HP Digital Sender Flow 8500 fn2 Document Capture Workstation

Transform the way you work with this reliable, high-performance digital sender. Handle large volumes at blazing speeds—up to 92/100 ppm and 184/200 ipm, A4/letter.[1] Scan and send documents to multiple destinations, using the world's most secure scanning device.[2]

10 or more

Medium to large businesses scanning up to 10,000 pages per day can share this reliable, high-performance scanner

Industries: finance, banking, legal, insurance, accounting, general office, healthcare, government, manufacturing, shipping, education, and more.
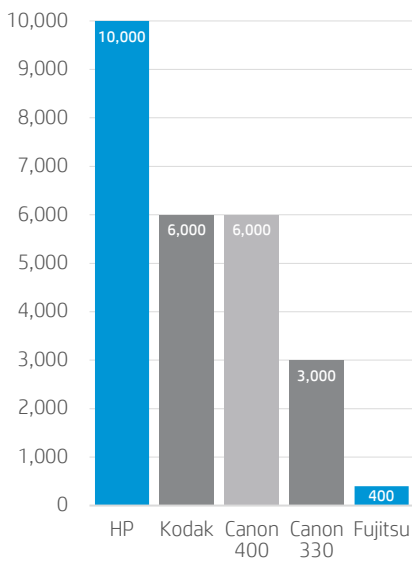
Decision makers and influencers:

- Company owners or CIOs
- IT managers
- Business managers

What do I sell?

The HP Digital Sender Flow 8500 fn2 Document Capture Workstation is ideal for medium to large businesses who require secure digital sending and sharing, superb paper handling with HP EveryPage,[3] and user-friendly features like a large touchscreen and full-size pull-out keyboard for quick data entry.

Top three differentiators

- Handle your most demanding day-to-day tasks with a high-capacity 150-sheet ADF, scanning speeds up to 92/100 ppm and 184/200 ipm (A4/letter),[1] and a 10,000-page daily duty cycle.

- Easily integrate workflow solutions—scan images directly into applications with included and full-featured TWAIN (network and USB), WIA, and ISIS® (USB).

- The world's most secure scanning device[2] provides embedded security that helps protect the device from becoming an entry point for attacks on your network.

Key benefits

Accomplish more. Faster than ever.

- Tackle scanning jobs with confidence—page after page—and stay productive with duplex scanning up to 92/100 pages per minute (ppm) and 184/200 images per minute (ipm), A4/letter.[1]

- Load up to 150 pages into the automatic document feeder (ADF) for fast, unattended scanning.

- Count on this workhorse to keep your business moving—recommended for 10,000 pages per day.

- Preview and edit scans, adjust images, and launch scan jobs—all at the 20.3 cm (8.0-inch) touchscreen with pull-out keyboard.

- Capture every page easily—even stacks of mixed media—with HP EveryPage[3] and an ultrasonic sensor.

The world's most secure scanning device[2]

- Stay protected with the industry's strongest security—only HP Enterprise devices automatically self-heal from attacks by triggering a reboot.[2]

- Expand features and capabilities over time with HP FutureSmart firmware architecture, which can be scaled across devices.

- Easily develop, deploy, and integrate HP and third-party solutions with the HP Open Extensibility Platform (OXP). Add features such as card readers and more through the Hardware Integration Pocket (HIP).[4]

- Centralise control of your scanning and imaging environment with HP Web Jetadmin[5]—and help build business efficiency.

- Scan and send documents without worry—the HP High-Performance Secure Hard Disk helps keep sensitive data safe.

Easily integrate workflow solutions

- Do more with data, using multiple scan-to options—folders, FTP sites, email, USB drives, Microsoft® SharePoint®, and more.

- Define scan profiles, scan to the cloud and other destinations, and automatically enhance images and delete blank pages. Scans stay true with limited intervention.

- Easily and quickly transfer scans into editable text, encrypted PDF files, and more file types, using built-in optical character recognition (OCR).

- Capture and organise documents, business cards, and other file types with a full suite of feature rich software, including Nuance® PaperPort®, I.R.I.S. Readiris™ Pro and Cadiris™, and Kofax VRS 5.1 Professional.[6]

Sales battle card | HP Digital Sender Flow 8500 fn2

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Up to
400%

faster duplex colour scan speed than the listed Canon 330 device[7]

Daily duty cycle (HP vs. listed competitors)[7]

	HP	Kodak	Canon 400	Canon 330	Fujitsu
	10,000	6,000	6,000	3,000	400

Up to
100

more pages ADF input capacity than the listed Canon 330 and Fujitsu devices[7]

? Qualifying questions

- Do you need a standalone device that combines the benefits of ad hoc flatbed scanning, robust ADF scanning, and digital sending with the same technology and user experience as HP Flow MFPs?

- Would you like to protect your device, data, and documents with strong security?

- Could users benefit from the same familiar experience as HP MFPs with an integrated keyboard and colour touchscreen control panel, allowing the user to preview and edit scanned pages before sending the file?

- Would you like to run the same third-party workflow applications on your HP Digital Sender Flow as on your MFPs?

- Do you have a scanner/digital sender that allows you to breeze through document after document at speeds of up to 92/100 ppm or 184/200 duplexed ipm (A4/letter)?[1]

- Do you need to capture a variety of media from business cards to legal-sized documents to books?

- Could you benefit by using a single enterprise-class utility to manage all your scanners, printers, and MFPs?

- Does your current scanner/digital sender have a large recommended daily duty cycle of 10,000 pages?

- Would you like to load stacks of documents of different types and sizes up to 864 mm (34 inches) long in the 150-sheet ADF without having to presort them and without missing any pages in scanned files?

- What if your scanner let you scan directly to USB or cloud-based document management solutions like Dropbox, Google Drive™, or SharePoint without having to install additional software?

- Do you need advanced, automatic image correction like crop, straighten, orientation, blank page removal and edge cleanup to enhance digital data and keep it faithful to the original?

Competitive comparisons

Kodak Alaris Scan Station 730EX

- Slower black and colour scan speeds (70 ppm/140 ipm vs. 100 ppm/200 ipm, letter, for HP)

- 40% lower daily duty cycle (6,000 pages vs. 10,000 for HP)

- 50% less ADF capacity at 75 pages vs. 150 for HP

- No easy-access USB port, no pull-out keyboard, no HIP

- LCD touchscreen is fixed compared to HP's touchscreen with tilt angle

- No TWAIN interface compared to HP with Network TWAIN and USB TWAIN

- Kodak requires a hardware reboot after each change made via the installed administrative tool and does not include an embedded web server (EWS) (HP includes EWS and does not require a reboot after changes)

- Fewer OCR languages (18 vs. 29 for HP)

- Supports only 8 file types vs. 14 for HP

- Kodak does not include access control authentication options[7]

Canon imageFORMULA ScanFront 400/330

- Slower black scan speeds (45 ppm/90 ipm for the 400 and 30 ppm/60 ipm for the 330 vs. 100 ppm/200 ipm, letter, for HP)

- Much slower colour scan speeds (45 ppm/90 ipm for the 400 and 25 ppm/40 ipm for the 330 vs. 100 ppm/200 ipm, letter, for HP)

- Up to 70% lower daily duty cycle (6,000 pages for the 400, but only 3,000 pages for the 330 vs. 10,000 for HP)

- Up to one-third the ADF capacity of HP (60 pages for the 400 but only 50 pages for the 330 vs. 150 for HP)

- No HIP, no pull-out keyboard

- LCD touchscreen is fixed compared to HP's touchscreen with tilt angle

- No USB or TWAIN interface compared to HP with Network and USB TWAIN

- Canon doesn't need to reboot after scan configuration changes but if a user wants to scan to network, an additional Scan Front Server has to be set up (HP comes with the scan to network option)

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Features that make your workflows more efficient come standard on the 8500 fn2:

- 20.3 cm (8.0-inch) colour touchscreen with tilt angle—manage jobs directly at the device
- Full-size pull-out keyboard for quick data entry
- Easy-access USB port located near the front of the device offers a convenient scan-to destination
- HP Scan software helps automate processes with scan profiles (shortcuts, or HP Quick Sets)

Hardware Integration Pocket (HIP)

You can install a separately purchased HP accessory (e.g., a proximity reader, a fingerprint reader, or magnetic-swipe reader) into the integrated HIP.[4] The listed competitors do not include a HIP.[7]

- Fewer OCR languages (8 vs. 29 for HP)
- The Canon 400 supports 4 file types and the 330 only supports 3 file types vs. 14 for HP
- Canon does not have EWS and includes fewer security features[7]

Fujitsu ScanSnap N7100 Network

- Much slower black and colour scan speeds (25 ppm/50 ipm vs. 100 ppm/200 ipm, letter, for HP)
- Fujitsu has the lowest daily duty cycle of the listed competitors—only 1,000 pages vs. 10,000 for HP)
- One-third the ADF capacity of HP (50 pages vs. 150)
- No HIP, no pull-out keyboard
- Touchscreen is fixed compared to HP's touchscreen with tilt angle[7]

Why we win

The Enterprise-class HP Digital Sender Flow 8500 fn2 Document Capture Workstation has the winning advantage over the competition in the following areas:[7]

- Blazing fast scan speeds—up to 100 ppm and 200 ipm, letter[1]
- The world's most secure scanning device[2]
- Highest daily duty cycle at 10,000 pages and largest ADF capacity of 150 sheets
- Full-size pull-out keyboard and tilting colour touchscreen
- Full-featured TWAIN (network and USB), WIA, and ISIS® (USB)
- Hardware integration pocket (HIP)[4]
- HP Open Extensibility Platform (OXP) and HP FutureSmart Firmware for additional solutions and expanded capabilities
- HP Web Jetadmin remote discovery and monitoring[5]

Overcoming objections

Objection: "Our department is growing rapidly, and we need a scanner/digital sender with built-in scanning profiles that can be accessed quickly for our team-specific digitising needs."

Response: Our scanning profiles (or Quick Sets) are time-saving features that let you launch document workflows at the push of a button.

Objection: "I need advanced scan preview, edit, and image correction features."

Response: You can instantly preview, modify, and finalise scans before sending them into the workflow. Scan multiple pages using the ADF and view them as thumbnail images, or zoom and pan for a detailed inspection. Automatic image correction crops, straightens, orients pages, removes blank pages, and cleans up edges.

Objection: "I need a device that can automatically handle a stack of mixed documents, receipts, and cards."

Response: The digital sender automatically detects the page size and whether it's colour or black-and-white. And the document feeder handles a wide variety of paper sizes and types—from small receipts to legal-size pages and more. Now you don't have to sort the documents before scanning, hand-copy small items, or scrutinise the scans to check the quality.

Objection: "I hate having to rescan an entire job because my scanner picks up two pages at the same time."

Response: HP EveryPage[3] helps prevent double-feeds. If more than one sheet begins to feed, ultrasonic double-feed detection stops the digital sender and notifies you to reset the paper. Scanned pages remain in memory, so you don't have to rescan from the beginning.

Objection: "This HP digital sender seems larger than the listed competitors."

Response: The HP device was designed to be versatile. The ADF supports hands-free scanning. Use the flatbed scanner to scan irregular, damaged, or fragile materials. Although the Kodak device includes a legal-size flatbed, it is angled, making it more difficult to scan pages from a book, etc.

To select the right HP Care Pack service for your customer, visit hp.com/go/cpc.

For the latest HP sales, marketing, and technical resources, refer to your regional contact.

Contact HP by country: hp.com/go/contact

Objection: "I need a scanner with OCR technology to make document searches easier. Does this device offer it?"

Response: Yes, this device has one of the fastest, built-in OCR technologies available in the scanner market. OCR is a key feature of more advanced workflows, helping to enable the indexing and retrieval of documents. With OCR technology, you can scan paper documents and turn them into text-searchable PDF files and fully searchable and editable documents, including PDF, JPG, TXT, and more.

Objection: "I need a scanning device that integrates seamlessly into my network."

Response: This digital sender easily integrates into a secure enterprise network with its compatible networking, security and management features and a consistent touchscreen control panel for a familiar user experience.

Objection: "Is additional or separate software required to scan to email, folder, USB drive, or a SharePoint site?"

Response: No, you don't need additional software. You can start scanning right out of the box directly to a network folder, FTP site, email address, USB drive, a SharePoint site, or networked printer.

[1] Scan speeds measured from ADF. Actual processing speeds may vary depending on scan resolution, network conditions, computer performance, and application software.

[2] "World's most secure scanning" claim is based on an HP review of 2017 published security features of competitive in-class enterprise scanners. Only HP offers a combination of security features that can monitor to detect and automatically stop an attack then self-validate software integrity in a reboot. For more information, visit hp.com/go/scannersecurity.

[3] HP EveryPage is referred to as HP Precision Feed on HP ScanJet devices introduced prior to May 2013.

[4] Solutions deployed through the Hardware Integration Pocket (HIP) may require additional purchase. An administrator must enable this port before using for scan features. A firmware upgrade does not require that the port be enabled.

[5] HP Web Jetadmin is available for download at no additional charge at hp.com/go/webjetadmin.

[6] Expected availability for Kofax VRS 5.1 Professional is Spring 2018.

[7] Specifications/information gathered per manufacturers' data sheets on April 2017. Please see individual data sheets for more information.