

Software as a Service - Fairfax Plans for the Future!

W-2 Processing & ScriptReader modules are scheduled for Summer 2012.

Fairfax Imaging, Inc. introduced its Quick Modules software in 1994. Since that time, the practice of sharing application access across the Internet has progressed at a very fast pace. Software as a Service, sometimes known as “on-demand software”, is the ability to access software through the Cloud, typically using a Web browser, **anytime** and from **anywhere** with Internet access.

Implementing SaaS results in cost savings to customers. There are also fewer concerns regarding system maintenance and backups. The data center within the Cloud consists of extremely fast and reliable servers with built-in redundancy and High Availability, all within a secure environment. Using a centralized data center provides the following benefits:

Scalability

The system can be scaled at any time should the processing load change.

Virtualization

Access to the virtual system without the initial cost of infrastructure.

Provides a great platform for a testing and/or development environment.

Security

Enhanced data security through the use of the latest security products and in accordance with security best practices to provide end-to-end security and privacy.

Security (continued...)

Large scale data centers feature enhanced physical security to prevent unauthorized access using a variety of physical controls.

Allowing customers to encrypt their data within the Cloud provides data privacy.



Benefits of Using SaaS Applications

*Lower initial costs, little investment in infrastructure, hardware and software.

*Lower IT budget costs and offload management of apps or services now offered through SaaS.

*Accessible from anywhere, anytime, and from many devices.

*Less hassle with software updates and upgrades, or new hardware. This becomes the SaaS vendor's responsibility.

*Seamless integration with existing technologies.

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Disaster Recovery and Business Continuity

Using SaaS applications easily becomes part of your disaster recovery plan and efforts to insure business continuity. In a hosted environment, your applications reside “off-site” with the SaaS vendor. In the unfortunate event of a disaster, simply access your applications over the Internet from your home or your hot site. This strategy does not require any data replication between the production site and the hot site.

It cannot be stressed enough how important it is to have a disaster recovery strategy for your company’s data. Using SaaS applications is one method for taking some of the worry out of having multiple users at multiple locations. Your data is safe and accessible.

Fairfax Imaging and SaaS

Two of the most frequently used features of Quick Modules will soon be offered as SaaS (Software as a Service) on the Cloud. Processing W-2 forms and our Script Reader module for reading prescriptions are the first two tasks to be handled in this manner. Our customers will be able to access these features through the Fairfax managed Cloud. Login credentials assigned by Fairfax Imaging will be used to maintain control over who accesses the Cloud.

Adapting to this technology is easily achieved because the environment, the Internet, is familiar to all. Increased productivity is expected as are reduced costs. Deployment times are reduced also.

As development continues, we will share more information on these features, their availability, cost, etc. with you in this newsletter. Stay tuned for further details on these new Cloud solutions and their anticipated rollouts to customers!

New Employees at Fairfax Imaging!

Fairfax Imaging is pleased to introduce you to its newest employees!

Bill Traylor is our newest Project Manager. Based in Alabama, Bill brings many years of experience in document/image capture having been previously employed at ScanOptics, BancTec, ITAC Solutions, and McLeod Software. He is an alumni of the University of Alabama-Birmingham. Bill will be working on the Oklahoma Tax Commission project, California DMV’s implementation of portable scanners, and the Georgia DOR hardware initiative.



Left to Right, Back: Joe Abdnor, Chris Voyvodich
Left to Right, Front: Oksana Salem, Ryan Anderson

Gene McDonough, based in Pennsylvania, is another new Project Manager. He will manage East Coast implementations and projects for Fairfax. Prior to Fairfax, he worked at J&B Software, Unisys, and Topp Business Solutions. He has a comprehensive background in Information Systems and over 20 years experience in image-based remittance processing, including project management for a large PA Dept. of Revenue project. He graduated from Chubb Institute in Springfield, PA.

The demands of new accounts and customers have created a need to expand our Software Engineering department with two talented people - **Joseph Abdnor** and **Christopher Voyvodich**. Both new graduates from the University of South Florida in Tampa, Joe and Chris have interned in the area at major corporations. Joe at a local Web design firm, and Chris at TECO Energy. While at Fairfax, they are assigned to assist with programming the Quick Modules software.

Ryan Anderson, Software Support Engineer, is a new member of our Customer Support team. He is also a graduate of USF with a bachelors degree in Computer Science. Ryan worked for Summit Software for a year as an intern and will be a valuable addition to the Support team!

Oksana Salem is our new Vendor Coordinator at Fairfax Imaging. She is from Rochester, NY and worked previously at Express Forwarding in Tampa for 4 years. Oksana brings her experience in business operations to our front desk - a busy hub of activity!

Fairfax Imaging Exhibits at PBMI Conference PLUS...Upcoming Events!

PBMI Conference - Fairfax Imaging attended and exhibited at the **PBMI Drug Benefit Conference** at Talking Stick Resort in Scottsdale, Arizona on February 22-24, 2012. Our Sales Team consisting of Mike Minter, Vaughn Sells, and Rich McLoughlin, met with the conference attendees to discuss our Pharmacy Order Capture System, an industry-leading solution with the ultimate in scalability, photographic image quality, flexibility, and accuracy. Over 200 attendees were shown the power of Quick Modules, which processes over a million transactions per day, across many industries, both government and commercial.

As part of its participation at the conference, Fairfax Imaging gave away an HP Mini 210 Laptop to one of the attendees! Our winner was Debbie Hudak-Bullias of Physician Therapeutics, LLC in Los Angeles, CA. Congratulations, Debbie!!



Left to Right: Debbie Hudak-Bullias from Physician Therapeutics, LLC, and Vaughn Sells from Fairfax Imaging

Upcoming Conferences and Events

FUSION 2012 in Nashville, Tennessee, May 13-17, 2012. Fairfax Imaging will be attending and exhibiting at The Institute of Financial Operations' annual show at Opryland Hotel. Partnering with our business colleagues at OPEX, our joint solution for scanning and image capture will be on display. In addition, we look forward to assisting IFO with scanning and collecting the data off of the surveys for the individual session feedback and overall conference feedback.

We will also be in New York City from June 12-14, 2012 for the **Info 360** show.

Also in June, Fairfax Imaging will exhibit at the **FTA Annual Conference** in Washington, D.C. From June 17-19, 2012, we will demonstrate Quick Modules' powerful new features, including QMS - the dashboard control center for the system that makes any edits or additions easy to perform, saving system administrators time and money!

Finally, the **FTA Technology Conference** will be held in Indianapolis in August and Fairfax Imaging is planning to attend and exhibit at that annual important event also.

Fairfax Imaging and the City of Virginia Beach Continue Long-Term Partnership

Fairfax Imaging has been a partner of the City of Virginia Beach for over seven years now and we are pleased to announce a new phase in our relationship - the City is upgrading their NCR 7780 remittance scanners with the NCR iTran 180e scanners. Of course, during this important transition, the Treasurer of the City continues to rely on Fairfax to process their tax remittance as they handle over 4,000 checks per day on average and over 12,000 per day during tax season!

Always on the forefront to embrace new technology, the City was one of the first municipal governments to implement Check 21 processing - the automatic processing of checks written for remittance. Handling both checks and money orders, the City takes advantage of the reduced operation expense and same day deposits that using the Check 21 Quick Module offers. Cash flow to the City is increased by automatic deposits into the bank, virtually eliminating any manual deposits. In addition, Fairfax Imaging has installed an image retrieval system which makes it possible for other City departments to access images of checks and invoices whenever necessary.

Fairfax Imaging would like to thank the City of Virginia Beach for its continued patronage!



The City of Virginia Beach Courthouse