

The Image Communications Company

BISCOM

Biscom, Inc.
321 Billerica Road, Chelmsford, MA 01824
508-250-1800 • FAX 508-250-4449

NEWS RELEASE

Contact: Chris MacKenzie
V.P. of Marketing
Biscom, Inc.
(508) 250-1800 ext.22

Biscom and Hewlett-Packard Advance Network Scanner/Fax Pact
Direct Network Scan/Fax Capabilities Enhanced with HP Network ScanJet 5 scanner

Chelmsford, MA - March 3, 1997 - Further extending the cooperation between Hewlett-Packard and Biscom on the integration of network scanning and faxing technology, the two companies will offer tightly integrated compatibility between the HP Network ScanJet 5 scanner and Biscom FAXCOM fax server products running in all major network operating system environments.

The strategic partnership between the two companies was announced in April of 1996. In accordance with this partnership, Biscom, the leading provider of enterprise-wide fax server solutions, will cooperate in technology and marketing efforts with Hewlett-Packard, which commands the dominant share of the network printing and scanning markets.

According to Chris MacKenzie, Biscom's vice president of marketing, "Hewlett-Packard has increased the integration of the two companies' products by co-developing a direct link between the Network ScanJet 5 and our FAXCOM fax server products. This will effectively make the Network ScanJet 5 scanner a client to the fax server, allowing the Network ScanJet 5 scanner to interact directly with the server for the exchange of information."

"Bank of Boston as a financial institution has a very diversified realm of business applications. Several of these businesses have benefited from using FAXCOM products. The fax server has provided us with the ability to store, re-route and manage faxes. We anticipate interfacing Word documents and cc:Mail documents with hard-copy documents by using the HP Network ScanJet 5 scanner. The Bank will take advantage of the savings in time, money and work flow efficiency by using a centralized network scanner," said Deborah Murphy, senior technical specialist for Bank of Boston.

"This agreement with Biscom signals our company's combined commitment to improve people's productivity and provide new tools for their changing workplace," said Dennis Hamann, product marketing manager for Hewlett-Packard Bergamo Hardcopy Division in Bergamo, Italy.

Fax servers provide an extremely cost-effective method for managing fax traffic in an organization. Most computer-based faxes originate directly from within a computer

application. With scanning technology, it is possible to provide the benefits of fax server technology to office workers that also need to send hardcopy documents. Network-based scanning, like network-based fax servers and network-based printers, offers the additional economy of providing a shared resource that all users in an office or department can access. The result is an office solution that is considerably more powerful and versatile than a traditional fax machine.

Biscom FAXCOM fax servers, for instance, can provide many important capabilities to fax users, including:

- * The ability to handle computer-based documents from networked client computers
- * Buffer queued faxes for automatic transmission and retransmission
- * Perform least-cost routing of faxes over a wide area network of distributed offices
- * Schedule and perform off-peak transmission of faxes
- * Archive copies of stored, and received, faxes
- * Receive faxes and route them directly to their destinations
- * Provide integration with E-mail and groupware systems
- * Support SNMP (including integration with HP OpenView) and alarm management
- * Provide enterprise-wide integration to all workstations, LANs, minicomputers and mainframes

Like the HP ScanJet 4Si scanner, the Network ScanJet 5 scanner provides an office fax user with the ability to feed a multipage document into the scanner, select a workstation

destination from a list of names, and route the scanned document to a local desktop.

Users are then able to select a recipient from his or her FAXCOM phonebook, compose a short message, attach the scanned file, and click "Send" to offload the document for transmission to the FAXCOM fax server.

Unlike the HP ScanJet 4Si, however, the Network ScanJet 5 scanner offers direct faxing capability. The Network ScanJet 5 scanner control panel provides a comprehensive user interface that allows additional capabilities. These capabilities are intended to allow the user to perform functions, such as sending a fax via a FAXCOM fax server, without the need to return to the desktop to complete the transmission request. To send a fax, the user simply places the document into the scanner and keys the fax number into the control panel or selects a fax number from a predefined list of destinations. The document is then scanned and sent directly to the FAXCOM fax server for transmission.

In order to achieve this tight integration, HP and Biscom incorporated functionality directly into the Network ScanJet 5 scanner that allowed it to send requests to the fax server. Similarly, transmission status information is returned to the Network ScanJet 5 scanner upon completion or failure, after several retries. The Network ScanJet 5 scanner is effectively acting as a client to the FAXCOM fax server.

Another major improvement is the Network ScanJet 5 scanner's ability to interface with multiple network operating systems. The Network ScanJet 5 scanner supports Novell NetWare, Microsoft NT and IBM LAN Servers. Accordingly, support for a broad range

of Biscom fax server products will be available, including: FAXCOM for NetWare, FAXCOM for LAN, FAXCOM/WorkGROUP for NetWare, and FAXCOM/WorkGROUP for NT.

For purchasers of a Network ScanJet 5 scanner who wish to try the network scan/fax solution, Biscom will provide free ten-user trial copies of its FAXCOM/WorkGROUP for NetWare and NT users. To obtain a copy, call 1-800-477-2472 ext. 53, outside the U.S.A., call 1-508-250-1800 ext. 53. Biscom also maintains a web site at: <http://www.biscom.com>.

Biscom will be presenting its FAXCOM fax server solutions at a number of forthcoming industry trade shows, including Networld Interop in Las Vegas (May 6-8), Windows NT Solutions in San Francisco (August 13-15) and DCI Internet Expo in Boston (August 13-14).

###

Founded in 1986 and headquartered in Chelmsford, MA, Biscom is the leading provider of enterprise-wide computer/fax solutions and a pioneer in the field. Biscom's FAXCOM fax server solutions can be integrated with any existing computer system or network in the enterprise, including personal computer networks, minicomputers, and mainframes. FAXCOM fax servers are expandable, scaleable, turnkey, production fax servers that can grow with a business.

Explore Litigation Insights

Docket Alarm provides insights to develop a more informed litigation strategy and the peace of mind of knowing you're on top of things.

Real-Time Litigation Alerts



Keep your litigation team up-to-date with **real-time alerts** and advanced team management tools built for the enterprise, all while greatly reducing PACER spend.

Our comprehensive service means we can handle Federal, State, and Administrative courts across the country.

Advanced Docket Research



With over 230 million records, Docket Alarm's cloud-native docket research platform finds what other services can't. Coverage includes Federal, State, plus PTAB, TTAB, ITC and NLRB decisions, all in one place.

Identify arguments that have been successful in the past with full text, pinpoint searching. Link to case law cited within any court document via Fastcase.

Analytics At Your Fingertips



Learn what happened the last time a particular judge, opposing counsel or company faced cases similar to yours.

Advanced out-of-the-box PTAB and TTAB analytics are always at your fingertips.

API

Docket Alarm offers a powerful API (application programming interface) to developers that want to integrate case filings into their apps.

LAW FIRMS

Build custom dashboards for your attorneys and clients with live data direct from the court.

Automate many repetitive legal tasks like conflict checks, document management, and marketing.

FINANCIAL INSTITUTIONS

Litigation and bankruptcy checks for companies and debtors.

E-DISCOVERY AND LEGAL VENDORS

Sync your system to PACER to automate legal marketing.