



Dedicated scanners for the government sector



Government offices still rely heavily on paper documents, but they are increasingly transitioning to paperless filing and archives. As this transition progresses, HP dedicated scanners can aid these government professionals, helping them adhere to evolving regulations, manage storage costs, and save money by scanning important documents securely and confidently right at their desk or via a network. HP scanners deliver high-quality documents, are compatible with major e-filing systems, and help government offices keep up with complicated record-keeping and compliance requirements.

Identifying potential customers and starting the conversation



Anna
Secretary at a DA's office

What does she scan?

Petitions to be e-filed with the court, letters, and citations

How often?

Daily up to 10 times a day, 25–40 pages at a time

What features matter to her?

Colour scanning, a small footprint, scanning speed, sleep mode, and optical character recognition (OCR)

Why does she want a dedicated scanner?

"These individual scanners are time-savers. It's so much easier. It feeds my papers through, and I can email my documents to myself or whomever."

HP recommended scanner:
HP ScanJet Pro 2000 s1



Mary
Bankruptcy court case admin

What does she scan?

Bankruptcy documents filed over the counter, which are mostly A4

How often?

Daily, 10–30 pages at a time

What features matter to her?

Number of pages ADF can hold, grayscale scanning mode, scanner weight, and the range of supported formats

Why does she want a dedicated scanner?

"The scanner allows me to not have to constantly get up and go to someone else's desk. If I had to share, I'd have to wait."

HP recommended scanner:
HP ScanJet Enterprise
Flow 5000 s4



George
Government administration analyst

What does he scan?

Invoices and other documents, occasionally on legal-size paper

How often?

Two times a week, less than 10 pages at a time

What features matter to him?

Wireless, high resolution, ability to edit documents (i.e., create fillable forms), and ability to scan several documents and split them up as needed without having to scan one at a time

Why does he want a dedicated scanner?

"I feel like an MFP takes up more space, and I don't have room for that in my work area."

HP recommended scanner:
HP Digital Sender Flow 8500 fn2
Document Capture Workstation



Purchasers spotlight

Who they are: Directors of facilities, IT managers, buyers, procurement specialists, controllers

What influences their purchase decision: Peer reviews, online research, vendor consultations

What features matter to them: Speed, small footprint, resolution, OCR software, high-capacity ADF, wireless capabilities, reliability, and price

Qualifying questions

What will you be scanning? How often? How many pages?

How fast would you like the scanner to scan pages?

Where will this scanner be located? On a desktop? Or in a central area?

What will you do with the scans? Where will they go?

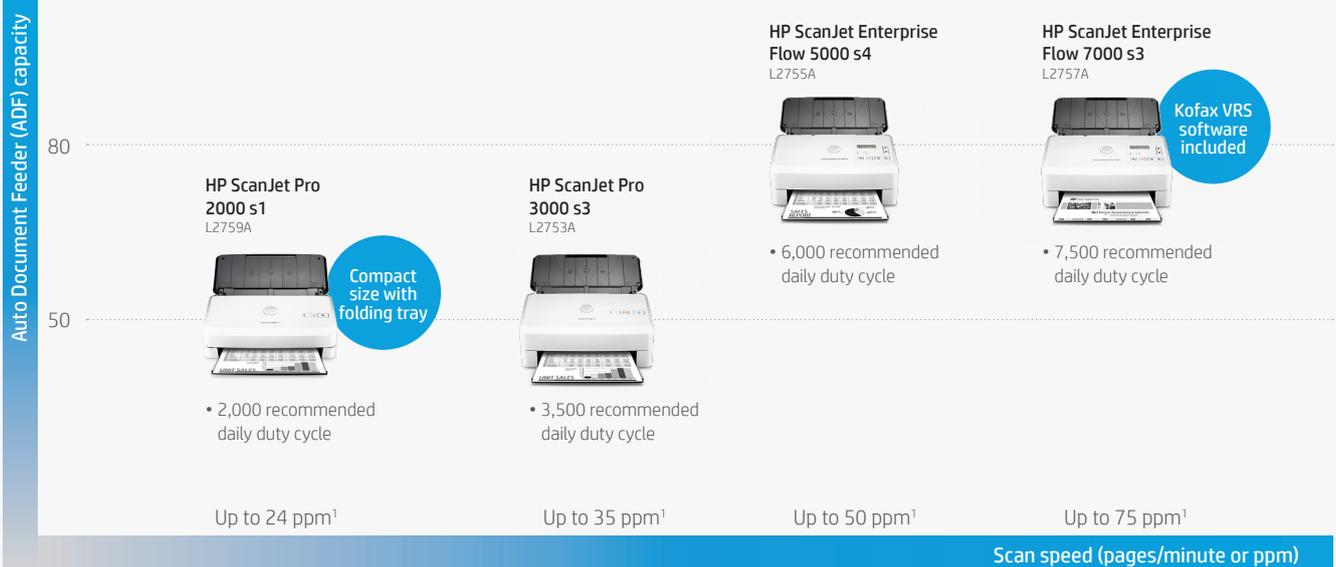
Help me choose the right scanner

All scanners can scan both sides of the page in colour at the same time.

All scanners include I.R.I.S. ReadIris Pro—the OCR (optical character recognition) software that turns scans into editable text.

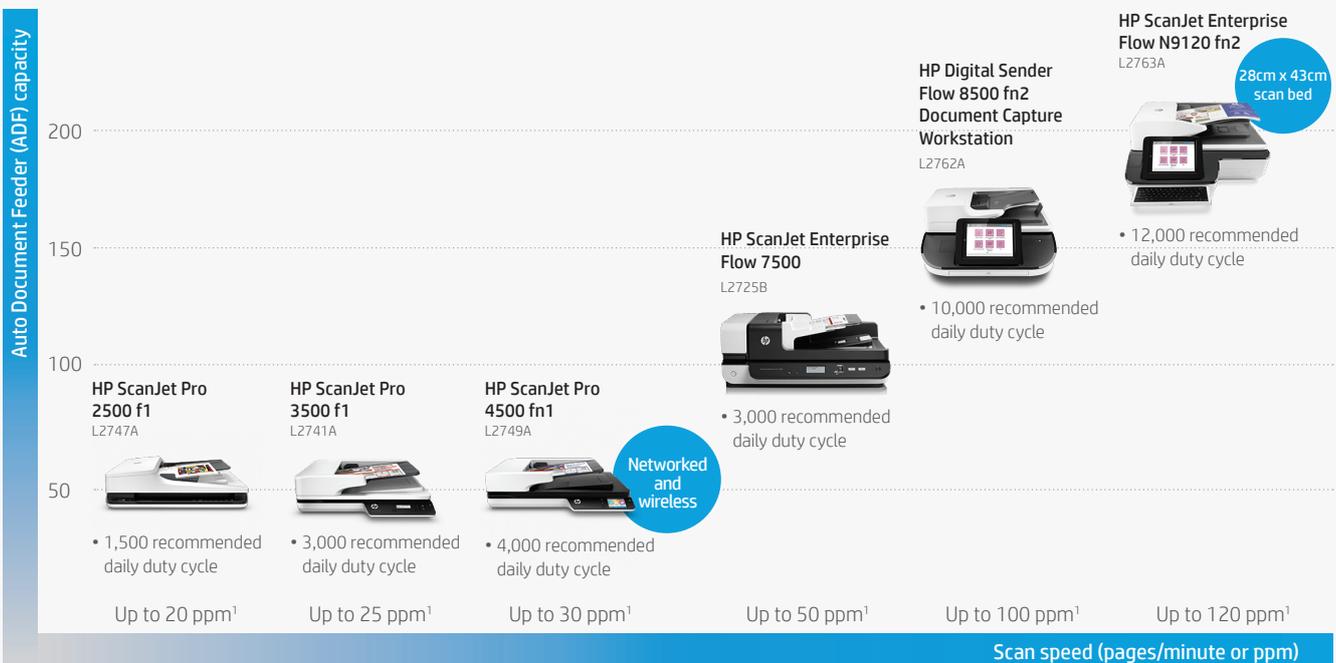
Sheet-feed scanners

Ideal for letter-size paper and mixed flat media of various sizes, including brochures, receipts, business cards, and laminated ID cards



Flatbed scanners

Ideal for sheets of paper, ID cards, and items like books and magazines



To learn more about the full scanner portfolio specifications, [click here](#).²

1. Scan speed measured at 300 dpi (black-and-white, grayscale, and colour). Actual processing speeds may vary depending on scan resolution, network conditions, computer performance, and application software. 2. See <http://h20195.www2.hp.com/v2/GetDocument.aspx?docname=4AA5-5899EEE>.

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