



PRESS RELEASE  
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## **A2iA Expands its Worldwide Customer Portfolio and Strengthens its Partner Network**

***By pursuing its policy of increased investment in R&D, A2iA has expanded its operations with the launch of a new solution – A2iA AddressReader – targeted at the mail-processing market. A2iA is also continuing to expand its customer portfolio in the public and private sectors throughout the world.***

### ***The figures***

A2iA, the specialist in written and machine-printed intelligent word recognition, acquired **160 new customers** from 18 countries in 2004 and formed **44 new partnerships**, representing a 56% increase in its distribution network. A2iA currently has **over 600 customers worldwide and has signed 124 distribution agreements**. In 2004, A2iA achieved **sales of 5.5 million euros**, of which 40% is billed in dollars. Despite an unfavourable euro/dollar exchange rate, A2iA maintained a stable turnover in comparison with 2003.

A2iA strengthened its teams in 2004 by **recruiting five new employees**: two joined the sales and pre-sales teams in the US, increasing the US workforce to six, and the Research & Development team in France was boosted by the arrival of three new staffers. A2iA now employs 27 people across Europe.

### ***The markets***

As well as increasing its presence on the banking market, 2004 was also marked by A2iA's growing popularity on the mail-processing market with the launch of **A2iA AddressReader** and the first references won in France and Germany. A2iA also increased its share of the ADR market with the signing of three major contracts in the French administrative sector and the pharmaceutical industry.

#### ***The mail-processing market***

Recognizing the growing importance of the **mailing-address recognition market**, A2iA has been working toward the launch of a new solution since 2003. Initially developed for the integration of the A2iA engine into a Lockheed Martin application, it provided a foundation for the automation of mail-sorting operations in 70 Royal Mail centres across Great Britain.

Following this success, in April 2004 A2iA launched **A2iA AddressReader**, a mailing-address recognition system for envelopes and flat-mail pieces. This recognition engine meets the demand for an automated mail-processing management system for incoming, outgoing and internal mail in large companies and public organizations, as well as the mail-sorting requirements of the postal industry's major players.

**A2iA AddressReader**, integrated with a solution from A2iA's partners Cesa ([www.cesa.fr](http://www.cesa.fr)) and Prolistic ([www.prolistic.ch](http://www.prolistic.ch)), has already been chosen by one of France's largest banks, **BNP Paribas**, to process 10 tonnes of mail per day. **A2iA AddressReader** has also been integrated into application software from Prolistic to process mail in **four private pre-processing mail centres in Germany**. In Italy, the **A2iA AddressReader** was integrated into a mail-processing solution from systems integrator Elsag.

#### ***The Document Processing market***

**A2iA FieldReader**, A2iA's solution for the automatic document-recognition market, has increasingly been the French government's product of choice for electronically processing a variety of documents.

**The CNAV** (France's national retirement fund) was searching for a recognition solution to optimize the processing of a wide range of civil-status documents. It chose **A2iA FieldReader**, integrated into the Digilad digital solution from Digitech ([www.digitech.fr](http://www.digitech.fr)), for its capacity to locate and recognize handwritten symbols. A2iA technology



enables the CNAV to achieve field character-recognition levels of greater than 90% and to process some 80,000-100,000 documents each month.

As part of the modernization of the French government's administrative services, France's general tax division, the **Direction Générale des Impôts**, is developing its data-acquisition scanner system to speed up the processing of tax and accounting information. Eight computing service centres, each equipped with a laser-printed and typed document-scanning platform since 2000, were equipped with *A2iA FieldReader*, which features a document field capacity 25% higher than the previous software.

A2iA has signed its first contract with the pharmaceutical industry. *A2iA FieldReader*, integrated into Dicom's Document Processing solution (Kofax Ascent Capture), electronically processes microbiological sampling forms for the **Eurofins Biosciences** laboratory, which wanted to improve the quality of the transcribed information contained in its analysis reports and to optimize capture costs. All information related to the analyzed product and sampling conditions listed on the premises by the quality maintenance manager are digitized and imported into Eurofins Biosciences' information system. The sampling files are then available for online consultation by the Customer Services department.

A2iA has strengthened its distribution network by signing partnership agreements with Dicom Belgium, Captiva UK and two German companies, Schwehr and Bendit.

#### The payment-systems market

A2iA asserted its presence on **the international payment systems market** in 2004.

**In France**, A2iA acquired **60 new customers**, including the Ministry of the Economy, Finance and Industry, the Banque de France, AXA, CIC Paris, CCF, Matmut and the Mutuelle des Etudiants.

**In Great Britain**, A2iA entered the ATM market when **HSBC** installed *A2iA CheckReader* in 500 ATMs for its in-house cheque-processing operations. By integrating its application into the Solchar solution ([www.solchar.com](http://www.solchar.com)), A2iA has entered the point-of-presentment cheque market for large and small remitters. The A2iA/Solchar solution has been adopted by 100 customers (small-to-large remitters, companies, administration departments and so on) in Great Britain.

A2iA also launched an **Italian version** of *A2iA CheckReader* in September and entered the Portuguese market after it was awarded a tender by **SIBS, Portugal's leading service bureau**, which uses *A2iA CheckReader* to process 80% of all cheques issued in Portugal.

**In the United States**, A2iA has added almost **70 new customers**, including Bank of America, Netbank, Citigroup, Morgan Chase, Union Pacific, ViewPointe and Suntrust, and has signed 30 new partnership contracts. Several American banks (including Citigroup, Morgan Chase, ABN Amro and National Bank & Trust) rely on the **Fiserv-Imagesoft** (<http://www.imagesoft.fiserv.com>) solution, integrating *A2iA CheckReader*, in their fight against cheque fraud.

**In South America**, A2iA acquired three new customers in Brazil – along with its partners Vert Technology, Datacheck and Cobra Technology – for *A2iA CheckReader* solution, and signed 10 new distribution contracts.

A2iA has won **two contracts in Australia** with QM Technology and the Australian Stock Exchange and acquired **three new customers in Asia**.

#### **Perspectives for 2005**

A2iA is currently working on the technological development of **an open, incoming-mail processing solution**. In 2005, A2iA will launch a product that can sort and direct documents in envelopes to the relevant services and contacts.

A2iA will also promote *A2iA AddressReader*, as well as *A2iA FieldReader*, on the European and North American markets to meet a growing demand for the electronic processing of documents in the administrative and corporate sectors.

*"In common with all French small and medium-sized businesses, the success of A2iA depends on the close relationship between such businesses and large companies. This relationship is based on the Small Business*



*Act, established by the Comité Richelieu (a government body set up to encourage closer links between small and medium-sized businesses and large companies) and signed by the Ministry of Finance in December 2004. A2iA hopes to be able to convince these large companies and the French government's administrative service to award them contracts that will enable the company to continue its R&D activities, which represent 25% of its turnover. The Small Business Act should be extended across Europe to allow French small and medium-sized companies to succeed – at the very least – at a European level,” said Jean-Louis Fages, Managing Director of A2iA.*

**About A2iA - [www.a2ia.com](http://www.a2ia.com)**

A2iA (Artificial Intelligence & Image Analysis), founded in 1991 and headquartered in New York and Paris, is the worldwide leading developer of Intelligent Word Recognition (IWR) technology for reading natural handwriting, including cursive handwriting from paper documents. The company's technology has been helping paper intensive industries reduce data-entry costs and improve processing automation for over 14 years. A2iA's products combine the company's OCR, ICR and Intelligent Word Recognition with its artificial intelligence and neural network technology, making the most comprehensive advanced recognition engines on the market today.

For more information: [www.a2ia.com](http://www.a2ia.com).