

THE CROWLEY ADVANTAGE

WE MAKE IT. WE USE IT. WE SUPPORT IT. **YOU BENEFIT.**



The short story about what sets Crowley scanners apart from the competition? Direct access.

A four-decade leader in the micrographics and digital imaging industries, The Crowley Company grew a base in commercial capture hardware distribution in 1980 to include digitization services in 1990 and scanner manufacturing in 2003.

Today, The Crowley Company is the *only* firm in the industry that manufactures and distributes scanners, utilizes them in-house and supports them globally. This unique ability to embody the full life cycle of records and preservation capture allows the Crowley manufacturing, sales and services teams to fully understand and meet any collection digitization challenge.



DIGITIZATION PRODUCTS

LET THE CROWLEY EXPERIENCE BECOME YOURS

Reduce your digitization learning curve; take advantage of The Crowley Company's extensive knowledge in all areas of digitization and digital archival preservation.

- A trusted reputation, decades in the making
- Streamlined management with direct access to ownership
- Financial stability
- A sole focus on microfilm, document and data capture
- Strong industry associations
- Government contract vehicles

Capture Options for All Still Media Collections

A comprehensive selection of production and walk-up scanners and software for every still media archive and record need regardless of material type or volume

- Microfilm
- Microfiche
- Aperture cards
- Books and binders
- Documents
- Newspapers
- Maps, drawings and oversize materials up to A0 (2A0 with customization)
- Photographs
- Transmissive collections (slides, negatives, glass plates, etc.)

Capture Options for All Budgets and All End-Users

- Walk-up (patron) scanners
- Desktop, workflow and production scanners
- Back-office scanners
- Preservation scanners (FADGI-compliant)
- Multiple ownership options
 - Direct purchase
 - Long-term leasing with rent-to-own option
 - Monthly rentals
 - Financing available

“ We are very impressed with the high-quality image output and the throughput speed of the scanners. Reliability is key in our business, so with downtime being almost non-existent, we can be confident that we will complete our production jobs on time, while providing the highest quality deliverables. ”

~ Amy Raines, Exela Technologies

Brand Names that Promise Quality

Crowley's in-house manufacturing and software engineering capabilities combine to resolve unique capture challenges and incorporate feedback in real time – no third-party delays. Crowley-manufactured scanners include these industry-leading brands:

- **Crowley** overhead book and microfilm scanners
- **Mekel Technology** production microfilm and microfiche scanners powered by Quantum software
- **Wicks and Wilson** production microfilm, microfiche and aperture card scanners powered by Virtual Scanstation software
- **Extek Microsystems** silver film duplicators

Long-term partnerships and agreements with the most notable names in records management and archival digitization allow Crowley exclusive and/or preferred distribution for the following brands:

- **Zeutschel** overhead, book and graphic arts scanners, microfilm cameras and archive writers
- **InoTec** production document scanners
- **Qidenus** V-shaped book scanners
- **Avision** office and departmental scanners
- **IMAGELINK** archive writers and microfilm

Clients also benefit from custom software solutions for maximum capture and processing efficiency. The solutions are field-tested in Crowley's Digitization Services division, one of the largest services bureaus in the U.S.

Extensive Sales Support

- Experienced hardware representatives with an average of 25+ years specific industry experience each, spanning the full progression of digitization technology
- A vetted and approved worldwide reseller network
- No cost on-site, web and in-house scanner demonstrations
 - Side-by-side competitor comparisons strongly encouraged

- A deep understanding of end-user requirements including:
 - Production and manpower cost-efficiency
 - Image resolution and color accuracy
 - An in-depth knowledge of imaging requirements and standards including those of the Federal Agencies Digital Guidelines Initiative (FADGI), ISO and Metamorfoze
 - Scanner to network workflow
 - Regular software updates
 - Digital image security
 - Operator comfort
 - Value for ownership

One Company. Multiple Options.

- **Buying power.** Crowley offers a single source for those requiring a combination of scanners and scanning services
- **Technical Support.** In-house and certified third-party technical support on all Crowley-manufactured and -distributed products available worldwide
 - Installation
 - On-site or web training
 - Image and color accuracy assessments
 - Annual maintenance
 - Emergency repairs
 - Parts and microfilm
- **Image Hosting.** IMAGEhost is Crowley's customized hosting software platform. Owners can cost-effectively access, view, share, save and print microfilm images scanned on Crowley, Mekel Technology and Wicks and Wilson microfilm scanners.
- **Professional Services.** Crowley's expertise extends to collection assessment, consultation services, project management and staffing, custom manufacturing and IT solutions and other activities as they relate to the digitization process



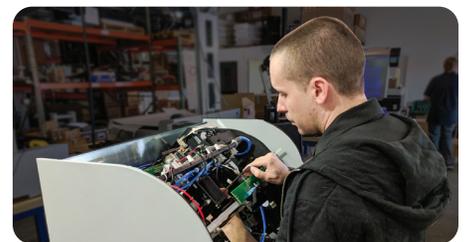
Digitization Products

Award-winning commercial production and walk-up patron scanners for the digitization of still media records and archives



Digitization Services

Award-winning in-house and on-site still media digitization services for records and archives



Support Services

The Crowley Company technical services team supports all Crowley manufactured and distributed scanner brands