

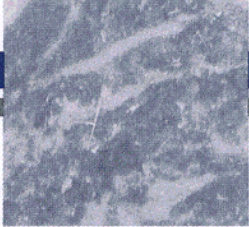


To: Our Valued Customers
Fr: <sales@scan-conversions.com
Re: Protect Your Valuable Analog
Data Now!

Send us
Your OLD
Your TORN
Your FADED

**Drawings,
Maps or
Manuscripts**
**and we
will convert
them to the
Digital Format
of your Choice!**

**Your Partner
in Raster Imaging
and Vector Conversions**



W

hat is scanning technology? How does it work? How can it make your work easier?

The scanning of documents to digital format has been around for quite a long time. Scanning is simply the base method for capturing data by optical means and storing it in a format usable by today's computer programs, from word processors to CAD and/or GIS programs.

How does it work?

Most scanners now use the same basic technology as today's modern video cameras. A microchip called a CCD (*Charge Coupled Device*), which is sensitive to light, is used to detect the reflected light shone on a document by the scanner. The CCD then takes the light information and converts the data to a format that can be stored on a computer's hard drive.



How can it make your work easier?

Scanning can be used to store a large amount of data in a very short time at a very affordable cost. How does it do that? With the advent of Optical Character Recognition, Line Following and Object Recognition software, documents, large and small, can be scanned and converted to virtually all formats used in the workplace. Why use **expensive** and **valuable** man hours re-drawing a blueprint or map or re-typing a document if you can get a computer to do **almost all** of the work for you? Not to mention not having to bother with all that paper!



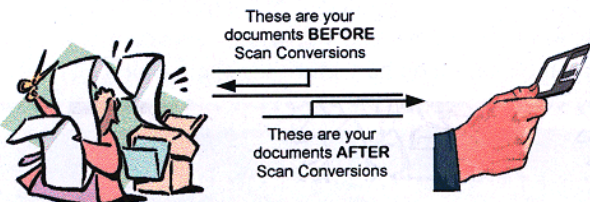
So What Can Scan Conversion Services Do For You?

Scan Conversion Services Inc. converts your manually produced documents, drawings and maps to most Raster, CAD, GIS and Business (word processing, spreadsheet) applications using scanning technology. This means that we can deliver your project **faster** and more **cost effectively** than any other method, at the same time producing files of the **highest quality** and **accuracy**.

What can SCAN do for you? Well, we have **considerable** experience with the following applications:

Raster Conversions:

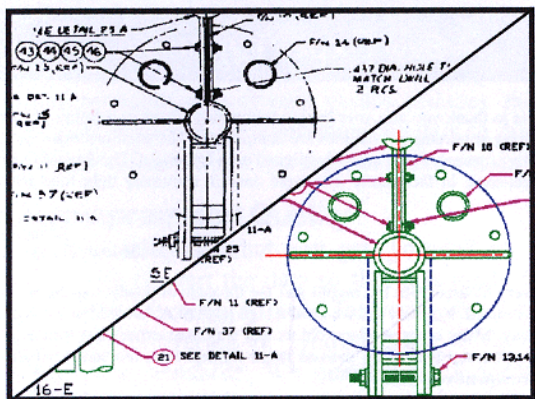
The **most cost effective** means of digital document storage. Why pay for expensive and bulky storage solutions? Instead you can literally hold your documents in 1 hand? Keep back-up copies off-site. Don't risk losing irreplaceable data!



Document Integration:

Are you inundated by your paper, vellum, mylar or even linen drawings? How about all those text documents? Don't you just wish that you could put them all in one small place yet be able to call up any document at will? Imagine to be able to do all that with the click of a mouse!

Take all those deteriorating paper files and have them converted into a format that let's you store tens of thousands of pages onto 1 CD-ROM!



Before and After:

Your old drawings are brought back to life into a CAD/GIS ready format, we can even do it to raster data!

Vector Conversions:

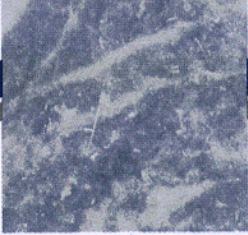
Be it architectural, engineering, mapping or any other discipline in between, we can provide you with fully layered, clean vector files in most popular formats. We become **YOUR** drafting department, we follow **YOUR** specifications, **YOUR** standards. If you are an ARC/INFO user, we can even provide topologically clean and built Arc/Export files.

OCR Conversions:

We'll take those old fashioned type written pages you have and convert them to be ready for virtually **ANY** business application in use today!



**SCAN
CONVERSION
SERVICES
INC.**



A Few Expert Opinions

"Just a note to thank you and your team's continuous efforts in meeting Imperial Oil's Drafting requirements. All jobs are completed in the most professional and cost effective manner which are truly aligned with Imperial Oil's Goal of Operational Excellence. In fact, many jobs were done in extremely tight time schedules."

William Ng
Imperial Oil Limited, Burnaby BC

"We are very pleased with the output and the throughput results that Scan Conversions achieved. Not only did we need a high level of accuracy, but we needed it right away. Many other vendors told us that we could expect fast turn-around or accuracy, but not both. **You proved them wrong...**with the added benefit of the **most competitive price.**"

James Coats, GIS Manager
City of Redding, CA

"This letter is intended to convey our strong recommendation for Scan Conversion Services Inc. We have been working with Scan since the mid-1990s while we have been completing large-scale academic research projects using GIS at the Graduate School of Design at Harvard University...In every instance, they have performed excellent, high-quality, accurate work on time. We have been very pleased with both the quality, accuracy and timeliness of their work, and with their friendliness, courtesy and flexibility."

Paul Cote, Assitant Director, Computer Resources
Harvard University, Graduate School of Design

"I am currently involved in a raster to vector project with Scan Conversion. This project involves the vectorizing of our 800 Assessment maps....The project is progressing quickly and will be **under budget**....The amount of time initially envisioned for the life of the project is going to be shortened by their efficiency. Scan Conversion Services Inc. is willing to stand behind their work 100%. I would not hesitate to recommend their services to anyone in need.

Tracie Diehl, County Assessor
Umatilla County, OR

I was recently involved in a raster to vector project with Scan Conversion. This project involved the scanning and subsequent vectorizing of some 900 map sheets... The project was an astounding success and Scan Conversion delivered **on spec, on time and even under budget; as their work progressed they became more efficient with their processes and were able to pass along some of the cost saving to us.** They are reliable, flexible to change and open to criticism and I wouldn't hesitate in using them again should the need arise.

Gary Purpur, Contracts Supervisor, Digital Mapping Operations
Weyerhaeuser, BC Coastal Group, Nanaimo Woodlands

Our Other Satisfied Clients Include:

- Exxon/Mobil USA Ltd., New Orleans LA
- Foster Wheeler Environmental, Bellevue WA
- Geological Survey of Canada, Vancouver BC
- Public Works & Gov't Services Canada, Vancouver BC

What Sets us Apart from the Rest?

Economical Solutions

The use of scanning technology and expert systems based recognition software greatly reduces the amount of work involved in converting the data to digital form, thus this translates into lower costs to the consumer.

Uncompromised Quality

We don't tell you what you get, **you** tell us what **you want**. We convert the data so that it is ready for you to use on your system, no need for costly, time consuming clean up, re-layering or reformatting. We use your specs, your standards. We guarantee 1:1 accuracy with your original document.

Unbeatable Turnarounds

Since we have less work to do on the documents, it takes less time for us to deliver the finished files back to you.

Free Sample for 1st time Clients!

If you've never tried our company's services, simply give us a call and arrange for a free conversion to be done to one of your documents. **NO CHARGE!** We'll usually have the file back to you within a week, along with a formal quotation on how much the sheet would have actually cost.

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