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What do our solutions provide...

Focus Solutions automates the conversion of paper and electronic data into reliable information, by providing

- Automated front-end data acquisition from various platforms,
- Integrated document processing solutions,
- By utilising best-of-breed core solutions,

To clients who require high data integrity in a processing time critical environment,

To increase turnover, reduce costs, improve customer service, empower and uplift staff and provide our customers.....

- **The Ability to...**

- Reduce operational costs through automation
- Streamline the process of paper handling
- Reduce manual data entry
- Make documents available on-line
- Deliver the right documents, to the right people, at the right time
- Improve data quality

- **Provide a platform for....**

- The enterprise, regardless of document type, format or medium
- Seamless integration to Line of Business systems
- A distributed architecture
- Stability, flexibility & scalability

- **Ensures.....**

- Compliance – SOX,
- Visibility and control
- Accessible management information and Key Performance Indicators



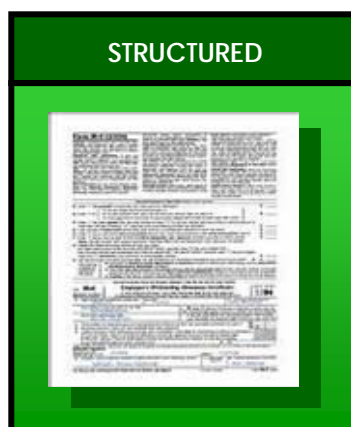
The Business Requirement

Managing and Sharing Information

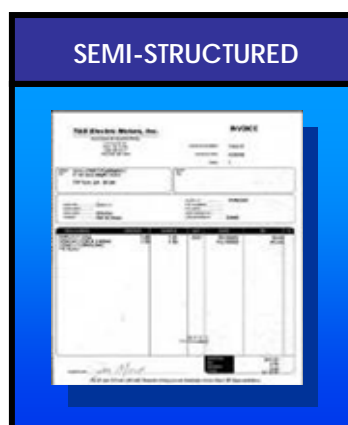
- Companies are facing increasing volumes of Paper consuming resources, time, and money
 - Cost of classification and archiving a document
 - Cost of searching for a document...
- Manual sorting to route the document to the right department and people
 - Laborious manual supply-chain, costly and generate errors
- Cannot prioritize paper documents
 - Urgent documents are in the same process as regular documents
 - Documents can be lost
 - Delays cause unsatisfied clients
- No centralized management or repository
 - Electronic and paper are completely separate. Cannot have a global view of Client information
 - No way to share information between different departments and different site



The Business Documents



- Order Forms
- Tax Forms
- Survey's
- Enrollment Forms
- Claims



- Invoices
- EOB's
- Bill of Lading
- Telecom Bill
- Utility Bill



- Correspondence
- Email
- Outbound Notifications

Classification and Extraction Technology

- Technologies
 - **Free Form:** full text OCR + with a dictionary of keywords.
 - **Template:** based on global and local graphical analysis.
 - **Template Designer:** Graphical Tool enabling the design of business forms
- To classify structured, semi-structured, unstructured information, recurrent and non-recurrent documents, customers require both Free Form AND Template Technology.
- To extract complex data on structured, semi structured or unstructured document customers have to combine/mix templates and Free Form features

Specialised data extraction methods...

Constrained
OMR

Unconstrained Handprint

Amount
Cursive Handwriting
Date
Signature detection

Literal Transcription

Searches through the entire body text of handwritten letters and recognizes full paragraphs. It then forwards the recognized information to the mail processing application.

Recognition Results

I_would_therefore_like_to_transfer_the_above_account_into_my_name-

Keyword Spotting

Automatically extracts and recognizes user-defined keywords and key expressions in a cursive paragraph.

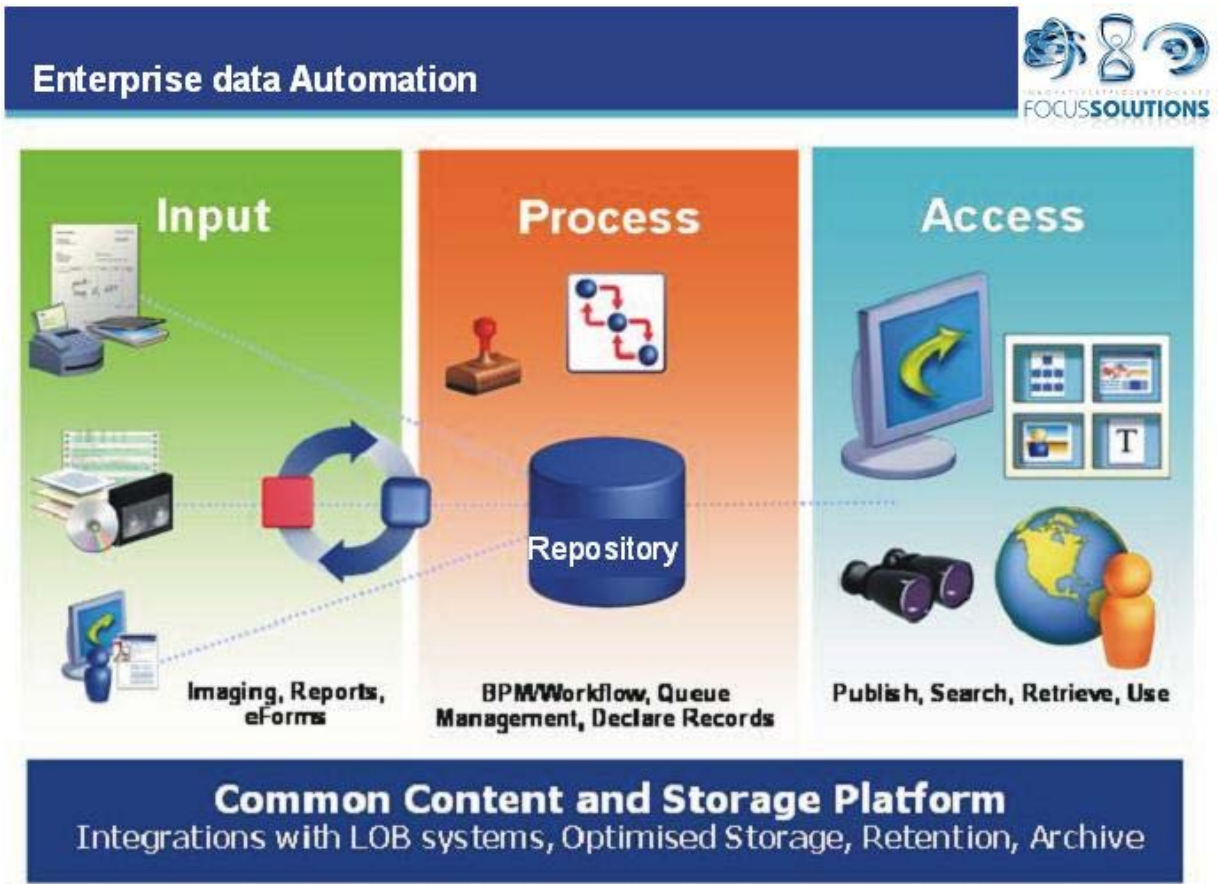
Recognition Results

address
 Recd: ADDRESS Score: 988
 transfer
 Recd: TRANSFER Score: 924
 direct debit
 Recd: DIRECT_DEBIT Score: 908
 moves
 Recd: MOVES Score: 916

Storage and Retrieval Technology

- **Storage Technology**
 - **Single Storage Repository:** All electronic documents and metadata stored inside the database – no separate image containing folder structure.
 - **Faster retrieval** of information – metadata and images are retrieved from the same location
 - **No shares** or mapped drives to files have to be created on local workstations for users to retrieve the documents
- **Validation of entered values:**
 - At Indexing (online) or
 - At Uploading of information to the repository, after indexing has taken place (offline)
- **Offline / Remote** scanning and indexing with scheduled publishing – the scanning or index stations doesn't require connection to the database during scanning or indexing, only when the scanned / indexed files has to be inserted (published) into the main repository
- **Scheduling** – Data to be published can be scheduled to alleviate network congestion during business hours
- **Wizard** enabled configurable options enable easy interfacing with various other applications and databases

The Solution Process



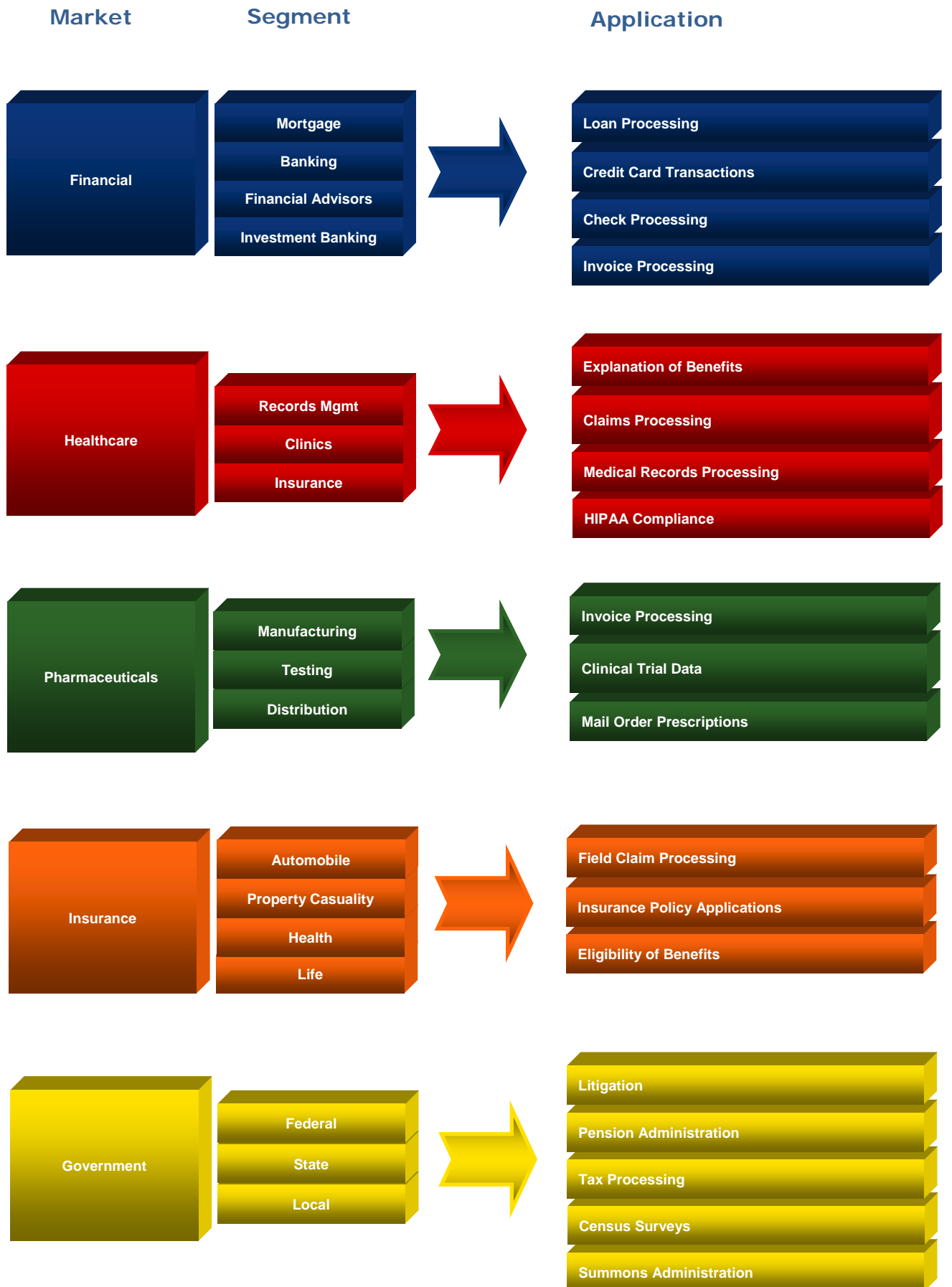
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Key Values

- Automates document capture process
- Signature Strengths
 - Scalability
 - Modular Architecture
 - Distributed & Diverse Document Capture
 - Enterprise System Compatibility
 - Intelligent Classification
 - Monitoring & Analytics (IMC)
 - Product & Platform – Stability/Reliability
 - Colour Support
 - Image to XML support
 - Professional Service and Support



Major Markets



Who are our customers...

Financial Services

Investec Asset Management	Investec is one of South Africa's largest investment companies	Investec uses e-forms developed and designed by Focus Solutions for automating the broker and individual investor's investment submissions
FinTech	FinTech is one of South Africa's leading provider of office equipment finance.	FinTech is using FinLink designed by Focus Solutions to streamline the retrieval and storage of credit bureau information.
Metropolitan Health Group	MHG are one of South Africa's larger medical aid administrators	MHG is using Front-end Data Automation to streamline the capture of medical claims data, as well as annual option and member details forms.
First National Bank	First National Bank is one of South Africa's largest retail banks.	The TellerLink software, a joint development between Tellermate and Focus Solutions, controls and monitors the cash counting process at FNB's cash centres.
Liberty Life	Liberty Life is one of South Africa's largest life insurance companies.	Front-end Data Automation software is used in the mail department in order to place all documentation received into their workflow system.
Bankfin	Bankfin is the motor vehicle finance arm of ABSA bank, the largest bank in South Africa.	FinLink has been implemented in all the branches countrywide in order to assist the approvals process.
BoE	BoE is a personal and commercial bank operating in South Africa	The analysis and design of an application approval was performed for the office equipment finance department.
Momentum Life	Momentum Life is one of the larger life insurance houses in South Africa.	Front-end Data Automation software was used to index all documentation received by the filing department into AWD.
RC&C Finance	RC&C is the finance arm of Nashua, a large office equipment supplier in South Africa.	FinLink has been implemented at RC&C in order to assist in processing applications for finance.
Tellermate	Tellermate supply money counting hardware and solutions to the banking and retail industries.	A cash management application has been developed in conjunction with Tellermate (using the Tellermate unit) for a number of large South African banks.
Panasonic Finance	Panasonic Finance is the finance arm of Panasonic, a large office equipment supplier in South Africa.	FinLink has been implemented at Panasonic in order to assist in processing applications for finance.
Nedcor Homeloans	Nedcor is one of South Africa's largest commercial and private banks.	Front-end Data Automation has been used to speed up the home loan approval process.
Siemens Finance	Siemens is the finance arm of Siemens, an office equipment supplier in South Africa.	FinLink has been implemented at Siemens in order to assist in processing applications for finance.
Momentum Life - New Business	Momentum Life is one of the larger life insurance houses in South Africa.	Front-end Data Automation is being used to index all documentation received from the branched into the AWD workflow system.

Distribution

Nampak	Nampak manufactures and distributes a number of products, namely tissues, nappies etc, throughout South Africa.	Front-end Data Automation is being used to identify and index proof of delivery forms at their Pretoria depot. Approximately 10, 000 forms are being processed by a single user per month.
Fast Forward	Fast Forward (previously known as PX Parcel Services) is a large courier company working in South Africa and surrounding areas.	Front-end Data Automation software is used to scan in all proof of delivery documents (remotely) and to index (centrally) the proof of delivery documents into their document management system. This allows their clients to access these documents via the Internet.
Avon	Avon is a cosmetics company who sell to the public via a large sales force. Orders are therefore primarily mail orders.	Front-end Data Automation software is used to capture all orders received.
Tanker Services	Tanker Services is a transport company who transport primarily liquids throughout South Africa.	Front-end Data Automation is being used to index all invoices and their associated trip sheets into Microsoft SharePoint Portal.

Statistical processing

Stellenbosch University		Front-end Data Automation is being used to capture information from various forms (e.g. surveys, mark sheets, registrations).
Statistics SA	Statistics SA is the primary statistical department for the South African Government.	Front-end Data Automation software is used to capture information from surveys conducted by Statistics SA.
EMIS Mpumalanga	EMIS is the management information systems department of the education department of the Mpumalanga province.	Front-end Data Automation is used to capture information from surveys conducted by EMIS.
Department of Health, Gauteng,	The Department of Health is the local government's health arm.	Front-end Data Automation is used to capture information from various surveys and forms to assist in providing an improved health service to the South African public.

Telecommunications

TFMC	TFMC is responsible for the management of all Telkom's (South Africa's telecommunications provider) fixed assets.	Front-end Data Automation is being used to assist in the extraction of data from invoices in order to automate the payment process and processed images are stored in our EDMS backend.
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Other

GLI Africa	GLI Africa is an independent testing body for gaming equipment.	EDMS has been installed to store and manage all documentation relating to the testing process.
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