



Dynamics<sup>o</sup>ft™

**LOCKHEED MARTIN**   
*We never forget who we're working for™*

Dynamic Web TWAIN Integrated into Lockheed Martin's Intranet Quorum Solution



IQ

## 🔄 About Lockheed Martin

Lockheed Martin, an advanced technology company, was ranked 47th on the 2005 Fortune 500 list of the nation's largest industrial corporations. Headquartered in Bethesda, Maryland, Lockheed Martin employs about 140,000 people worldwide and is principally engaged in the research, design, development, manufacturing and integration of advanced technology systems, products and services.

Though the company is best known for aeronautics and defense, Lockheed Martin is also one of the federal government's leading IT providers.

## 🔄 Intranet Quorum: Lockheed Martin's Solution for Government Contact and Workflow Management

Intranet Quorum®, or IQ, is Lockheed Martin's web based, out-of-the-box enterprise contact management and workflow system for government offices.

Intranet Quorum is widely used by leading federal agencies, the United States Congress, and numerous state and local government organizations.

IQ Correspondence-a module of IQ-handles every kind of communication that flows into government offices including letters, e-mail, faxes, phone calls, visits, and meetings. IQ scans faxes, letters and other documents, and electronically routes them to staff. No more pushing paper from desk to desk. IQ users in different offices and cities can collaborate and share documents over the Internet because they are stored on centralized web servers, not on local PCs.



LMT, on the New York Stock Exchange. Ranked 47th on the 2005 Fortune 500 list of largest industrial corporations

**Headquarters**  
Bethesda, Maryland

**Industry**  
Aeronautics  
Electronic Systems  
Information Technology & Global Services  
Integrated Systems & Solutions  
Space Systems

**Operations**  
939 facilities in 457 cities and 45 states throughout the U.S.;  
Internationally, business locations in 56 nations and territories

**2006 Sales**  
\$39.6 Billion

**Dynamsoft Dynamic Web TWAIN Customer**  
Since 2004

## 🔄 Technology Challenges

### **Managing Large Volumes of Correspondence**

In any given week, a government office can receive hundreds or even thousands of letters, faxes and other paper documents. IQ catalogues and tracks these documents. More than 10,000 Intranet Quorum users across the country access IQ via the Internet to scan and manage large volumes of correspondence. Users include more than half of the nation's governors, federal agencies and municipal government offices.

### **High Reliability**

Because so many government offices rely on IQ for consistent business processes, superior citizen service, and higher productivity, all IQ modules must meet the highest reliability standards. Downtime and poor performance is not acceptable.

### **Integrating with Web Browsers and Web Servers**

As IQ is a web-based system, the IQ scanning module must seamlessly integrate with web browsers, and be able to upload scanned images to central web servers where authorized IQ users can access them.

## 🔄 The IQ Scanning Solution

In 2004, Lockheed Martin incorporated Dynamsoft's Dynamic Web TWAIN as the development component for the IQ scanning module.

Dynamic Web TWAIN is a scanning software solution specifically designed for web applications. An ActiveX control deployable in web-based software programs, Dynamic Web TWAIN scans images from any TWAIN-compatible device (scanner, camera, etc.) and uploads images directly to web servers. Intranet Quorum uses Dynamic Web TWAIN to scan correspondence and other documents and upload them to centralized servers.

"After an exhaustive search, we were very pleased to find a scanning tool that met our needs," said David Haring, Lockheed Martin.

## 🔄 The Result: A Reliable, Easy to Use Scanning Solution

"We needed to scan all types of documents...from letters to documents related to case work," said Haring.

Dynamic Web TWAIN is designed to be easily integrated into any web application. "It's vital that our solution be an accurate, reliable component in our product," said Haring.

With help from Dynamic Web TWAIN, IQ scans all paper documents and uploads them directly to a central web server. This allows users in offices across the country to share scanned documents and ensures those documents don't go missing on local hard drives. It makes scanned documents easy to find and manage while reducing the amount of paper being pushed from desk to desk. "We wanted a solution that eliminates having to install scanning software on individual computers and offers scanning capabilities to all customers," explained Haring. "The solution needed to be fully integrated and easy to use. It brings our users closer to a paperless office."

"Browser applications have distinct requirements. Scanning must be embedded within the application. Users should be able to seamlessly scan documents within their applications and without having to use another desktop scanning application. We were able to integrate it easily."

- David Haring, Lockheed Martin

Try Dynamic Web TWAIN NOW:

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Online Demo 

## About Dynamsoft

Dynamsoft Corporation is the leading developer of software development tools.

Many Fortune 500 companies including HP, IBM, Intel, Siemens and Lockheed Martin use Dynamsoft solutions for version control, issue tracking and TWAIN-compatible application development.



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