



Delaware Division of Revenue Awards Fairfax Imaging

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The Delaware Department of Revenue has selected Fairfax Imaging, Inc. as its provider of document imaging, forms processing services, and Check 21 processing. We are very proud of this award and have begun Phase 1 of the project in earnest. In addition to providing our industry-leading Quick Modules software, we are also guiding the DOR in replacing critical hardware with new and improved methods of mail opening/handling, as well as high speed scanners from IBML.

A complete modernization of Delaware's front end imaging and mail processing front end will take place. Last year, the state handled 501,314 personal income tax returns and the processing of over 40,000 licenses (new and renewal).

The system will be implemented in three phases. Phase 1 will include the implementation of Check 21 to replace the current method of paper check processing and will be done by January, 2013. That means it will be ready for the next tax season.

Phase 2 will cover the implementation of the Personal Income Tax and Business Tax processing and will be in place by December 31, 2013. The remaining tax types will be addressed in Phase

3. The modernization will replace the current front-end processing system which is comprised of in-house-developed processing software, antiquated mail-open equipment, and Kodak i840 scanners.

Fairfax Imaging's Quick Modules software will replace and significantly enhance the scanning of all tax types and the capture of tax information from each form as well as implementing Check 21. Two high-speed IBML



IT5 scanners and the mail opening equipment from Agissar will provide the DE DOR with the most advanced mail opening and processing equipment.

The Fairfax Imaging proposed solution is designed to collect images from the IBML ImageTrac scanners and process these as transactions, applying appropriate business rules to each form to ensure accuracy prior to loading the information into Delaware DOR's

Delaware DOR (continued)

legacy systems. Tax forms for the state are the majority of forms to be processed but also, change of address forms, requests for refunds, quarterly tax filings, etc. will be handled by the system. The remittances that accompany the forms will be processed too.

Quick Modules also performs remote scanning so scanners can be placed virtually anywhere, either within Delaware DOR's headquarters or in field offices.

Quick Modules will provide historical end of day reporting. In addition, Quick Reports can, and will, be easily configured to accommodate custom report types generated by Fairfax Imaging or by the Delaware DOR.

Fairfax Imaging is proud to partner with the State of Delaware on this important project. We appreciate their confidence in Quick Modules and look forward to the system's implementation!

Jon Grose Joins Fairfax Imaging as New VP of Commercial Sales

Fairfax Imaging announces that Jonathan Grose has joined us as Vice President of Commercial Sales. Mr. Grose has spent over 20 years in sales and sales management positions designing and selling image based IT solutions for the commercial and financial marketplace. His customers have included both Fortune 500 organizations and major financial service companies across the United States.

"We are looking to Jon to help Fairfax Imaging expand beyond our traditional markets and bring the excellent technology and solutions of Fairfax to more industries," commented Mike Minter, Vice President of Sales and Marketing.

Grose added, "I am excited about the opportunity to bring the image based solutions we provide to the marketplace. It's a great feeling knowing your efforts have the backing of a strong and creative technical and support staff. It

truly gives you the confidence to succeed."

Minter added, "The addition of Jon to our already strong and seasoned sales force, coupled with the superior technology that our Quick Modules product line offers, experienced Professional Services and Support Groups, makes Fairfax well positioned to move forward and expand into new markets as well as continue to strongly succeed in our traditional market segments."

If you'd like to contact Jon, please do so at (877) 627-8325, ext. 350. We welcome him to Fairfax and wish him good luck in his sales activities!

NESTOA in October - Fairfax Imaging a GOLD Sponsor!

Fairfax Imaging is a GOLD Sponsor of the upcoming NESTOA (North Eastern States Tax Officials Association) 2012 Annual Conference in Portsmouth, NH the first week of October. We are looking forward to hearing from knowledgeable speakers about the important trends and best practices in tax administration across the country.



Fairfax Imaging At The FTA Technology Conference in August!

The FTA Technology Conference was held in Indianapolis on August 12-15, 2012 and Fairfax Imaging had a great time exhibiting at this important annual event. We met with many old friends and made new ones too!