Spigraph

Document
capture

Internationally recognised expertise

Today, more than ever, organisations have to optimise administrative performance, allowing them to put all their energy into their core business and their productivity. Increasingly, digitisation is one of the best solutions.

Over the past 15 years, Spigraph has taken its understanding of document capture and information flows and integrated digitised tasks into corporate management systems.

Supported by our partners – leading scanner and software suppliers – we have built a solid organisation excelling in every stage of the document capture process. We provide customised solutions to today's back-office needs.

Our mission is to take an overview of the customer's specification and initiate projects focusing on user satisfaction and return on investment. Our special brand of techno-watch, R&D, consulting, training and maintenance has made Spigraph a major player on document capture markets throughout Europe and Africa. Our extensive partner network has made us effective locally and built our reputation internationally.

We work with specialised companies, pooling talent and resources to bring customers what they need, when they need it.

Our remit is to meet the emerging challenges of the digitised world in partnership with our customers, heralding the « documentary fluidity » era.

Daniel Chautard,
CEO & Chairman, Spigraph International

www.spigraph.com

Digitisation, an issue for all businesses

The world is going paperless! Previously the prerogative of large corporations and departments, digitisation has gone mainstream and now applies to all organisations, regardless of size or sector. Faced with growing volumes of paper processed every day, digitisation solves several problems at a stroke.

CUTTING COSTS

Economic constraints are forcing some organisations to reduce their manual processing budget whereas others have opted for modernisation. The aim is to cut printing costs: consumables (toners, paper, envelopes, etc.), franking, physical storage... as well as accessory costs linked to copying and printer management.
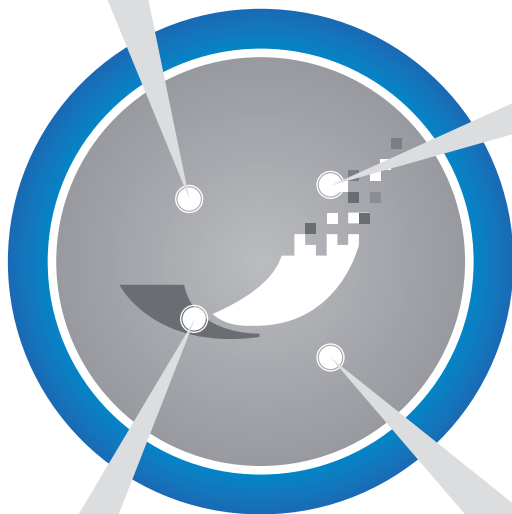
SPEEDING UP LEAD TIMES

On increasingly competitive markets, companies need to be reactive in every department. That is why they try to find ways to accelerate internal processes while reducing data processing time. This has become a key to optimising customer relations.

SUPPORTING SUSTAINABLE DEVELOPMENT

Environmental responsibility is no longer reserved to major groups – all businesses are now on board. There is a clear trend towards cutting paper consumption and reducing carbon footprint.

IMPROVING TRACEABILITY

Regulatory changes are helping speed up the paperless process. This optimises document and content tracking, enhances security and better protects against risks and fraud. Higher scanning quality also improves the way we use documents, in particular by guaranteeing authenticity.

Spigraph at the heart of the document capture market

On the scanning market, Spigraph's role is one of distributor-integrator between manufacturers and software publishers and reseller networks. This is a key strategic position in the market, creating a permanent bridge between manufacturers and clients, supporting businesses throughout the document capture chain.

From solution design to maintenance, Spigraph has established solid partnerships to cover every stage of the digitisation process.

With ongoing marketing and technical monitoring and close relations with all its partners, Spigraph distributes the best hardware and software brands available on the international market.

To satisfy all the needs of our partners' customers, we work with specialists in content extraction (LAD, RAD, OCR, ICR) and use (ECM, EDM, BPM, ERP, workflow).

Using an indirect sales model, Spigraph lends its know-how to a vast network of vendor partners. They benefit from personalised support and expertise plus high-end technical, marketing and sales support.

HARDWARE VENDORS
(MANUFACTURERS)

SOFTWARE VENDORS
(PUBLISHERS)

SPIGRAPH's MISSIONS

DOCUMENT CAPTURE 360°

- DISTRIBUTION
- ADVICE & AUDIT
- SOFTWARE DEVELOPMENT
- RESEARCH & DEVELOPMENT
- INTEGRATION
- MAINTENANCE

PARTNERS
RESELLERS

ORGANISATIONS
USERS

60
MILLION EUROS
TURNOVER

300
EMPLOYEES
AT GROUP LEVEL

10
SUBSIDIARIES
IN EUROPE AND AFRICA

EMEA
A KEY TRADING AREA
EUROPE-MIDDLE EAST-AFRICA

Spigraph in a nutshell

As a document capture specialist with a robust partner network, Spigraph's customer references cover a broad sweep of sectors: industry, government, banking, insurance, sales networks, SMEs, health...

1997
Spigraph founded in France, followed by development of digital business focused on scanner sales

2002
Expansion and organisation of the maintenance activity

2006
Launch of a software range in the capture field

2008
Switch to an indirect sales model

2009
Opening of the first international subsidiaries

2011
Expansion of the group with BNP Paribas Private Equity's minority stake, followed by acquisition of the ALOS group (Germany and Switzerland)

2012
Continued international development in Europe and Africa

Unique integrated solutions

As a major player on the document capture market, Spigraph not only offers one of the widest ranges of professional scanners and specialised software, it also provides customised back-up in the design, implementation, use and development of its scanning solutions. The diversity of Spigraph's services guarantees a high level of user satisfaction and rapid return on investment for customers' projects.

SCANNERS

SOLUTIONS

SOFTWARE

SERVICES
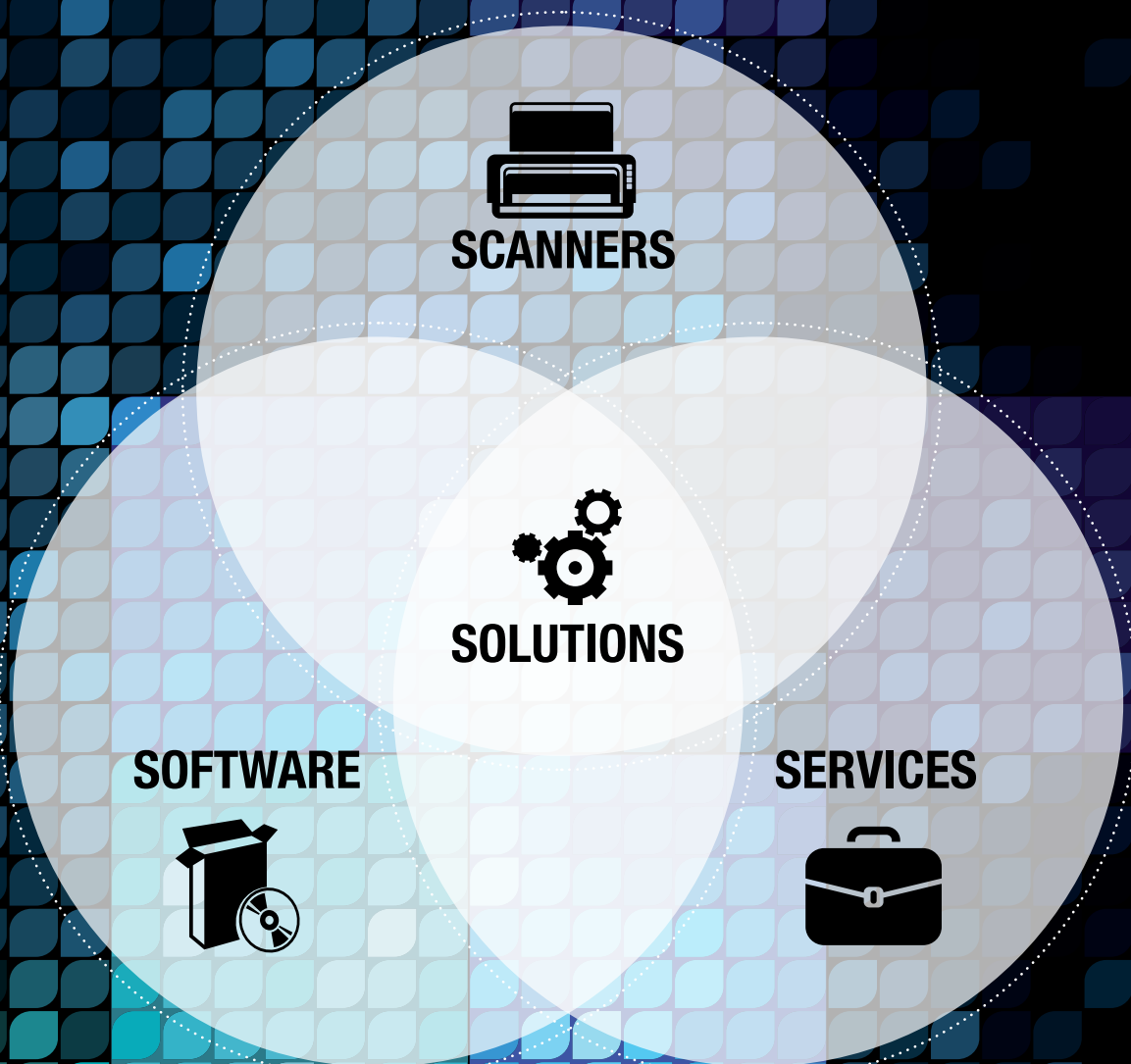
SCANNERS

Making the right choice

The distribution of professional scanners is Spigraph's historical core business. Since it was founded in 1997, Spigraph has continuously built on its expertise, referencing and recommending scanners according to the context and the type of documents to be scanned.

⚡ REFERENCING

After rigorous testing and validation by our technical teams, we hand-pick the best products from the major brands on the market.

⚡ TECHNICAL EXPERTISE

Our teams have state-of-the-art knowledge of all scanner ranges, allowing them to recommend the solutions best equipped to solve customers' needs. Spigraph's expertise brings real added value at both ends of the sales cycle.

⚡ DISTRIBUTION

The use of logistics platforms, uninterrupted order and delivery tracking and the accessibility of our technical and sales teams combine to enable us to respond effectively to any type of project, of any size.

⚡ INTEGRATION

The installation of hardware for our partners' customers includes integration and connection to existing user solutions and platforms.

AS A LEADER ON THE DOCUMENT SCANNER MARKET (CANON, FUJITSU, HP, KODAK, PANASONIC), WE ADAPT OUR SOLUTIONS TO THE NEEDS OF SPECIALISED, LOCAL MARKETS (HIGH-THROUGHPUT HARDWARE, BOOK AND WIDE FORMAT SCANNERS, MICROGRAPHIC APPLICATIONS).

SOFTWARE

Expertise throughout the capture chain

Spigraph's software range covers all the basic requirements of the capture chain, from document scanning to its incorporation into an IT system, including system installation and maintenance.

OUR KNOW-HOW APPLIES BOTH TO THE SOFTWARE WE DISTRIBUTE AND OUR PUBLISHER-PARTNERS' APPLICATIONS; WE COVER A WHOLE GAMUT OF FUNCTIONS: SCANNING, INDEXING AND EXTRACTION, OCR, IMAGE PROCESSING, QUALITY CONTROL, SUPERVISION, TRACEABILITY AND EXPORT (CONNECTOR).

⚡ SELECTION AND ADVICE

Permanent techno-watch allows us to reference the best software on the market. Through our extensive knowledge of the solutions we distribute, we recommend the most appropriate software and assess the context for its implementation.

⚡ PUBLISHING

Our Research & Development unit is strengthening our position as a cutting-edge player on the market by working closely with users and manufacturers and participating in research programmes. Our R&D expertise makes us a natural partner to advanced bespoke projects.

⚡ INTEGRATION

Fifteen years' service to a wide range of customers has given us an insight of market needs and issues, helping us propose fully integrated solutions that fit the bill. Dedicated local teams interface between software publishers and users.

SERVICES

Relationships built on trust

For Spigraph, customer relations are dependent first and foremost on customised support in implementing and using digitisation solutions. To guarantee the satisfaction of our partners' customers through their projects, Spigraph's focus at every stage is proximity, reactivity and transparency.

⚡ BEFORE THE SALE

Pre-sale, we bring auditing, diagnostics, advice and sales support. Test benches, workshops and technical conferences are organised to allow users to compare products. We have set up showrooms in Europe and Africa to help them assess system performance.

⚡ DURING THE SALE

A dedicated team manages the logistics and admin. aspects of distribution. Our logistics platforms control stocks to guarantee permanent availability. Our partners can track order and delivery statuses at any time. Technical and sales team response further enhances supply chain performance.

⚡ AFTER THE SALE

Our after-sales services are scalable and adapted to the specifics of local markets. They cover all the scanners and software we distribute, based on a local service organisation including a call centre, hotline and on-site technical team. All Spigraph's resources are in place to provide highly efficient roll-out of services (installation, training, maintenance, etc.).

AS A MAINTENANCE PROVIDER, WE OFFER A COMPREHENSIVE RANGE OF SERVICES WHEREVER WE ARE PRESENT, ADAPTED TO THE SPECIFICS AND ISSUES OF LOCAL MARKETS.

INTEGRATED SOLUTIONS

Satisfying customer requirements

Spigraph's know-how is designed to deliver unparalleled service to organisations. It uses its knowledge of the scanning market to bring its customers tangible benefits, helping them to be more competitive. There is an integrated solution combining hardware, software and services for every functional or sector-based requirement. This decisive component of project success brings the following benefits:

⚡ SHORTER LEAD TIMES

Our capture solutions accelerate document processing cycles. Organisations are more reactive and efficient in the handling of customer files, supplier invoices, delivery forms, etc.

⚡ ENHANCED EFFICIENCY

A company's various departments access centralised information, meaning that all those working on a given topic share complete, reliable data. Manual input is reduced to a bare minimum, diminishing the risks of error and guaranteeing the wholeness of the task.

⚡ CLOSER CUSTOMER RELATIONSHIPS

Having completely autonomous staff working directly with customers means streamlined administrative tasks and a clear customer focus. They are more accessible and more reactive to the customer's needs because they have simple, permanent access to relevant data.

⚡ GUARANTEED RELIABILITY

Our digitisation solutions include monitoring and reporting functions to track documents processed. They also reduce risks of error and loss of data and optimise resumption of an activity, while complying with industry and technical standards and rules.

OUR OBJECTIVE: HELPING YOU TO FOSTER A MORE REACTIVE, STATE-OF-THE-ART ORGANISATION

SPIGRAPH GROUP | HEAD OFFICE

31, Boucle de la Ramée - BP 749
38297 Saint-Quentin-Fallavier cedex - France
tél : +33(0)4 74 94 62 60
fax : +33(0)4 74 94 62 69
info@spigraph.com

EMEA SITES AND SUBSIDIARIES

FRANCE | LYON | tel.: +33 (0)4 74 94 62 60
FRANCE | PARIS | tel.: +33 (0)1 45 14 26 26
FRANCE | AIX-EN-PROVENCE | tel.: +33 (0)4 42 99 26 26
GERMANY | COLOGNE | tel.: +49 (0) 221 500649-00
SWITZERLAND | ZUG | tel.: +41 (0)41 444 36 00
MOROCCO | CASABLANCA | tel.: +212 (0)5 22 99 08 15
ALGERIA | ALGIERS | tel.: +213 (0) 21 54 48 70
TUNISIA | TUNIS | tel.: +216 71 96 22 12
SWEDEN | STOCKHOLM | tel.: +46 (0)8 410 144 00
THE NETHERLANDS | 's-HERTOGENBOSCH | tel.: + 31 (0)73-89 99 600
THE UNITED KINGDOM | MAIDENHEAD | Tel: +44 (0)20 3445 0364
BELGIUM | BRUSSELS

Spigraph

www.spigraph.com

FRANCE | GERMANY | SWITZERLAND | ALGERIA | MOROCCO | TUNISIA | SWEDEN | THE NETHERLANDS | BELGIUM | THE UNITED KINGDOM