease.

### DM Award Winner 2016

Our experience and expertise in Document Management made Northamber winners last year.

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### Marketing Support

Whether your need rebranded eshots, or printed brochures & catalogues, our in-house creative marketing team can create lead generation and awareness materials to drive customer demand for you. How about having this brochure printed with your own logo & contact details to send to your customers? Ask your Northamber account manager for more details.



# Fujitsu Scanning solutions

## — supporting administration and improving the learning experience

As schools, colleges and universities attempt the tricky balancing act of cutting costs while improving service levels, more and more are discovering the benefits of deploying Fujitsu scanners in the classroom and administrative offices.

**EDUCATION CHOICE!**

### ScanSnap iX100

- Battery powered scanner for scanning in the classroom, office or at home
- Wirelessly scan to a cloud account, smart device, notebook or email address

ORDER: FUSCIX100



**EDUCATION CHOICE!**

### ScanSnap iX500

- Speedy and intuitive desktop scanner capable of up to 25 single or double sided pages
- Wirelessly scan to your smart Apple and Android devices

ORDER: FUSCIX500Z



For many customers in the education sector, the ability of Fujitsu scanners to aid learning is as important a benefit as improved administration. It is also a major priority for Fujitsu, who are working with a number of establishments to explore how scanners can be used to improve learning in the classroom.

### Capturing Evidence of Progress

An important aspect of this programme is to discover how technology can help early learners develop confidence in their abilities and recognise the progress that they have made. Fujitsu scanners can help in this regard by capturing a pupil's work throughout the term so that children, teachers and parents can see how their work has evolved and improved as

well as providing a discussion point in school. Providing digital files at the end of term instead, or as a supplement to, the actual artwork is also convenient for parents. Some schools are even charging for this service to recoup the cost of the scanner.

### Improved Communications

Schools are making use of Fujitsu scanners, both to improve their administrative processes and to enhance collaboration with students and parents. The Student Services department at Ryburn Valley High School is a case in point. It is using a Fujitsu ScanSnap iX500 scanner to digitise and distribute the large number of financial documents handled by the bursaries office and to streamline everyday

administrative processes, including the management of absence notes. Pre-planned absence notes handed in by parents used to be photocopied by the department, stored in filing cabinets and handed out to teachers spread across the school grounds – a slow, time consuming and unreliable process. Now, absence notes are digitised on the iX500 and, using the scan-to email function, circulated instantly to the teachers concerned.

The iX500 doesn't just save paper and time; it has also enabled Ryburn Valley High School to improve the learning experience. When a pupil is absent, missed classwork can now be scanned and emailed to them so that they can catch up on coursework remotely.

*"We are seeing the benefits in various ways, such as communicating with teachers and parents, and improving the student's learning experience. The amount of time that the scanner has saved us is astronomical – it's amazing that one little machine can do such good."*

Sue Thompson,  
Attendance and Bursaries Officer,  
Student Services, Ryburn Valley High School



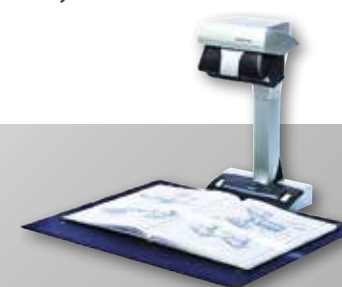
Watch this video around schools explaining the benefits of going digital.

**EDUCATION CHOICE!**

### ScanSnap SV600

- Overhead contactless scanner for scanning of loose documents up to A3, bound material and pupil produced material such as craft items
- Automated image enhancement features
- Capture & document evidence of pupil progress

ORDER: FUSCSV600B



**EDUCATION CHOICE!**

### fi-6800

- Convert large volumes of documents speedily and intuitively, 130 pages per minute
- Scan up to 500 A3 sheets or mixed batches simultaneously

ORDER: FUSC6800P



**EDUCATION CHOICE!**

### fi-7160

- Smoothly scan mixed batches of documents quickly and accurately, impressive daily throughput
- Pull specified data from forms to populate existing workflows and analysis tools

ORDER: FUSC7160



**EDUCATION CHOICE!**

### fi-65F

- Compact A6 flatbed design suitable for front counter scanning of items such as passports, driving licences, Identification cards

ORDER: FUSC65F



education

# Case Studies: Education

## Case Study 1 - Fujitsu fi-65F/ fi-7160

### Challenges:

- Legal requirement to capture, store and enable efficient retrieval of the passport and visa details of foreign students
- Cut administration time and reduce manual errors
- Data for 1,800 foreign students needs capturing during two weeks at the start of academic year



To comply with new legislation, the University of Bristol needed to store passport and visa details for foreign students. This leading University has implemented an easy-to-operate data capture and management solution based on Fujitsu scanners and as a result, it is now able to fulfil its statutory obligations in an efficient manner, processing information quickly and accurately.

## Case Study 2 - ScanSnap iX500 / SV600

### Challenges:

- Delays in photographing artwork for electronic portfolios
- Photocopier with scanning function lacked the features of a document scanner
- Students wanted to incorporate scanned designs directly into their project work



The Fujitsu scanners certainly met the need at Wakefield Girls High School. Students were now able not only to scan their work to email, direct to a printer or to a home folder and but could also, thanks to the software, scan direct into a Microsoft Word document or scan and save work in jpeg or pdf format. Given past access problems, both scanners were placed in open areas where they would get maximum use. The overhead vertical scanner ScanSnap SV600 went to the science and technology centre; it scans up to A3 size, takes objects up to 30mm in height and will accept 3D items, documents, open books, in fact almost any object of the right size. The other smaller model (a more conventionally-shaped ScanSnap iX500) was installed in the design and technology centre; again it operates fast at 25 A4 pages a minute, wireless connectivity means students with the right app can scan a document into their smartphones. It can scan doubled-sided and can also scan batches of mixed documents at one go.

## Case Study 3 - ScanSnap SV600

### Challenges:

- High student demand for quality imaging replication due to industry
- Current equipment not providing the quality or ease of use required
- All-round inadequate solutions causing queues and taking up valuable space



The overall impact on the student experience of this one process change made by the library of the Architectural Association School of Architecture is improved workflow efficiency, a cut down on wait times to scan and greatly increased accuracy and quality of captured images. Not to mention its good looks; library staff report that not only is the SV600 highly effective at its job but that students often stop to admire its excellent design, making it a truly complete package.

## Case Study 4 - Fujitsu fi-7260 / fi-7600

### Challenges:

- Raise response rates in order to improve the quality of teaching and learning based upon more credible data, representative of student opinion
- Speed up processing time in order to respond to student feedback faster
- Students wanted to incorporate scanned designs directly into their project work



After suffering from low online response rates, Anglia Ruskin University chose scanners from Fujitsu to overhaul their student feedback survey process, providing a hybrid system of paper and online surveys and dramatically raising response rates. The Fujitsu scanners are able to quickly and accurately produce high-quality scans of multiple choice forms and open responses, the intuitive software will OCR the document and pull out responses that are then seamlessly assimilated into the data-management system.

# Scanning Solutions for Healthcare

By scanning and deploying a document management solution, healthcare organisations can more efficiently manage all their paper and digitally born material.

- Centralised storage with enhanced security for all information, including patient records.
- Business process agility that can lead to productivity gains and cost savings.
- Enhanced compliance throughout all departments with all regulatory guidelines.
- Faster access to patient information, leading to improved patient outcomes, better patient engagement, and better access to critical information across the care continuum.
- A notable ROI, with most organisations reporting a full return on their ECM investment within 18 months of implementation.



Watch Fujitsu's Healthcare animation on improving patient outcomes through digitisation

**HEALTHCARE CHOICE!**



**fi-7030**  
A perfect desktop solution for GP surgeries and environments with a low volume requirement and are budget conscious.

- Up to 600 dpi
- Speed: 27 ppm (simplex) / 54 ipm (duplex) in colour, grayscale & monochrome @ 200 dpi and 300 dpi

ORDER: FUSC7030

**HEALTHCARE CHOICE!**



**fi-7140**  
For workgroup level NHS and price conscious CCCs this document scanner is perfect for mixed adhoc and batch scanning.

- 40 ppm / 80 ipm scanning in colour, grayscale and monochrome
- 80-sheets Automatic Document Feeder (ADF)

ORDER: FUSC7140

**HEALTHCARE CHOICE!**



**fi-7160**  
The number 1 best in class deployed scanner in the NHS designed for high impact batch performance.

- Speed: 60 ppm (simplex) / 120 ipm (duplex) in colour, grayscale and monochrome @ 200 dpi & 300 dpi
- Up to 80 sheets ADF capacity

ORDER: FUSC7160



healthcare



**HEALTHCARE CHOICE!**



**ScanSnap iX100**  
Speedy and compact Duplex Scanner.

- One button searchable PDF creation
- Scan wirelessly to a PC, Mac, iOS or Android mobile device
- Dual Scan - scan two small documents at the same time
- ScanSnap Cloud - takes paper directly to your cloud

ORDER: FUSCIX100

**HEALTHCARE CHOICE!**



**ScanSnap iX500**  
Impressive and intuitive desktop scanner.

- One button searchable PDF creation
- 50-sheets Automatic Document Feeder (ADF)
- Blazing 25ppm colour scanning
- Scan wirelessly to a PC, Mac, iOS or Android mobile device

ORDER: FUSCIX5002



Scan to more than 15 applications including\*:



\* Some applications only relevant on certain ScanSnap models.

# Satisfying the scanning needs of the **Public Sector**

The Public Sector is an intensive user of paper and face a number of initiatives to reduce the reliance and level of use of paper within the workplace.

Legislation is a huge driving force behind the move from paper to digital and everyone from healthcare to education to blue light to county councils are all looking at and embracing the move to more effective ways of operating. Additionally sky-rocketing costs, historic regulatory changes, client demands for instant access to their records, freedom of information (FOI), bureaucracy and security concerns are all other key factors that define the public sector landscape. By scanning and employing a content management solution organisations can very quickly experience benefits such as centralised storage

with enhanced security of all information, a business process agility that can lead to productivity gains and cost savings, enhanced compliance across all departments, faster access to information and big data analytics & a notable ROI.

Fujitsu's ScanSnap scanners take the complication out of document imaging with one-touch ease of use, they are speedy, compact and intuitive scanners that can scan a multitude of everyday documents ranging in size from business card to A3.

The 'fi' Series of business scanners with bundled PaperStream image

enhancement and driver software set the standard for professional desktop scanning, departmental and production environments. These scanners offer impressive daily throughput and feeding mechanisms that are second to none for reliable mixed batch scanning.



**PUBLIC SECTOR CHOICE!**

**ScanSnap iX500**

- 25 ppm (simplex or duplex)
- One button searchable PDF creation
- Wireless scanning

ORDER: FUSCIX5002



**PUBLIC SECTOR CHOICE!**

**Fujitsu N7100**

- Large size screen with built in on-screen keyboard
- 50 ipm (Duplex @ 200, 300 dpi)

ORDER: FUSC7100



**PUBLIC SECTOR CHOICE!**

**fi-7700**

- Fast scanning — up to 100 ppm in colour or monochrome, landscape

ORDER: FUSC7700

# Government Case Study

In recent years UK legislators have passed numerous laws designed to give the public greater access to information. The Data Protection Act, the Freedom of Information Act and the Environmental Information

Regulations have introduced much greater transparency, giving citizens the right to view official documents and records they might previously have been barred from seeing.

For Northampton Borough Council (NBC), the challenge was the same as for any other UK local authority: to create a system that could meet its present and future requirements, respond quickly and efficiently to unexpected peaks in FOI requests, and integrate seamlessly with other electronic systems.

Powerful document management solutions from Fujitsu manages and records all of NBC's FOI requests, challenges and complaints and stores the associated documents in digital formats. Council staff can then manage it every step of the way.

David Taylor, the council's Senior Information Governance Officer commented - "It's not just the removal of the manual file management processes or the ability to access the files wherever we are. It's the all round capability to manage the whole response process from request to disclosure and beyond from one system. Fujitsu's scanner hardware is integral to the whole solution enabling all documents to be digitised, reviewed, redacted, compiled and released electronically. We now respond to almost 95% of all requests electronically compared to approximately 55% just two years prior. Response times have fallen from an average of 12 days per request to under 8 and still falling."



public sector



**PUBLIC SECTOR CHOICE!**

**fi-7460**

- Wide range feeding ability including regular A8 to A3 sizes, as well as folded A2 documents and plastic cards

ORDER: FUSC7460



**PUBLIC SECTOR CHOICE!**

**fi-6800**

- Fast, 130 ppm (simplex) / 260 ipm (duplex) scanning in monochrome or colour (letter, landscape @ 300 dpi)

ORDER: FUSC6800P

# How GDPR affects your paper documents



During May 2018 the General Data Protection Regulation (GDPR) will come into effect throughout the EU and will replace the UK's current Data Protection Act.

The GDPR will have a major impact on the way data is managed and steps should be taken to prepare immediately.

The consequences of failing to adhere to the GDPR are significant – Data protection regulators will have the powers to impose fines up to €20,000,000 or 4% of the total worldwide annual turnover, so it's never been more important to put robust standards and procedures in place. GDPR focus is often placed on cyber security threats, server hacks, database vulnerabilities and data stored on and transmitted between servers and networks.

Often though, paper documents, paper records and files are being severely overlooked. These however should be ignored at your peril. If you are heavily reliant on paper based processes there are some considerations that you should be asking within your organisation:

- Can you find all the information you need in a timely and cost effective manner?
- How long would it take you to find information, do you even know where it is?
- Have you still got it?
- How can you adhere to GDPR if a customer asks for the right to erasure and you can't find the information?
- How many copies of your documents exist?

Duplication of documents and subsequent human handling can lead to a complete lack of document control and data breaches.



- Can you keep your documents private?  
Paper based documents are more prone to human errors of misjudgement and can very quickly get into the wrong hands.
- Are you managing your retention periods correctly?
- Personal data according to GDPR must be kept for no longer than is necessary but how is this managed effectively if kept in paper format?

Take complete control of your data by scanning, digitising and working online with Fujitsu scanning solutions. This enables you to take complete control, allowing for easy search with immediate and controlled access to the documents you need. Document security can be locked down to only relevant staff and a complete audit trail comes as standard with retention periods adhered to from day one.

# Boosting productivity with Fujitsu scanners & support

Fujitsu's ScanSnap range of personal productivity scanners take the complications out of document imaging with one-touch intuitive ease of use.

The range allows users to scan everyday documents and seamlessly link to cloud accounts, smart devices and applications. Perfect for home and small business environments, the ScanSnap family of scanners brings duplex multisheet scanning to everyone, combining performance and affordability in a compact size along with a host of productivity enhancing bundled software.

The SP models are a versatile entry point into professional document management offering intuitive and dependable scanning routines, a compact and easy to use design, reliable performance and bundled with an efficient document scanning software suite.

Organisations of all sizes can benefit from the award winning Fujitsu fi Series scanner products. Delivering an unbeatable combination of reliability, flexibility, affordability and performance these scanners range in speeds from 20-135 colour pages per minute. These scanners offer a variety of innovative features such as automated image clean-up, ultrasonic double-feed detection and centralised administration. Additionally they include PaperStream IP and PaperStream Capture; best-in-class scanner driver and image capturing/processing software.

## Fujitsu Assurance Program

Fujitsu scanners have a well deserved reputation for being the most reliable and hard-wearing devices on the market. With the growing demand for document imaging solutions and an increase in business dependency on scanning and managing documents electronically, the Assurance Program provides the peace of mind and business continuity that customers demand.



# Take Advantage of the Fujitsu Imaging Channel Program

As leaders in the imaging market, Fujitsu identify the business trends and industry drivers that create new opportunities for their partners.

By joining the Imaging Channel Program, you will gain the insight, expertise and access to resources you need to embrace today's new market dynamics and capitalise on the resulting business opportunities.

## Communications

From advanced notification of product news, promotions and hosted events, you'll not just be in the know, but also the first to know – giving you the insights to stay ahead of your competition.

## Sales & Marketing Support

As well as exclusive access to Fujitsu's special promotions and our sales lead pipeline, you'll get practical support that includes Fujitsu Specialist logos, funded case-studies, co-marketing agreements and MDF – all designed to strengthen your sales.

## Commercial Support

Fujitsu's commercial support is designed to open up new business opportunities – it includes use of their business facilities plus access to their evaluation program, their not for resale program and their supported pricing program.



## Training & Education

Keeping you in the loop and ahead in your field, Fujitsu provide you with exclusive content, cobrandable marketing assets, scanner configurators, training modules on their ranges and positioning, informative and helpful webinars, partner conferences and knowledge-share events.

## Business Support

From a dedicated Fujitsu Account Manager assigned to your business, to expert pre-sales and bid support, Fujitsu equip you with the resources you need to achieve business growth.



Find out more at [www.imaging-channel-program.com](http://www.imaging-channel-program.com)

# Imaging Rewards



Participating in Fujitsu's Imaging Rewards scheme gives you the ability to turn sales and commitment into the rewards you really want. For more information speak to your Northamber account manager or visit [www.imaging-channel-program.com](http://www.imaging-channel-program.com).

## Rewards include:

- The latest electronics – such as TVs, tablets and headphones
- Luxury holidays – such as trips to the Maldives and European getaways
- Exciting or relaxing experiences – such as white water rafting & massages
- Fashionable accessories – such as smartwatches and the latest handbags

## How do I get rewards?

You can build towards the rewards of your choice in a number of ways:

- Logging sales of Fujitsu Imaging products
- Participating in Fujitsu activities and events
- Certifying in any of our 4 specialist areas
- Plus a range of other product line promotions, incentives and special points giveaways
- A welcome bonus of 1,000 points for registering
- Referring other colleagues and partners to sign up
- Download our APP

## Bonus rewards

available each month on selected scanners

Ask your account manager for details



## Imaging Channel Essentials App

View Fujitsu's product portfolio, stock information, download collateral and view your Imaging Rewards points status via Fujitsu's new Imaging Channel Essentials app available for iOS and Android.





## Award winning experts on Fujitsu scanners



Ask us about Fujitsu Scanning Solutions for GDPR peace of mind

Dedicated product  
specialists

Flexible trade  
credit

Exclusive Expert  
Reports

Call Northamber on 020 8287 3000  
[www.northamber.com/fujitsuscanners](http://www.northamber.com/fujitsuscanners)