



# Dedicated scanners for the finance sector



Financial professionals are constantly handling a variety of sensitive documents in large volumes, and since the passage of the Sarbanes-Oxley Act, the need for quality record-keeping is now greater than ever. Whether you're handling invoices, tax documents, loan applications, or anything in-between, having an HP dedicated scanner promotes efficiency, saves time, reduces storage costs, and simplifies record-keeping so that you can deliver the best possible service without interruption.

## Identifying potential customers and starting the conversation



**Anna**  
Office manager

**What does she scan?**

Mostly 8.5" x 11" documents, checks, reports, documents with handwritten notes, and bank statements

**How often?**

4-6 times a week, about 4-5 pages at a time

**What features matter to her?**

Scan quality, two-sided scanning, light weight, range of supported formats, OCR, cancel button on the front, auto-orient/rotate, and the ability to merge pages in duplex scanning

**Why does she want a dedicated scanner?**

"I accumulate so many things that I need to scan. Since I am trying to get rid of paper, a scanner helps me keep things organized."

HP recommended scanner:  
HP ScanJet Pro 2000 s1



**Megan**  
Accounts payable specialist

**What does she scan?**

Invoices and other documents ranging from small postcards to legal documents

**How often?**

Several times throughout the day, about 10-15 pages at a time

**What features matter to her?**

Two-sided scanning, mobility, durability, ability to scan to multiple destinations at once, scan to email, auto-orient/rotate, automatic straightening, and auto-deletion of blank pages

**Why does she want a dedicated scanner?**

"Having a scanner at my desk is vital. Before I got my scanner, I had to email myself the documents, save, and upload. It was a hassle."

HP recommended scanner:  
HP ScanJet Pro 3000 s3



**Katie**  
Financial advisor

**What does she scan?**

Letter- and legal-size documents, receipts, copies of investment statements, insurance policies, meeting notes, investment analyses, and any report with hand-written notes

**How often?**

Seven times per day, 5-20 pages at a time

**What features matter to her?**

Single-click functionality, ease of use, folding paper tray for lower footprint, color scanning, range of supported file formats, range of paper sizes supported, speed, high ADF capacity, scan speed, and the ability to scan to multiple destinations at once

**Why does she want a dedicated scanner?**

"Having a scanner makes it easier to find things in the electronic document system"

HP recommended scanner:  
HP ScanJet Enterprise Flow 7000 s3



### Purchasers spotlight

**Who they are:** IT directors, executive assistants, business owners

**What influences their purchase decision:** Employee needs, blogs, online reviews, video demos, manufacturer websites

**What features matter to them:** Color scanning, duty cycle, speed, range of supported document sizes, TWAIN, ease of use, security, ADF capacity, small footprint

### Qualifying questions

What will you be scanning? How often? How many pages?

How fast would you like the scanner to scan pages?

Where will this scanner be located? On a desktop? Or in a central area?

What will you do with the scans? Where will they go?

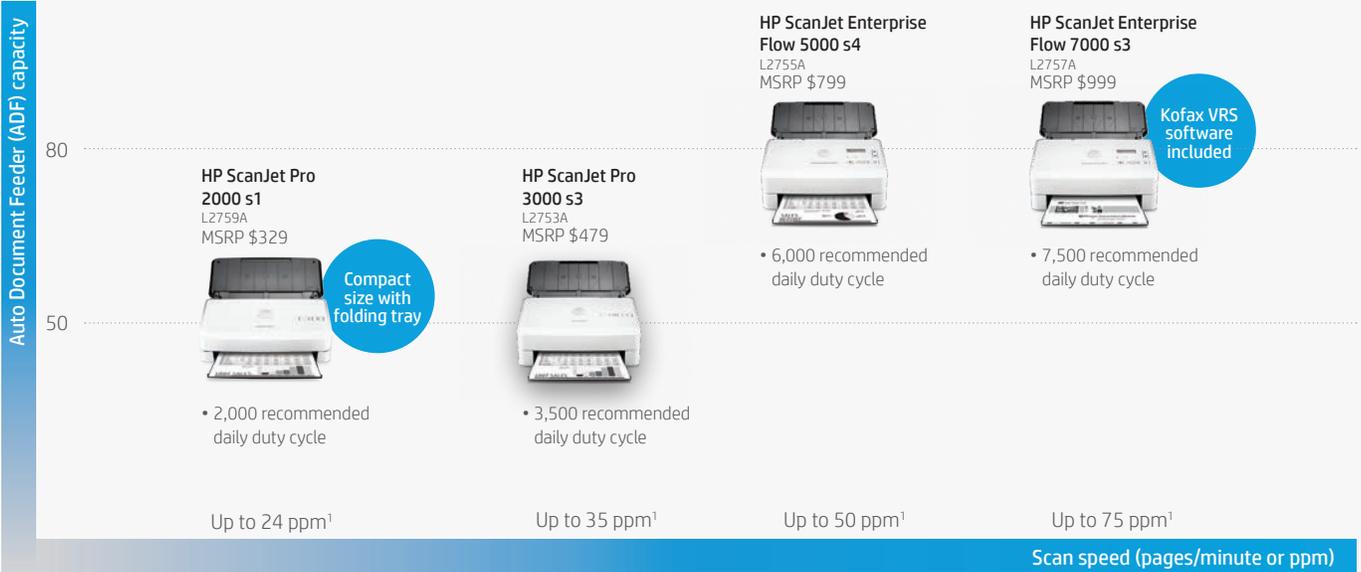
# Help me choose the right scanner

All scanners can scan both sides of the page in color at the same time.

All scanners include I.R.I.S. ReadIris Pro—the OCR (optical character recognition) software that turns scans into editable text.

## Sheet-feed scanners

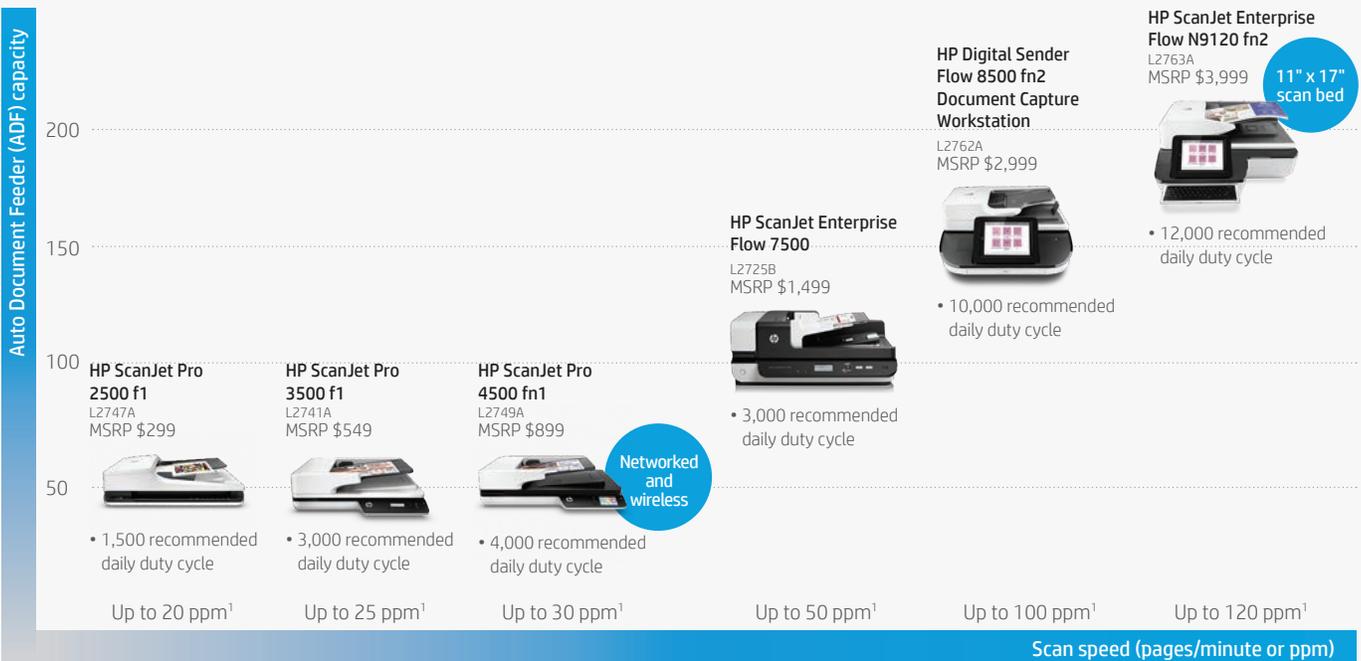
Ideal for letter-size paper and mixed flat media of various sizes, including brochures, receipts, business cards, and laminated ID cards



MSRP = Manufacturer Suggested Retail Price

## Flatbed scanners

Ideal for sheets of paper, ID cards, and items like books and magazines



MSRP = Manufacturer Suggested Retail Price

To learn more about the full scanner portfolio specifications, [click here](#).<sup>2</sup>

1. Scan speed measured at 300 dpi (black-and-white, grayscale, and color). Actual processing speeds may vary depending on scan resolution, network conditions, computer performance, and application software. 2. See <http://h20195.www2.hp.com/v2/GetDocument.aspx?docname=4AA5-5899ENW>.

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