



Large Format Scanning & Printing *e-news*

Volume Purchase Program for Graphtec IS200-DS Scanners – a HUGE SUCCESS!

Since the launch of the Graphtec IS200-DS Volume Purchase Program for authorized dealers, sales of the popular IS200 scanner model have increased by over 400 percent. The sales volume has been so strong, inventory levels will remain low until the middle or the end of February.

The Graphtec IS200-DS Volume Purchase Program is designed for dealers who wish to integrate IS200-DS scanners with a variety of low cost LED or inkjet printers in order to provide an inexpensive monochrome scan-print-copy solution with better scanning performance.

The IS200-DS program was a major factor that contributed towards the record sales levels Paradigm Imaging experienced in the last three months of 2005. Scanner unit sales over all increases by 38 percent in the last quarter of the year.

“Dealers have responded very well to the program” states Randy Geesman President of Paradigm Imaging. “For the first time our dealers are able participate in the servicing of the product which fits into the business model of many of our dealers. In addition, our dealers can stock one model, but can deliver up to five different Graphtec scanner models due to the upgradeability of the IS200-DS scanner”.

Graphtec Scanner Product Line Update!

There are important changes to the Graphtec large format scanner product line that have occurred. The Graphtec CS300 and CS400 models are being discontinued from the product line. Support will still be provided on these scanners, as well as the original CS1000 and CS2000 models.

The CS400 was replaced by the CS500 Base & Pro models, which provide similar performance at similar pricing, but in a 42" width, instead of 40". The MSRP of the CS400 was \$16,995, and the MSRP of the CS500 Base & Pro are \$15,995 and \$17,995, respectively.



**New IS200 Pro LC
“Limited Color” Scanner**

The CS300 has been an enormously popular scanner for our dealers, and we have had tremendous sales success with this product. It has been uniquely positioned with its reliability, fast performance, and 8-bit (256) color capability. It has been the perfect scanner for companies that need to capture markups,

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Special points of interest:

- Meet The Paradigm Imaging Employee—Florence Hiber
- Graphtec Scanner Promos on CS500, CS500 Pro, CS600 and CS600 Pro Models.
- Paradigm Experiences Record Sales of Scanner Units in Last Four Months of 2005.
- New Canon W8400 44" Printer at Only \$5,995!
- New IS200 Pro LC “Limited Color” Scanner from Graphtec

color line drawings, and other non-photographic color.

The CS300 is being replaced with the **New IS200 Pro LC**, which has the same specs as the CS300, with the added feature of increase scan width to 42", interpolated resolution to 4800 DPI and full color upgradeability. The MSRP remains at \$13,995, and your cost remains the same as the CS300. Product improvement without a price increase!

Connectivity has also been upgraded in the entire product line. Scanner connectivity is now USB 2.0, and Ethernet, for easier network integration. There are also 2 new brochures for the Graphtec scanner product line. The first covers the IS 200, IS200 Pro, and The IS200 Pro LC. The second covers the CS500 Base & Pro, and the CS600 Base & Pro.

With the upgrade to a standard 42" width in the product line, Graphtec scanners are now **MODEL UPGRADEABLE!** This is a huge buying advantage for

your customers, as they will never lose their initial scanner investment if their needs change!

When Does 1+1=5?

Easily upgrade from an IS200 to five different Graphtec scanner models. Now That's Flexibility! You can upgrade a scanner to any level, from an IS200 Base, to a CS500 Pro (it is not possible to upgrade to a CS600, because of the thick media capability). The cost of the upgrade is just the difference in the price of the scanner models. There is **NO** premium charge to upgrade from one scanner to another.

Please contact us with any questions, or if we can provide any assistance in your sales or marketing efforts. For those dealers who wish to upgrade your websites with this new information, please feel free to copy anything you need from our website, www.scantopia.com, which has been updated to reflect this new information.

Thanks You—Paradigm Imaging Sales Team



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Meet the Paradigm Imaging Group Employee!

Meet Florence Hiber:

When most people picture their retirement it usually involves some sort of rest and relaxation. Florence Hiber took an early retirement from her career at the phone company and found after a few months that she needed more in her life than relaxation. Luckily for Paradigm she agreed to work part time in our Costa Mesa office. One job title doesn't cover everything Florence does. Maybe it's the phone company training still ingrained in her that finds her answering calls on the first ring! Between calls she helps to coordinate shipping, and invoices orders. She is also relied on to update all of the contact records for company sales database. She manages to get as much accomplished during her three-day workweek as many people do in five full days.



Her co-worker Mary Geesman said she appreciates working with Florence because she is so helpful. "She always does a great job and works quickly and efficiently. When she runs out of something to do she always volunteers to help someone else."

In addition to working Florence has taken up walking for fun and exercise. Unlike some folk's idea of a leisurely stroll around the neighborhood, Florence participates in 5k's, 10k's and full marathons. She has finished in five Los Angeles marathons and eight marathons total. This past

fall she walked the Dublin, Ireland marathon. Why Dublin? It is her hometown and she joined two of her sisters and a brother and visited relatives and locations where they had grown up.

In between working and walking Florence spends a lot of time with her family. She has two daughters and a son, all grown. She also visits with her large extended family that live in the Southern California area. They have lots of get-togethers and they are even moving the annual St Patrick's Day party to another day to accommodate Florence participation in this years Los Angeles Marathon.



\$5,995



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CS500, CS500 Pro CS600 & CS600 Pro Scanner Promotion



Receive an instant rebate on Graphtec Scanners

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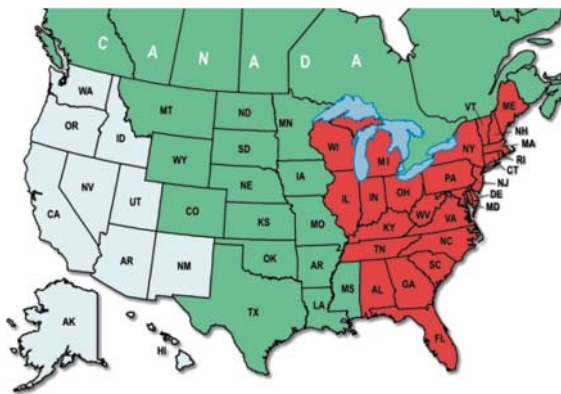
CS500 & CS600 Scanners



The CS500 & CS600 are 42" wide, 24-bit full color scanners with the ability to scan thick, rigid originals up to 0.8" thick (CS600) to meet requirements in the "print for pay" and other graphic oriented industries. The CS600 is the only scanner of its kind that features a complete "hands-free" automatic thickness control function, which automatically recognizes the thickness of the material being scanned without any user intervention.

- ▶ 24-bit color scanner
- ▶ 9ips in mono and 3ips color modes (Pro model)
- ▶ 600dpi true optical resolution
- ▶ Automatic adjustment for media up to 0.8" thick (CS600)
- ▶ Interpolated resolution up to 4800dpi (Pro model)
- ▶ ±0.1% (or ±5 pixels) scan accuracy
- ▶ USB2/IEEE1394 dual communication port
- ▶ Compact design
- ▶ Contact Image Sensor (CIS) Technology

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Click on your state to e-mail your nearest sales manager. All of our sales representatives can be reached at 1-888-221-7226.

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Paradigm Imaging Group is a large format solutions provider whose expertise extends from scanning and printing products to imaging systems integration, software development and product distribution. Paradigm counts among its clients, companies in reprographics, architecture, engineering, construction and manufacturing, as well as numerous public agencies at all levels of government. Since 1989, Paradigm has grown to become a leading provider of large format scanning and document management solutions. As both a service bureau and a custom solutions provider, Paradigm Imaging Group is uniquely positioned to share with it's clients the experience gained from using imaging products on a day-to-day basis and the knowledge gained through developing document imaging products.