



Exegenix technology enables cost-effective onshore paper-to-XML conversion service

Quality Associates, Inc. (QAI) offers real alternative to high domestic conversion costs for confidential government material

Toronto, Canada – August 11, 2005 – Exegenix, an innovator in XML content conversion solutions, announces that Quality Associates, Inc., specialists in the conversion of documents and other media into electronic formats, are using Exegenix technology to solve a long-standing government problem: how to convert paper-based material into XML when it is too sensitive to be sent offshore, yet without incurring the high costs of domestic conversion houses.

Many government departments are moving to an XML content infrastructure in order to improve the process of integrating and processing information from widely dispersed systems and organizations – and to ensure that it is accessible to all their consumers. However, government material can be long-lived, which means that it may exist in a variety of formats from both modern and legacy applications, and is quite often only available as hard copy. A major issue for government content producers and suppliers is therefore the conversion of volumes of disparate source materials, including paper-only, into robust, accurate, usable XML.

Because government material is frequently too sensitive to be sent overseas for capture and conversion, solutions to date have been limited to in-house processing, or high-priced local conversion services, both equally burdened by domestic labor costs.

Now, Exegenix technology is enabling Quality Associates to provide an onshore paper-to-XML alternative that is price-competitive with offshore conversion houses. Declares Scott Swidersky, Director, Information Systems Division, at Quality Associates, Inc.:

“The quality of our deliverables has always been a major differentiator, and we automate

the scanning and capture process with tools that generate high quality electronic files from paper. But until we started using the Exegenix Conversion System, we were under the same cost pressures as other onshore service providers for the conversion of these electronic files into XML – the output quality of previous conversion tools meant that our XML experts were spending far too much time on manual cleanup. Now, we can offer our government clients a trusted, secure, local, and above all cost-effective solution to their paper-to-XML conversion requirements.”

Once material has been scanned and captured electronically, Exegenix’s unique conversion technology uses visual cues to uncover each document’s structure automatically, much the same way that humans do. People rarely have problems determining the hierarchical structure of any document they encounter, because they look at a document as a whole, taking into consideration each graphical object’s format, position, and context. Exegenix technology does the same thing – it interprets a document’s logical structure based on the appearance and position of its components, with no re-keying, and no dependency on consistently formatted input.

Steve Downie, VP Sales & Marketing at Exegenix, is enthusiastic: “Finally, organizations with confidential content have a real alternative to costly domestic conversion houses or an inconvenient in-house approach that can be far removed from core competencies and strategic business objectives. QAI is an innovative company that combines the most effective scanning and OCR tools and processes with the best automated XML conversion technology in the industry, to provide a perfect solution for government departments.”

Agrees Swidersky: “We are already underway on a large conversion project with a major federal systems integrator, and anticipate many more federal customers for our streamlined, cost-effective conversion solutions.”

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About Exegenix

Exegenix's award-winning technology converts content into XML quickly, accurately, and cost-effectively, with no re-keying, and no dependency on consistently-formatted input. Our unique approach completely transforms the process of legacy/ongoing content conversion, and requires no XML expertise to produce valid, richly-structured XML output. We offer a flexible range of conversion solutions, including:

- The Exegenix Conversion System: a heavy-duty XML document conversion implementation, for high-security environments where data cannot go offsite for processing
- The award-winning Exegenix Conversion Satellite: a rapidly-deployed client application with scalable offsite processing power
- The Exegenix Conversion Service: a fully turnkey service for organizations that need no interaction with the conversion process until their ready-to-load XML is delivered

About Quality Associates, Inc.

Ideally located close to the heart of federal government, QAI's Information Systems Division specializes in the conversion of documents and other media to electronic formats. In addition, we provide our clients with cutting-edge solutions that address the many issues that document management presents to an ever-changing marketplace. QAI enables our clients to meet the specific requirements of their back-file and ongoing workflow through a broad range of services and solutions.

We offer a full range of document scanning/imaging products and services. These include hardware, software, optical technologies, storage systems, conversion applications, integration and training. QAI maintains a broad client base such as federal and state agencies, chemical and manufacturing companies, financial and accounting firms, law firms, medical and research facilities, to name a few. From our inception, quality assurance and quality control have been the cornerstone of QAI.

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