



# COMPANY, PRODUCTS AND SOLUTIONS



# Global #1

**>50%**  
Market Share

**>175**  
Distributors



**>15%**  
Of net sales  
reinvested in R&D<

**>90**  
Countries  
selling Contex

# Best product portfolio

## Scanners

**HD** Apeiron/42



**HD** ULTRA >>



**IQ** FLEX



**IQ** Quattro >>



**SD** One+



## MFP and ScanStation Pro



## Software

**5** Nextimage



Nextimage Remote



## Printer Support

Drivers for all leading brands



# Largest Customer Base

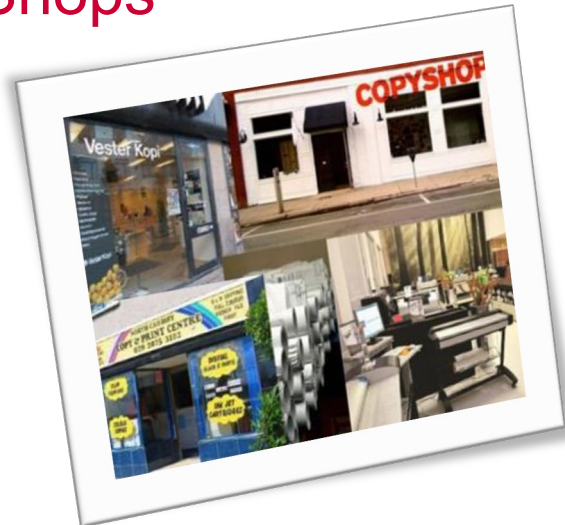
AEC



GIS



Copy Shops



Specialized industries



# Why Buy Contex

## Basic Needs

- Capture or Archive
- Copy or Print
- Email
- Share
- Edit
- Enhance

## Benefits

- Ease of Use
- All Media
- Full color
- Speed
- Quality
- Productivity
- Efficiency

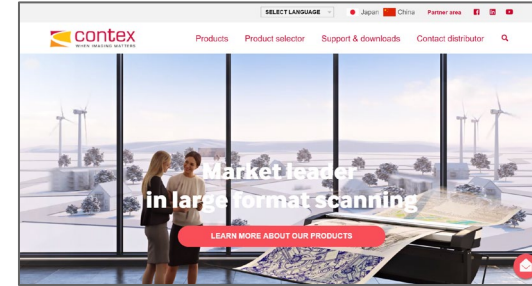


# Why Deal With Contex?

Winner of multiple awards



Strong Marketing and web support



High Margin Products



Your trusted Partner

- Founded by leading Nordic investor



# Experience and High Tech Manufacturing

- Contex products are designed and engineered in Denmark based on 30+ years experience as the leader of the wide format scanning industry.
- Our own factory in China has been approved by all leading manufacturers in the large format printing industry.



# What is the value?

## As a reseller

- You get the best products in the industry
- A trusted partner who knows the market
- Dedicated solutions for customers
- “Up-front” cash flow.

## As a customer

- Best products available
- The right solutions for the right job
- Excellent cost of ownership



# 2024

## DIRECTIONS

# What is the customer looking for?

## SAVE MONEY

### In-company operations

- Digitize your documents and enhance the file in AutoCAD, ESRI and other workflows
- Improve your project processes by saving, enhancing and sharing documents
- Save money and reduce operation cost
- Easy to use by even untrained personnel
- Do the job faster = high productivity
- Scan at the right quality-level
- Easy setup and maintenance

## MAKE MONEY

### Copy-shop operations

- Keep your printer running at full speed, and satisfy more customers with the highest quality output
- Offer your customers the opportunity to digitize everything, from architecture drawings, maps and graphic arts, to textile
- Streamline document work-flow
- Fast ROI, sometimes in weeks
- Stable production environment without interruptions
- Keep your printer running at full speed, and satisfy more customers with the highest quality
- Scan at the right quality-level
- Easy setup and maintenance



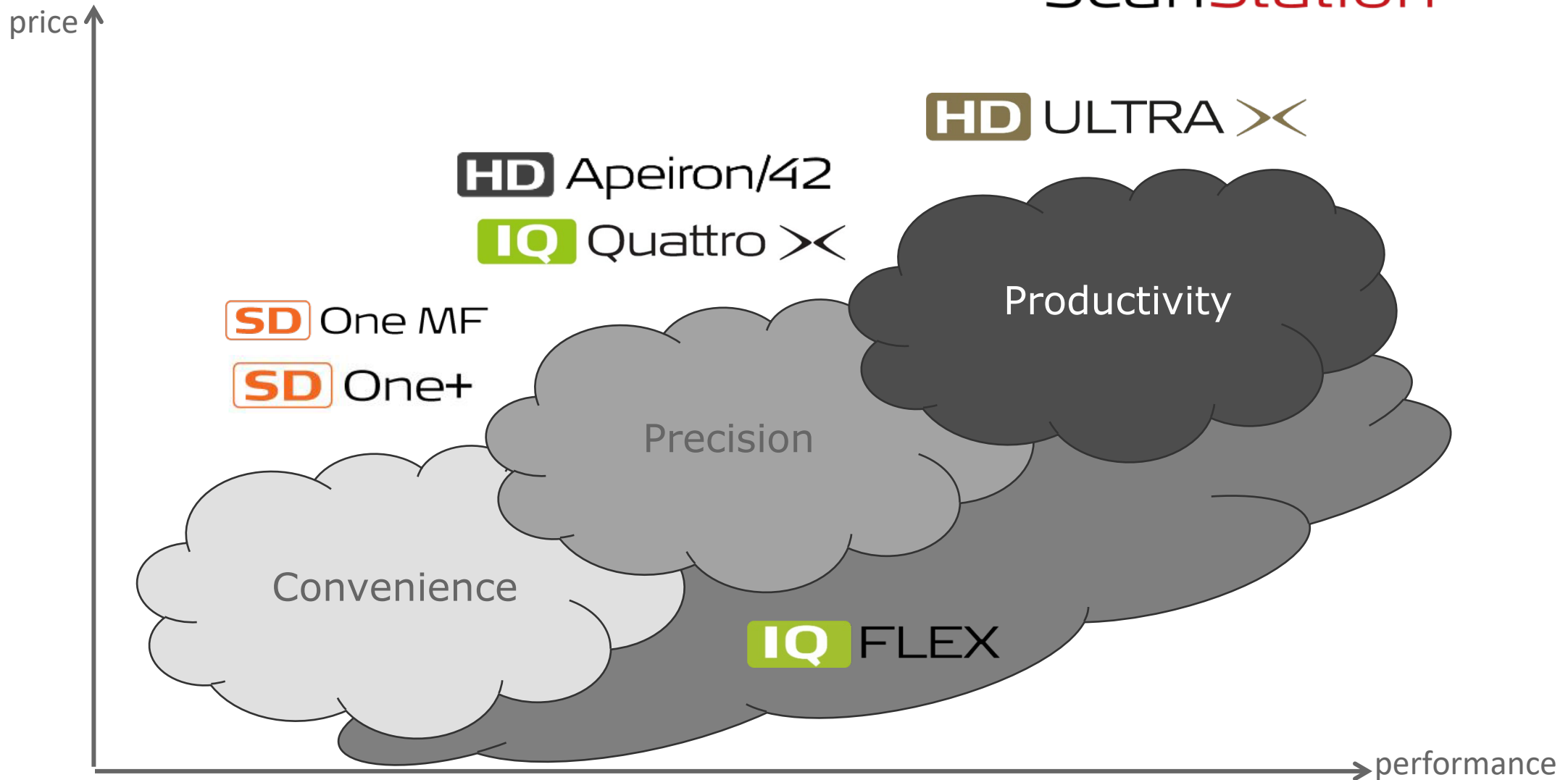
# Who are the users?

# The different types of scanner users

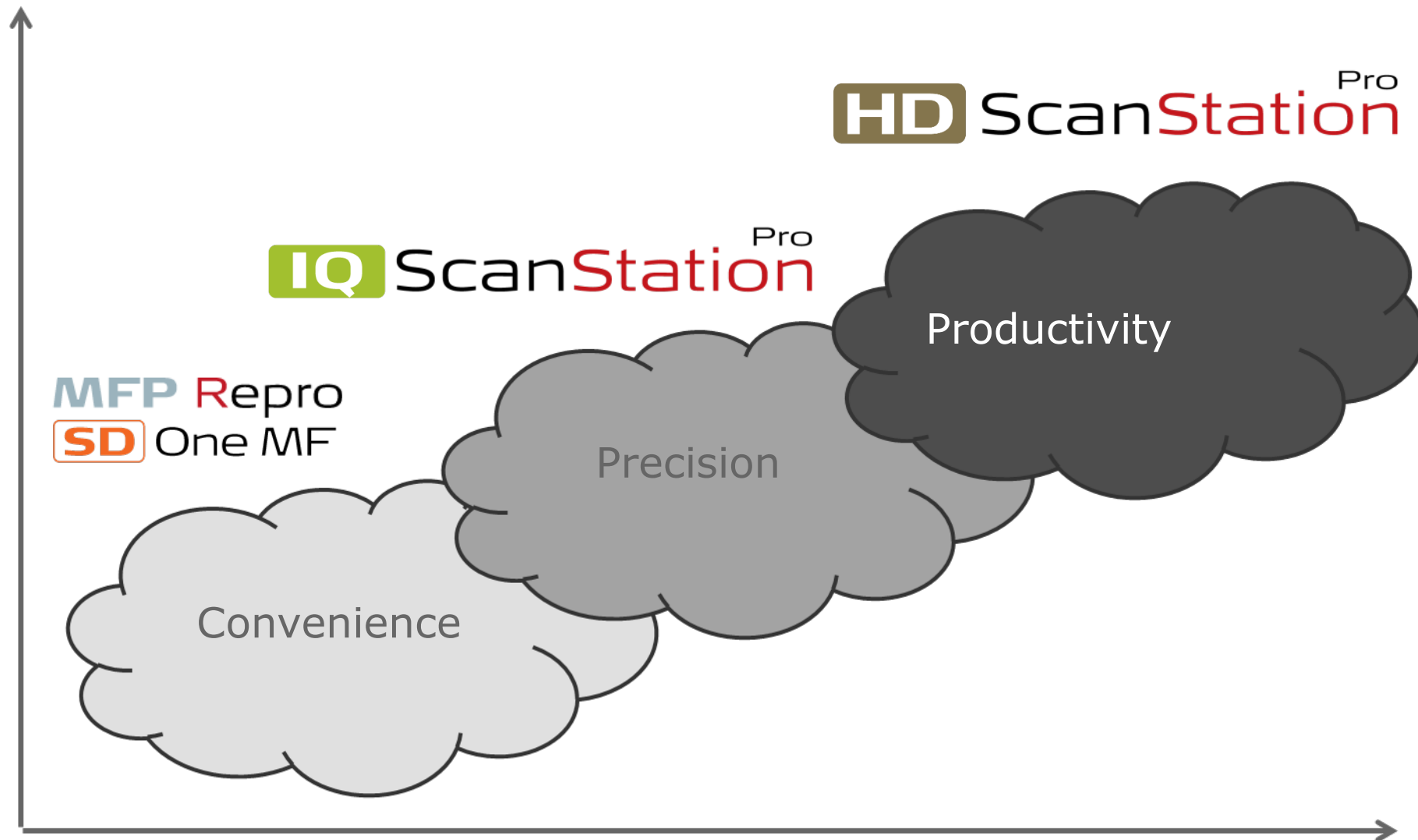
- **Productivity needs – essential**  
Data service centers, copy shops and GIS/GOV with high volume scanning need.
- **Occasional needs – convenient**  
Irregular users often found in the AEC segments, plus contractors.
- **Scan Quality & Specs**  
Larger industry enterprises with a lower volume than the productivity segments but which require high-end image quality and regular use. They typically have professional buyers and base the purchase on specs and price level.
- **Quality Control**  
Such users especially found within Pharma, Food & Beverage, and Packaging. Typically establish a preferred partner contract with a QC solution provider to make a solution with Contex scanners.

# Scanner Line-up

ScanStation<sup>Pro</sup>



# Solutions Line-up



# The large format market

# AEC Industry

## Architects

- The architecture market is quite fragmented with a lot of smaller companies.
- In addition, LFS is not a primary component of their workflow. Most work is done in soft copy.
- Architects mostly use scanners for modification of old drawings and when they sketch by hand.

“We had a printer but needed a LFS to modify old plans. Now we use it for more, such as concept drawings”

***GWK Ingolstadt, Germany***

## Engineering

- Little need for LFS since most work is done in soft copy.
- Some will still acquire a LFS to avoid the inconvenience of going to a copy shop.
- LFS is primarily used for collaboration with partners for change handling and documentation.

“Most of our scanning is digitization of plans for further modification”

***Ing-Büro Diekmann, Germany***

## Construction

- Construction companies need to go copy drawings, digitize construction changes to originals, and share these with colleagues/partners
- However, no on-site scanning has been heard of and they often use copy shops to digitize their changes.

“We scan documents and send them to our partners or contractors”

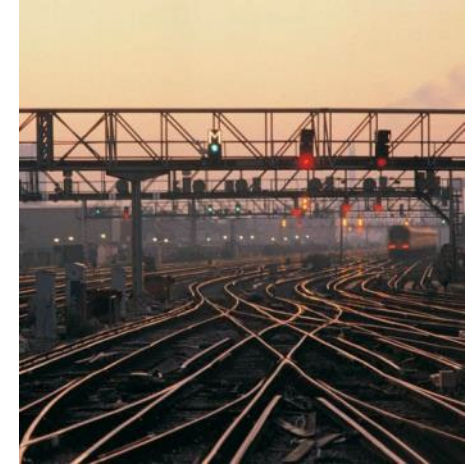
***Watkins, United Kingdom***



# AEC, CAD, Technical and Mechanical

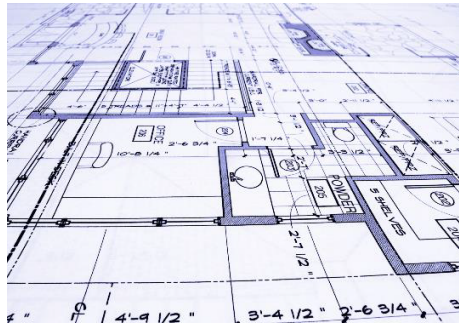
## Construction

- Architects
- Engineers
- Contractors



## Governmental

- Railways
- Transportation
- Water Supply
- Power Supply
- Central Archiving
- Defense
- Education
- Government building maintenance



# GIS

“We digitize sea charts and set up a GIS system for Ministry of Defence”  
*Hydrographic Office, United Kingdom*

“We have decided to scan all our public documents and make them available online so companies and individuals can access them”  
*OTC, Tunisia*

GIS

- Within the GIS segment LFS are primarily used for servicing business, governments, etc. with various detailed geographic information.
- Some GIS organizations have outsourced their digitizing process to the data service centers. However, there is no distinct pattern.

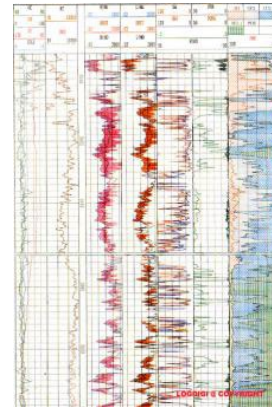
Government

- Governments are primarily using LFS in large archiving tasks of old documents, within libraries, construction plans, military documents, etc.
- However, it also seems that several public organizations choose to outsource their scanning projects.

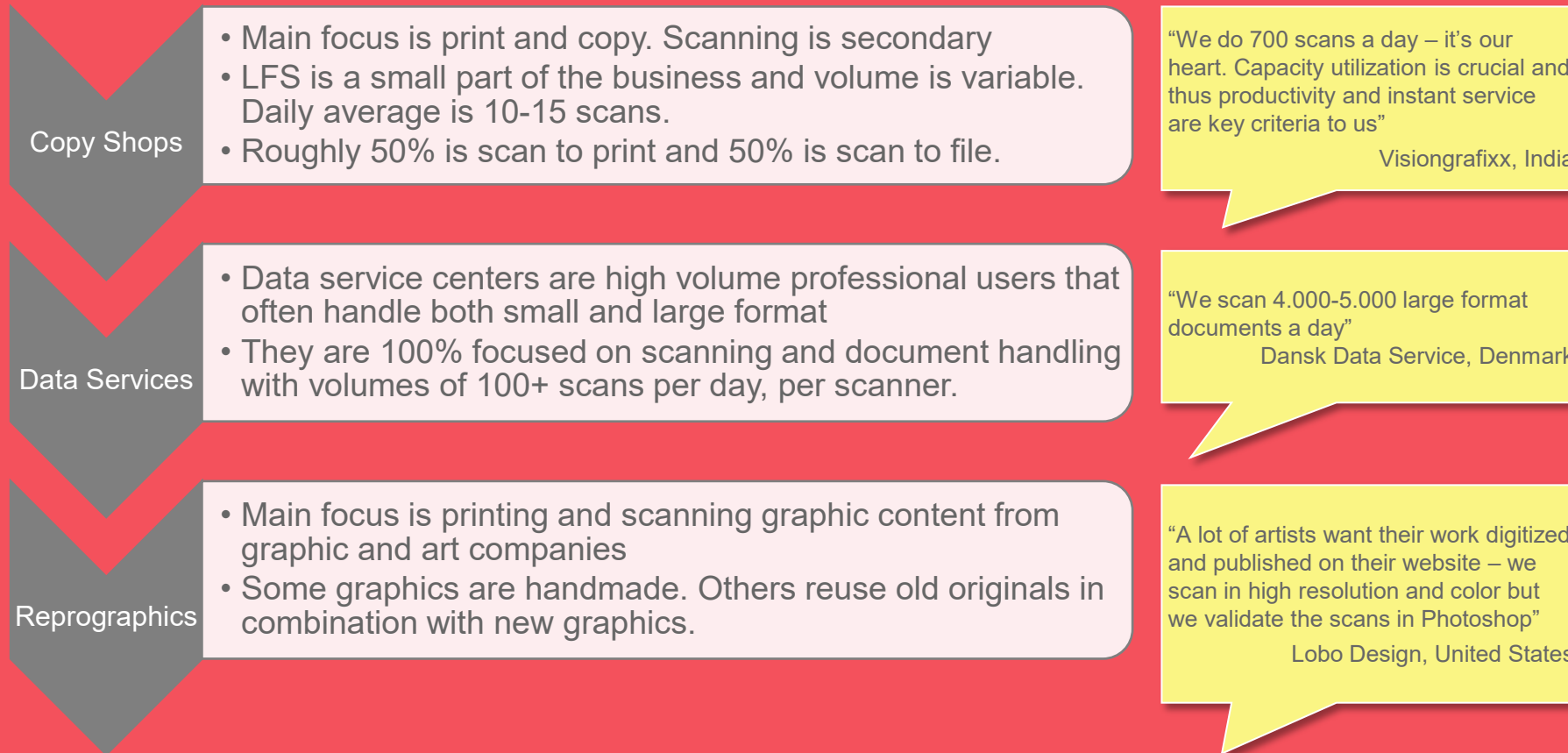
# GIS

Maps such as

- City maps
  - Cadastral maps
  - Mining
  - Pistes at ski resorts
  - Railways
  - Topographical maps
- ..and GIS for
- Telecom cables
  - Drainage and sewerage
  - Power supply
  - Planting and landscapes
  - Oil and gas industry
  - Digitizing well logs
  - Geological data



# Production Scanning



# Reprographics and Specialized Industries

- Textile industry
- News clipping agencies
- Botanical gardens
- Museums



# Customers

- Customer references and case studies are available on the [Contex website](#)



## Reclaiming lost real estate in NYC

**Case story:** CASO boosted its productivity by 400% when helping a NYC client clear up valuable space. By digitizing their hard-copy records, some of CASO's customers can switch from two floors to one.

[READ MORE](#)



## Where the lines are drawn

**Case story:** Texas General Land Office needed a scanner that could rapidly generate accurate images of more than 45,000 maps – complete with stains, creases, and faded colors – without an operator having to spend an inordinate amount of time adjusting each one.

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## Chat with Contex's scanning experts

**Press release:** Contex's chat function is a go-to resource for new customers and seasoned users alike. Scanning experts are available Monday through Friday, 8AM to 5PM Eastern.

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## Secrets to Success featuring Doyle Cryer, large format scanning expert

**Article:** Industry veteran Doyle Cryer has seen his share of scanning advancements in his 30 years in the business. Experience, he claims, is one of the greatest contributors to his success. Because Cryer knows what drives people to acquire large format scanners.

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## College Park Aviation Museum

**Press release:** College Park Aviation Museum acquired a Contex large format flatbed scanner to preserve history and make its collection – especially fragile materials – easily available to visitors, researchers, and other interested parties.

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## City of Houston rebuilds

**Case story:** Devastated by Hurricane Harvey, the City of Houston is rebuilding. Hundreds of blueprints flow daily into its Houston Permitting Center, each one needing to be scanned with speed and accuracy. Any oversight could result in an unsafe build.

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## Texas A&M University-Central Texas builds an archive from the ground up

**Case story:** Participating in the design and build of a new archive facility can be a dream assignment for any archivist. The right room climate, counter space, and scanning technologies were must-haves for the University Archives at Texas A&M University-Central Texas. A Contex IQ Quattro and an IQ FLEX scanner ensure that the finest details in delicate documents, books, and framed photos are picked up and digitized.

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## Dynamic Reprographics takes on new scanning projects with ease

**Case story:** Dynamic Reprographics brought in a Contex IQ Quattro scanner to do side by side comparisons with its existing mediocre scanner. The difference was like night and day. Easy to use, high quality results, and automated functionality drew praise from the team.

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## Danish artist finds scanning superior to digital photography

**Case story:** Color matching is hard to reproduce when digitizing artwork for commercial purposes. Danish artist Sofie Bersting thought that digital photography of her artwork is the only way to achieve the quality she wants. We invited Sofie to visit the Contex demo room in Denmark, where she quickly realized that even the entry-level scanners fulfill her quality demands.

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# Lots of opportunities

## Access to a lucrative market

- Production customers know their ROI and replace their products every 3 years.
- Convenience has low penetration and great opportunities

“We scan many documents during a day and the key for us to be profitable is that we have a high degree of productivity”

SmarControl, Romania



# Feedback & Questions?