



Jaguar

Meet your Sales
Person of the year



Eric Blackwell
Account Manager
Tipton Systems

Each year someone earns the Outstanding Sales Performance Award from Jaguar Software. For 2009 the award was presented to Eric Blackwell of Tipton Systems. Eric is the regional sales person from Springfield, Missouri for Tipton Systems. Eric was instrumental in many new Jaguar Software sales in his territory including Metropolitan Bank's very successful Remote Deposit program.

Eric Blackwell started as an Account Manager with Tipton Systems in January 2008. Eric had been in the residential lending industry for eight years in various capacities such as wholesale, retail sales management and operations/underwriting prior to joining Tipton Systems.

"After working with a few software vendors over the last two plus years Jaguar Software is the most responsive to me as a sales person as well as the most responsive to my customers needs. Sean and his group are always open to suggestions for enhancements from end users and make the end users feel they are important in the process of development. Richard has been a great resource for me as I continue to grow my knowledge base of not only Jaguar's software but the Federal Reserve's ongoing changes in regards to imaging. I appreciate the honor that has been bestowed upon me, but without the ongoing support of Bill Tipton and the Jaguar Software team this would not have been possible."

2010 Annual Resellers Sales Seminar

As mentioned in the January newsletter Jaguar Software held its annual resellers sales seminar January 26th – 28th. In attendance were 20 sales people from 14 different companies along with event sponsors and Jaguar's staff. At this annual meeting the Sales Person of the year is recognized and this year the honor went to Eric Blackwell of Tipton Systems. Eric closed several significant deals including a county collector, a bank and a credit union. The highlight of the meeting was the introduction of the newest product from Jaguar Software - DesktopRemit.

New Product Announcement - DesktopRemit



DesktopRemit is the newest in a series of software products from Jaguar Software and was designed for the government or commercial customer processing a small to medium volume of payments. This new product is a full featured remittance processing system design to be used at the desktop with a standard desktop check scanner and a basic PC. Much like our MirrorImage products, DesktopRemit provides CAR/LAR - Courtesy Amount and Legal Amount Recognition for reading dollar values from checks, OCR - Optical Character Recognition and Barcode technology to read information from the coupon/statement. The system also runs IQA - Image Quality Assurance to verify the usability of the image plus Duplicate Item Detection provides assurances for the customer and the bank.

DesktopRemit includes a robust Research module with the capability to print items from the database and to add notes to track customer inquiries. The Reports module has various standard and custom reports; Reports can be printed or saved as a PDF, text, or Excel spreadsheet. The system maintains a comprehensive audit trail and there is also a CD/DVD Archive application for backup and long term storage.

For more information on DesktopRemit please contact [Richard Leirer](mailto:Richard.Leirer@317-636-0126) @ 317-636-0126

FedReceipt Plus and IRD Printing in MirrorImage

As many of you already know, The Federal Reserve Banks have expanded the suite of Check 21-enabled Services with the addition of FedReceipt Plus for Returns. The FedReceipt Plus for Returns product will eliminate the paper from the process of handling returns, eliminate the transportation delays associated with paper processing, and allow you to introduce processing efficiencies into your return item handling process. In addition to these benefits there are also discounts associated with the use of FedReceipt Plus for Returns. So how can your institution leverage these benefits?

If you are already using a full featured MirrorImage 4.0 software suite your installation can be easily updated to allow quick and easy Fed return importing. No more waiting for the courier. No more manual capture of your return items. Just a quick download of the Fed return file followed by an effortless import into the MirrorImage system (just like an X9 file import) and you are done.

In addition to the electronic returns import capability we can also provide the ability to print Image Replacement Documents (IRDs) directly from MIRResearch. With the addition of the IRD print module you can select any item in MIRResearch and send it to a local laser printer for fast and simple IRD creation.