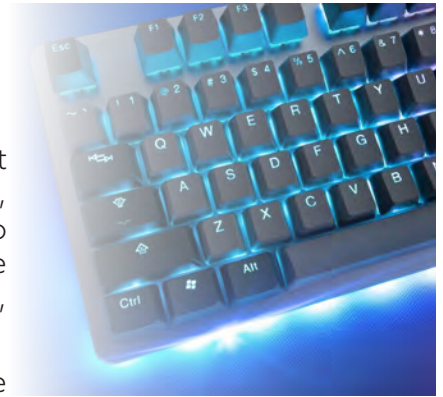


Since 2010, ShoreScan Has Changed Digital Document Archiving

In the fall of 2010, the Town of Secretary, Maryland became our first customer. The driving reason was the excessive amount of paper storage, searching problems, and the fear of a total loss if something happened to the small one-person office. When we explained our concept of a secure "cloud" based digital record archive, it was a perfect solution. Affordable, no servers, easy-to-use and very secure.

As we approach another decade, it's time to modernize **your** record storage strategy with ShoreScan Solutions.



Absolute Proof Town Hall and Taxpayers Benefit When Selecting ShoreScan

One year ago, the Town of Dewey Beach partnered with ShoreScan to tackle the problem with record storage. In a prior newsletter, we highlighted the fantastic effort of scanning over 12,000 pages in a single month.

After a recent visit to set up a second "file cabinet" (digital document archive) for the property records, they showed me the stack of binders that is roughly 6 feet tall. The contents of the binders were scanned and recycled. The binders will be repurposed internally and donated to non-profits and schools locally.

This town administration is saving on office supply costs and improving the "Lean and Green" initiative.

There is no question this service will "pay for itself" in either time, hard cost or goodwill back to the constituents in Town of Dewey Beach.



Special THANK YOU to our new customers in Maryland:
Town of Emmitsburg and the **Town of Rising Sun**.

*"Ken Carlsen was AWESOME!!!; so professional, helpful and extremely knowledgeable of the product!!!
He introduced us to the service, set up the hardware, trained us and got us up and running in a couple hours!!!"*

—Karen Soltis, Hanover Township, NJ

Amazing Internship in the Town of Rising Sun

When the Town of Rising Sun committed to resolving the issues related to records, they selected ShoreScan and brought in a college intern for the summer. Here's how we implemented the service with fantastic results.

Step 1: Established a record archive for administrative records and purchase medium-duty Canon scanners.

Step 2: ShoreScan training sessions focused on accuracy and process to maximize the efficiency of the user.

Step 3: Evaluated and completed training to solidify the level of expertise and competency.



Pictured here is intern Jenna P. using the wide format scanner.

The first digital archive was so successful, the town implemented one for property records and rented our 42" wide-format scanner for plans.

After only a couple months into the endeavor, the Town of Rising Sun has tens of thousands of pages of digital records secure with ShoreScan. **Way to go . . .**

What's with the Paper? Why So Happy?

Clerk/Historian Scott Jett of North Wildwood, New Jersey, is all smiles with his stack of paper from a recent Open Public Record Act (OPRA) request. Why is he happy when this is one of the most frustrating tasks a public employee has to deal with?

Let's go back four years. North Wildwood was all paper with records in several locations (one off-site). OPRA requests, even the small ones, are a headache. Find, organize, copy, produce, and copy again for proof of production is a time-consuming and expensive process.

Fast forward, the request here would have taken two days to produce. Scott is one of the most proficient clients using ShoreScan. He produced the entire request with only one paper production because the records were all found on his ShoreScan account inside two hours. He saved over 10 hours of work and 1,500 pages of paper.

Scott is one more excellent example of how using ShoreScan makes a difference.



Canon Supports Regional Reseller ShoreScan Solutions

Recently Canon did a “roadshow” stop at the BWI Marriott to do a meet-and-greet of local resellers and to show some new scanning products. We really liked the Canon check scanner family (CR-25, 55 and 80). While ShoreScan doesn’t interface with these scanners, they could be a huge help processing tax and water bill payments in the accounting office.



Pictured is Sharon Mulcahy, Ken Carlsen and Rob Hodes (our sales rep).

ShoreScan Sponsors Municipal League Charity Golf Outing

Mayor Hanko of the City of New Carrollton established the Education Foundation for the MML and the primary money source is the golf outing. After a year or two dormant, the staff (Stephanie, Melissa and Dave) of The Town of Ridgely brought this tournament back with amazing results. Due to their hard work, they raised over \$10,000.00. ShoreScan did its part to help with sponsorship of “Longest Drive” and providing eBlast services to almost 1,000 recipients.

We often forget how important it is to GIVE back to the associations and customers who support small business.



Raea Jean Leinster of Yuck Old Paints and Ken Carlsen stand at Women’s Longest Drive sponsored by ShoreScan.

SCANNER SPOTLIGHT

The Canon DR-M260 scanner is a vertical feed high speed scanner capable of 60 pages per minute. The page size is auto sensing letter/legal and will scan both sides on the same pass.

This scanner is ideal for larger projects and “power users”.



For more information:

ShoresScan.com

and click on SCANNERS.

There is more information and a brochure for download.



SPECIAL PROMOTIONS

ShoreScan Solutions Announces Payment Plans for the Initial Set-Up Fee (*Limited-Time Offer*)

Option 1

Free scanner when set-up fee is paid in full

Option 2

24 or 36 month no-interest financing (no scanner)

Wide-Format Scanner Promotion

Save \$1,000 on a 2-month rental

(Terms, conditions and availability apply, contact us for details)

800-774-7226 or info@shorescan.com

FIX THE PIPE: Search Avoided Expensive Litigation

One of our favorite stories is when a previous town administration made an "exception" on who would take care of a pipe on a property. Decades later, the pipe breaks and the new administration has no knowledge of this deal, and attorneys were about to step in.

The Town Clerk then decides to use the ShoreScan OCR word search on the homeowner's last name. Amazingly, several decades ago in the minutes the Town Council made this deal and the problem was resolved avoiding a costly confrontation. ShoreScan is far more than an archive . . . it's a source of valuable information instantly.



PARTIAL LIST OF CLIENTS:

- City of Trenton, NJ
- City of Wildwood, NJ
- Denville Township, NJ
- Town of Dewey Beach, DE
- Town of Newport, DE
- Town of Ocean View, DE
- Town of Rising Sun, MD
- Town of Oakland, MD
- Town of Capitol Heights, MD
- Town of St. Michaels, MD
- Town of Cape Charles, VA
- International Trade Centers
 - Washington, DC
 - North Africa
 - Ireland

AREAS OF EXPERTISE

- Municipalities
- Law Firms
- Police Departments
- Marinas
- Special Education
- Schools / Vocational

Scanner Tune-up Service



Like your car, mechanical devices need an occasional tune-up. It came to our attention during a repair to our wide-format scanner that there are products out there that can extend your investment in your desktop scanner from ShoreScan.

For our customers, we are providing a low-cost on-site scanner tune-up consisting of a thorough cleaning and reconditioning of the rollers. In most cases, this is all you need to improve reliability and life of the scanner.

One more way ShoreScan is very different from our competition!

Contact Us: Toll Free 877.774.7226 • info@ShoreScan.com • ShoreScan.com

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