### SECURITIES AND EXCHANGE COMMISSION

## **FORM 10-Q**

Quarterly report pursuant to sections 13 or 15(d)

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**CAPTARIS INC** 

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### UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

FORM 10	-Q
(Mark One)	
<b>☑</b> QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) C	OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended	d June 30, 2008
or	
☐ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) C	OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period	I from to .
Commission File Number	
	23100
CAPTARIS	, INC.
(Exact Name of Registrant as Spe	
Washington	91-1190085
(State or Other Jurisdiction of Incorporation or Organization)	(I.R.S. Employer Identification Number)
301 116 <sup>th</sup> Ave SE, Suite 400	
Bellevue, WA	98004
(Address of Principal Executive Offices)	(Zip Code)
(425) 455-6000	
(Registrant's telephone number, in	cluding area code)
Indicate by check mark whether the registrant (1) has filed all reports requestrange Act of 1934 during the preceding 12 months (or for such shorter per (2) has been subject to such filing requirements for the past 90 days. Yes	iod that the registrant was required to file such reports), and
Indicate by check mark whether the registrant is a large accelerated filer, reporting company. See the definitions of "large accelerated filer," "accelerate Exchange Act. (Check one):	
Large accelerated filer □  Non-accelerated filer □ (Do not check if a smaller reporting company)	Accelerated filer ⊠ Smaller reporting company □
Indicate by check mark whether the registrant is a shell company (as defi	ned in Rule 12b-2 of the Exchange Act). Yes □ No ⊠
The number of outstanding shares of the registrant's common stock as or	f July 31, 2008 was 26,470,324.

# CAPTARIS, INC. FORM 10-Q

### For the Quarter Ended June 30, 2008

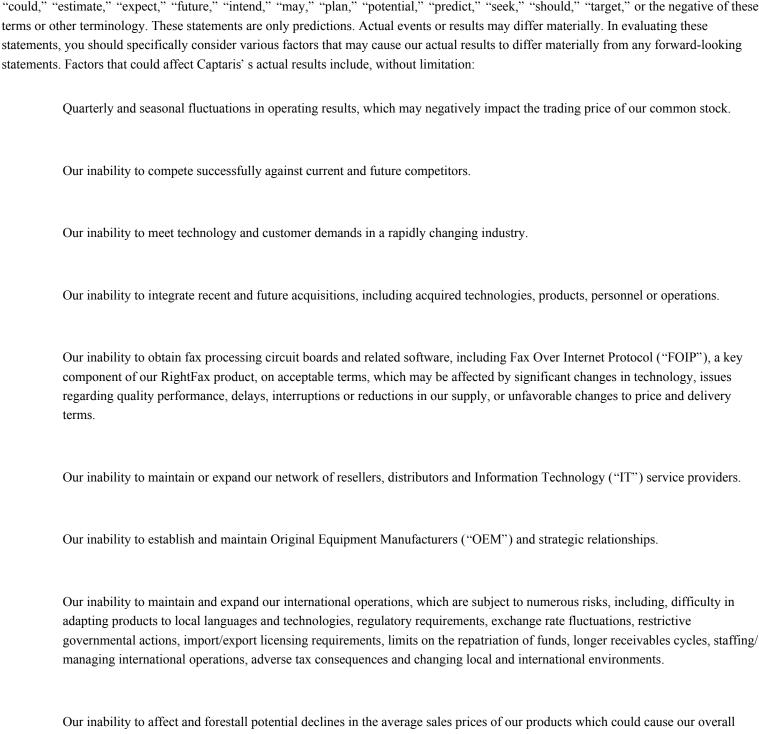
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#### CAPTARIS, INC.

#### Forward-Looking Statements

This Quarterly Report on Form 10-Q contains forward-looking statements. These statements relate to future events or our future financial performance. In some cases, you can identify forward-looking statements by terminology such as "anticipate," "believe," "continue," "could," "estimate," "expect," "future," "intend," "may," "plan," "potential," "predict," "seek," "should," "target," or the negative of these terms or other terminology. These statements are only predictions. Actual events or results may differ materially. In evaluating these statements, you should specifically consider various factors that may cause our actual results to differ materially from any forward-looking



gross margins to decline.

Our inability to protect our proprietary rights or to operate without infringing the patents and proprietary rights of others.

Ongoing litigation matters and disputes, including litigation related to the Telephone Consumer Protection Act (as further described under "Legal Proceedings" in this report).

Our inability to protect against security breaches and exposure of confidential data, which if breached could subject us to litigation, liability and decreased market acceptance of our products.

Our inability to attract and retain qualified employees.

Adverse economic conditions, which may cause declines in customers' investments in our products.

Our inability to comply with the financial restrictions and other covenants in our credit facility, which could adversely impact our financial condition and liquidity.

Our evaluation of strategic alternatives may not result in a definitive transaction or enhance shareholder value, and may create a distraction for our management and uncertainty that may adversely affect our operating results and business.

More information about factors that potentially could affect Captaris's financial results is included under Part I, Item 1A "Risk Factors" in our most recent Annual Report on Form 10-K and in Part II, Item 1A of our Quarterly Report on Form 10-Q for the quarter ended March 31, 2008 filed by us with the Securities and Exchange Commission ("SEC"). Readers are cautioned not to place undue reliance upon these forward-looking statements that speak only as to the date of this report. Except as required by law, Captaris undertakes no obligation to update any forward-looking or other statements in this report whether as a result of new information, future events or otherwise.

### PART I. FINANCIAL INFORMATION

#### Item 1. FINANCIAL STATEMENTS

# CAPTARIS, INC. CONSOLIDATED BALANCE SHEETS (in thousands, except per share amounts)

(in thousands, except per share univaries)		
	June 30, 2008 (Unaudited)	December 31, 2007 (Audited)
ASSETS		
Current assets:		
Cash and cash equivalents	\$29,667	\$46,182
Restricted cash	_	1,000
Accounts receivable, net	22,089	19,348
Inventories	2,647	1,681
Prepaid expenses and other current assets	2,981	4,564
Income tax receivable and current deferred tax assets, net	3,612	3,527
Total current assets	60,996	76,302
Other long-term assets	1,151	847
Equipment and leasehold improvements, net	10,508	7,735
Intangible assets, net	30,339	11,748
Goodwill	56,767	37,522

Common stock, par value \$0.01 per share, 120,000 shares authorized; 26,470 and 26,378 issued and outstanding, respectively

	265	264
Additional paid-in capital		
	42,118	40,971
Retained earnings		
	40,599	49,961
Accumulated other comprehensive income		
	2,277	2,715
Total shareholders' equity		
	85,259	93,911
Total liabilities and shareholders' equity		
	\$163,891	\$139,498

See the accompanying notes to unaudited consolidated financial statements.

# CAPTARIS, INC. CONSOLIDATED STATEMENTS OF OPERATIONS

## (in thousands, except per share amounts) (unaudited)

	Quarter Ended June 30,		Six Month June	
	2008	2007	2008	2007
Net revenue	\$32,098	\$22,966	\$60,017	\$43,479
Cost of revenue	10,307	6,893	20,060	13,151
Gross profit	21,791	16,073	39,957	30,328
Operating expenses:				
Research and development	6,193	3,633	12,544	6,819
Selling and marketing	12,392	8,900	24,614	17,178
General and administrative	6,265	4,102	12,726	8,818
Amortization of intangible assets	694	142	1,358	283
In-process research and development	54	-	1,278	-
Gain on sale of discontinued product line CallXpress				(1,000)
Total operating expenses	25,598	16,777	52,520	32,098
Operating loss	(3,807)	_(704)	(12,563)	(1,770)
Other income (expense):				

Interest income	197	548	468	1,123
Interest expense	(736 )	_	(1,176)	_
Other income (expense), net				226
Other income (expense)	(544_)	82	(70 )	226
Loss from continuing operations before income tax (benefit) expense	(1,083)	630	(778_)	1,349
Income tax (benefit) expense	(4,890)	(74 )	(13,341)	(421 )
Loss from continuing operations	(2,175)	90	(3,980)	6
	(2,715)	(164_)	(9,361)	(427_)
Discontinued operations:				
Loss on sale of MediaTel assets, net of income tax benefit	0	<u>(1</u> )	(1 )	(3 )
Loss from discontinued operations	0	<u>(1</u> )	<u>(1</u> )	(3 )
Net loss	\$(2,715)	\$(165 )	\$(9,362)	\$(430 )
Basic and diluted net loss per common share:				
Loss from continuing operations	\$(0.10.)	\$(0.01.)	\$(0.35 )	\$(0.02)
Loss from discontinued operations				
Basic and diluted net loss	0.00	(0.00)	(0.00)	(0.00)
	<u>\$(0.10</u> )	<u>\$(0.01</u> )	\$(0.35)	<u>\$(0.02</u> )
Weighted average shares used in computation of:				
Basic net loss per share	26,532	27,223	26,469	27,368

26,532 27,223

26,469

27,368

See the accompanying notes to unaudited consolidated financial statements.

# CAPTARIS, INC. CONSOLIDATED STATEMENTS OF CASH FLOWS (in thousands, unaudited)

	Six Months Ended June 30,	
	2008	2007
Cash flows from operating activities:		
Net loss	\$(9,362)	\$(430
Adjustments to reconcile net loss to net cash (used in) provided by operating activities:		
Depreciation	1,766	1,317
Amortization	3,547	1,244
Stock-based compensation expense	752	532
Gain on foreign currency revaluation	(3,765)	_
Loss on derivative instrument	991	_
Pension and long-term employee benefit expense	1,029	_
Provision for doubtful accounts	169	15
In-process research and development	1,278	_
Loss on disposition of assets	115	58
Deferred income tax benefit	(3,980)	(605
	(3,700 )	(003

Changes in assets and liabilities (net of acquired assets and liabilities):

Accounts receivable	2,695	5,995
Inventories	(387 )	347
Prepaid expenses and other assets	1,362	(1,038)
Income tax receivable	_	(100 )
Accounts payable	(1,676)	(909 )
Accrued compensation and benefits	(981 )	(937 )
Other accrued liabilities	(450 )	(57)
Income taxes payable	(8 )	103
Pension liability	(145 )	_
Deferred revenue	412	1,290
Net cash (used in) provided by operating activities	(6,638 )	6,825
Cash flows from investing activities:		
Purchase of equipment and leasehold improvements	(3,793)	(2,433)
Purchase of investments	_	(16,569)
Purchase of CDT	(17,926)	_
Proceeds from disposals of assets	35	55
Proceeds from sales and maturities of investments	4	21,683

Net cash (used in) provided by investing activities	(21,680)	2,736
Cash flows from financing activities:		
Proceeds from bank loan	13,073	_
Repayments on bank loan	(5,000)	_
Proceeds from release of restricted cash	1,000	_
Proceeds from exercise of common stock options	520	2,037
Repurchase of common stock	(138 )	(4,895)
Excess tax benefits from stock-based compensation	14	294
Net cash provided by (used in) financing activities	9,469	(2,564)
Net (decrease) increase in cash	(18,849)	6,997
Effect of exchange rate changes on cash	2,334	(33 )
Cash and cash equivalents at beginning of period	46,182	10,695
Cash and cash equivalents at end of period	\$29,667	\$17,659
Supplemental disclosures:		
Cash paid during the period for income taxes	\$215	\$199
CDT acquisition:		
Fair value of assets acquired	\$48,173	<b>\$</b> -

Cash paid	(17,926)	_
Liabilities assumed	\$30,247	<u>\$-</u>
Software acquired with three year payment terms:		
Fair value of software acquired	\$-	\$935
Cash paid	<u>-</u>	(301 )
Liability assumed	\$-	\$634

See the accompanying notes to unaudited consolidated financial statements.

# CAPTARIS, INC. CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY

# (in thousands, except share amounts) (unaudited)

	Common Shares	Common Stock	Additional Paid-in Capital	Accumulated Other Comprehensiv Income (Loss)	e Retained	Total Shareholders' Equity	Total Comprehensive Loss
Balance at December 31, 2007	26,378,044	\$ 264	\$40,971	\$ 2,715	\$49,961	\$ 93,911	<b>\$</b> -
Exercise of stock options	127,700	1	519	_	_	520	_
Repurchase of common stock	(36,000 )	_	(138 )	_	_	(138 )	_
Stock-based compensation expense	_	_	752	_	_	752	_
Stock-based compensation tax benefit	_	_	14	_	_	14	_
Foreign currency translation adjustment	_	_	_	(438	) -	(438 )	(438 )
Net loss	_	_	_	_	(9,362)	(9,362)	(9,362)
Balance at June 30, 2008	26,469,744	\$ 265	<u>\$42,118</u>	\$ 2,277	\$40,599	\$ 85,259	\$ (9,800

See the accompanying notes to unaudited consolidated financial statements.

# CAPTARIS, INC. NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (unaudited)

#### 1. Description of the Business and Summary of Significant Accounting Policies

#### The Business

Captaris, Inc., ("we", "us", "our") is a corporation formed in the State of Washington in 1982. Our principal executive offices are located in Bellevue, Washington. We are a provider of computer products that automate document-centric business processes. With a comprehensive suite of software, hardware and services, we help organizations gain control over many processes that include the need to integrate documents more securely and efficiently. Our solutions also provide interoperability between documents, business applications and technology platforms.

We operate under one business unit segment to deliver our product and software solutions. We develop products and services for document capture, intelligent document recognition and classification, routing, workflow, document management and document delivery. Our product lineup includes the brand names RightFax, FaxPress, Captaris Workflow, Alchemy, Single Click Entry, DOKuStar and RecoStar.

Our products are distributed and supported through a global network of technology partners. This distribution system consists of business partners from all levels of the information technology ("IT") spectrum: value-added resellers, original equipment manufacturers ("OEMs"), system integrators, distributors, mass market resellers, online retailers, office equipment dealers, and independent software vendors ("ISVs"). We believe the use of multiple distribution channels increases the likelihood that our products will be sold to more customers.

#### Basis of Presentation and Preparation

The accompanying unaudited consolidated financial statements as of June 30, 2008, and for the quarters and six months ended June 30, 2008 and 2007 and audited balance sheet as of December 31, 2007, have been prepared in accordance with accounting principles generally accepted in the United States of America and pursuant to the rules and regulations of the Securities and Exchange Commission ("SEC"). Certain information and footnote disclosures normally included in annual financial statements have been omitted for interim financial information in accordance with the instructions to Form 10-Q and Rule 10-01 of Regulation S-X. These unaudited consolidated financial statements should be read in conjunction with "Management's Discussion and Analysis of Financial Condition and Results of Operations" and the financial statements and notes thereto included in the Company's Annual Report on Form 10-K for the year ended December 31, 2007. In the opinion of management, these unaudited consolidated financial statements reflect all adjustments, consisting of normal and recurring adjustments and accruals, necessary for a fair presentation of our financial condition, results of operations and cash flows for the periods indicated.

#### **Principles of Consolidation**

These unaudited consolidated financial statements include the accounts of Captaris, Inc. and our wholly-owned subsidiaries. All intercompany balances and transactions have been eliminated in consolidation.

#### Use of Estimates

The preparation of our consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of our financial statements and the reported amounts of revenue and expenses during the reporting period. We base our estimates on historical experience, current conditions and various other assumptions we believe to be reasonable under the circumstances. Our estimates form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources, as well as identifying and assessing appropriate accrual and disclosure treatment with respect to commitments and contingencies. Actual results may differ significantly from these estimates. To the extent that there are material differences between these estimates and actual results, our presentation of our financial condition or results of operations may be affected.

#### Cash and Cash Equivalents

Since we acquired Captaris Document Technologies GmbH ("CDT") on January 4, 2008 and through the date of this report, the majority of our consolidated cash and cash equivalents are held by CDT in Germany. The cash and cash equivalents held by CDT can be used for general business purposes in Germany.

When we acquired CDT, we did so through a wholly-owned subsidiary, Captaris Verwaltungs GmbH ("CVG"). We loaned CVG the funds to purchase CDT's shares. Because CVG is a holding company with no operations, it had no cash. CDT, on the other hand, is an operating company with cash. Until recently, CDT was restricted from making distribution or loans to CVG to allow CVG to repay the intercompany loan to us. This was due to more restrictive capital maintenance rules under German law that apply to distributions or loans to shareholders.

On June 27, 2008, CDT and CVG entered into a merger agreement under which CDT has merged into CVG, with CVG as the surviving corporation. As a result of the merger, CVG is both the borrower under the intercompany loan from us and is an operating company with cash. After the merger, the more permissive rules under German law applicable to repayment of a loan from a shareholder will apply.

In connection with the merger, CDT made a payment of 4.0 million to us on behalf of CVG and this payment reduced the intercompany loan balance. We also made a 3.0 million equity contribution into the surviving corporation by forgiving a portion of the intercompany loan balance for this amount. When combined with an earlier payment of 2.7 million that CVG paid to us, the intercompany loan balance was reduced by 9.7 million. The remaining intercompany balance is scheduled to be repaid quarterly, including principal and accrued interest, beginning on January 15, 2009 and ending on October 18, 2013 as long as the liquidity of the surviving company is sufficient to carry out its operations. (See Note 7).

#### Inventories

Inventories consist primarily of fax boards, which we either resell or forward integrate into finished goods and components for our appliance product. We value these inventories on our consolidated balance sheets at the lower of cost or market (as determined by the first-in, first out method). Due to rapid changes in technology, it is possible that older products in inventory may become obsolete or that we may sell these products below cost. If actual market conditions are less favorable than we project, inventory write-downs may be required. When we determine that the carrying value of inventories is not recoverable, we write-down inventories to market value.

Inventories consisted of the following:

(in thousands)	June 30, 2008	December 31, 2007
(in thousands)	2000	2007
Finished goods	\$1,656	\$ 1,131
Components	991	550
	\$2,647	\$ 1,681

#### **Business Combinations**

We include the results of operations of acquired businesses from the date of acquisition. We record net assets acquired at their fair value at the date of acquisition. We include the excess of the purchase price over the fair value of net assets acquired as goodwill in the accompanying unaudited consolidated balance sheets.

#### Revenue Recognition

Our revenue recognition policies follow the guidelines of the American Institute of Certified Public Accountants ("AICPA") Statement of Position ("SOP") No. 97-2, *Software Revenue Recognition*, as amended. We recognize revenue when persuasive evidence of an arrangement exists, delivery has occurred, the selling price is fixed or determinable and collection is reasonably assured.

We sell products through resellers, Original Equipment Manufacturers ("OEM") and other channel partners, as well as directly to endusers. Generally our resellers do not stock product, and except for OEM sales described below, we recognize product revenue upon shipment, net of estimated returns, provided that collection is determined to be probable and no significant obligations remain. If a reseller does stock product, we defer this revenue until the reseller sells the product through to end-users.

Sales of our appliance products are made through stocking distributors. For sales to distributors we recognize revenues on either the sell-through or sell-in method of revenue recognition as determined by the contractual arrangement with each distributor. When the distributor is

entitled to stock rotation rights we recognize revenue upon delivery of the appliances to the distributor less a provision for an estimate of those rights (the "sell-in" method). Otherwise, revenue is recognized upon delivery of the appliances to the end-user (the "sell-through" method).

Revenue from perpetual software licenses is recognized when the software has been shipped, provided that collection for such revenue is deemed probable. Revenue from term software licenses is recognized over the term of the license, generally 12 months.

Whenever a software license, hardware, installation and post-contract customer support ("PCS") elements are sold together, we allocate the total arrangement fee among each element based on its respective fair value, which is the price charged when that element is sold separately. The amount of revenue assigned to each element is impacted by our judgment as to whether an arrangement includes multiple elements and, if so, whether vendor-specific objective evidence ("VSOE") of fair value exists for those elements. Changes to the elements in an arrangement and our ability to establish VSOE for those elements could affect the timing of revenue recognition for these elements. Revenue for PCS is recognized on a straight-line basis over the service contract term, ranging from one to five years. PCS includes rights to unspecified upgrades and updates, when and if available, and bug fixes.

Installation revenue is recognized when the product has been installed at the customer's site and accepted by the customer. Recognition of revenue from software sold with installation services is recognized either when the software is shipped or when the installation services are completed, depending on our agreement with the customer and whether the installation services are integral to the functionality of the software.

We have entered into agreements with certain OEMs from which we receive royalty payments periodically. Under the terms of the OEM license agreements, each OEM will qualify our software on their hardware and software configurations. Once the software has been qualified, the OEM will begin to ship products and report net sales to us. Most OEMs pay a license fee based on the number of copies of licensed software included in the products sold to their customers. These OEMs pay fees on a per-unit basis and we record associated revenue when we receive notification of the OEMs' sales of the licensed software to an end-user. The terms of the license agreements generally require the OEMs to notify us of sales of our products within 30 to 45 days after the end of the month or quarter in which the sales occur. As a result, we recognize the revenue in the month or quarter following the sales of the product to these OEMs' customers.

We provide allowances for estimated returns, and return rights that exist for some customers. In general, customers are not granted return rights at the time of sale. However, we have historically accepted returns and therefore, reduce revenue recognized for estimated product returns. For those customers to whom we do grant return rights, we reduce revenue by an estimate of these returns. If we cannot reasonably estimate these returns, we defer the revenue until the return rights lapse. For software sold to resellers for which we have granted exchange rights, we defer the revenue until the reseller sells the software through to end-users. When customer acceptance provisions are present and we cannot reasonably estimate returns, we recognize revenue upon the earlier of customer acceptance or expiration of the acceptance period.

Professional services are customarily billed at fixed rates, plus out-of-pocket expenses and revenue is recognized when the service has been completed. However, if it is determined that a consulting engagement will be unprofitable, we recognize the loss at the time of such determination. Training revenue is recognized when the training is completed.

#### Seasonality

Our results of operations may fluctuate as a result of seasonal variabilities. In recent years, our product lines have experienced seasonality with a decline in revenue during the first quarter compared to the prior year's fourth quarter, building gradually during the second and third quarters, and ending with the fourth quarter as our largest quarter for revenue. Revenue from our international customers generally reflects less seasonal variabilities as compared to our North America customers.

#### Impairment of Goodwill

Our judgments regarding the existence of impairment indicators include our assessment of the impacts of legal factors; market and economic conditions; the results of our operational performance and strategic plans; competition and market share; and any potential for the sale or disposal of a significant portion of our principal operations. If we conclude that indicators of impairment exist, we then assess the fair value of goodwill. Our valuation process provides an estimate of a fair value of goodwill using a discounted cash flow model and includes many assumptions and estimates. Once the valuation is determined, we will write-down goodwill to its determined fair value, if necessary. Any write-down could have a material adverse effect on our financial condition and results of operations. We test goodwill for impairment on an annual basis in the first quarter of the year. We conducted our annual assessment during the first quarter of 2008 and determined our goodwill at March 31, 2008 was not impaired.

#### Impairment of Intangibles

We periodically review our intangibles that are more likely than not to be sold or otherwise disposed of before the end of the asset's previously estimated useful life to determine if there is any impairment of these assets. We assess the impairment of these assets, or the need to accelerate amortization, whenever events or changes in circumstances indicate that the asset carrying value may not be recoverable. Our judgments regarding the existence of impairment indicators are based on legal factors, market conditions and operational performance of our intangibles. We determined that no impairment indicators were present during the second quarter of 2008; therefore, we have not evaluated our intangible assets for impairment as of June 30, 2008. Future events could cause us to conclude that impairment indicators exist and that the

assets should be reviewed to determine their fair value. We assess the assets for impairment based on the estimated future undiscounted cash flows expected to result from the use of the assets and their eventual disposition. If the carrying amount of an asset exceeds its estimated future undiscounted cash flows, an impairment loss is recorded for the excess of the asset's carrying amount over its fair value. Fair value is generally determined based on a valuation process that provides an estimate of a fair value of these assets using a discounted cash flow model, which includes many assumptions and estimates. Once the valuation is determined, we will write down these assets to their determined fair value, if necessary. Any write-down could have a material adverse effect on our financial condition and results of operations.

#### **Derivative Instruments**

We record the fair value of derivative instruments in our consolidated financial statements in accordance with SFAS No. 133, *Accounting for Derivative Instruments and Hedging Activities* ("SFAS 133"), as amended. We use derivative instruments to manage certain foreign currency risks. We record the changes in the fair value of derivative instruments in our consolidated statements of operations in other income (expense), net in the current period. We do not hold or issue financial instruments for speculative or trading purposes. For additional information about derivative instruments, see Note 8.

#### Postretirement Obligations

Pension Plan

CDT sponsors an unfunded defined benefit pension plan covering substantially all employees. Benefits under the pension plan are generally based on age at retirement, years of service and the employee's annual earnings. The net periodic cost of our pension plan is determined using the projected unit credit method and several actuarial assumptions, the most significant of which are the discount rate and estimated service costs. If gains and losses, which occur when actual experience differs from actuarial assumptions, exceed ten percent of plan liabilities, we amortize them over the average future service period of employees.

#### Long-term Employee Benefit Obligations

Anniversary Plan

CDT sponsors an unfunded defined benefit plan for our long-tenured employees ("Anniversary" plan). Benefits under the Anniversary plan are generally based on employees' compensation and the number of years of service. The net periodic cost of our Anniversary plan is determined using the projected unit credit method and several actuarial assumptions, the most significant of which are the discount rate and estimated salary increases.

Early Retirement Plan

CDT also sponsors an early retirement program, "Altersteilzeit". This program is designed to create an incentive for employees, within a certain age group, to transition from (full or part-time) employment into retirement before their legal retirement age. This plan allows employees upon reaching a certain age to elect to work full-time for a period of time and be paid 50% of their full time salary. After working within this arrangement for a designated period of time, the employee is eligible to take early retirement and receive payments from the earned but unpaid salaries until they are eligible to receive payments under the postretirement benefit plan discussed above. Benefits under the early retirement plan are generally based on the employees' compensation and the number of years of service. The net periodic cost of the early retirement plan is calculated in accordance with the Financial Accounting Standards Board's Emerging Issues Task Force ("EITF") Issue No. 05-5, Accounting for Early Retirement or Post employment Programs with Specific Features.

#### Net Loss per Common Share

Basic net loss per common share is computed by dividing net loss by the weighted average number of shares of common stock outstanding during the period, including vested stock units. Diluted net loss per common share is computed by dividing net loss by the sum of (a) the basic weighted average number of shares of common stock outstanding during the period and (b) additional shares that would have been issued, including unvested stock units, had all dilutive options been exercised less shares that would be repurchased with the proceeds from such exercises. Dilutive options are those that have an exercise price less than the average stock price during the period. For the quarters ended June 30, 2008 and 2007, we excluded 325,888 and 562,534, respectively, and for the six months ended June 30, 2008 and 2007, we excluded 253,149 and 1,001,964, respectively, of common stock equivalents from the calculation of diluted net loss per share. Since we are reporting a loss from continuing operations for both periods presented, the effect of these additional shares is anti-dilutive and therefore, the number of shares in the calculation of basic and diluted net loss per common share is the same.

The following table sets forth the computation of basic and diluted net loss per common share:

	Quarter Ended June 30,		Six Month June	
(in thousands, except per share amounts)	2008	2007	2008	2007
Numerator:				
Loss from continuing operations	\$(2,715)	\$(164)	\$(9,361)	\$(427 )
Loss from discontinued operations	0	(1 )	(1 )	(3 )
Net loss	<u>\$(2,715)</u>	<u>\$(165</u> )	<u>\$(9,362</u> )	<u>\$(430</u> )
Denominator:				
Weighted average shares outstanding - basic	26,532	27,223	26,469	27,368
Dilutive effect of common shares from stock options and stock units	_	_	_	_
Weighted average shares outstanding - basic and diluted	26,532	27,223	26,469	27,368
Basic and diluted net loss per common share:				
Loss from continuing operations	\$(0.10)	\$(0.01)	\$(0.35)	\$(0.02)
Loss from discontinued operations	0.00	(0.00 )	(0.00 )	(0.00_)
Basic and diluted net loss	<u>\$(0.10</u> )	<u>\$(0.01</u> )	<u>\$(0.35</u> )	<u>\$(0.02</u> )

Employee stock options to purchase 3,859,769 and 3,423,991 common shares for the quarters ended June 30, 2008 and 2007, respectively, and 4,082,490 and 782,710 common shares for the six months ended June 30, 2008 and 2007, respectively, were outstanding, but were not included in the computation of diluted net loss per share because the exercise price of the stock options was greater than the average share price of the common shares; therefore, the effect would have been anti-dilutive.

#### Reclassifications

We have reclassified certain amounts in prior periods to conform to the current period's presentation.

#### 2. Segment Reporting

For segment reporting purposes, we operate as one segment. Revenue by geographic region, as determined by shipping destination, are as follows:

	Quarter Ended June 30,		Six Months Ended June 30,	
	2008	2007	2008	2007
(in thousands)				
North America				
	\$19,086	\$16,595	\$36,895	\$31,839
Europe	0.907	2 069	17.009	5.450
	9,807	2,908	17,098	3,430
Asia Pacific				
A Side I define	1.464	1.811	2.697	3.238
	, -	,-	,	-,
Rest of world				
	1,741	1,592	3,327	2,952
Total net revenue				
	\$32,098	\$22,966	\$60,017	\$43,479
Europe  Asia Pacific  Rest of world				5,450 3,238 2,952

Revenue from the rest of world consists primarily of sales to the Middle East, Africa, India and countries in the Latin America region. Revenue for the United States was \$18.4 million and \$15.8 million for the quarters ended June 30, 2008 and 2007, respectively, and \$35.2 million and \$30.2 million for the six months ended June 30, 2008 and 2007, respectively. No single customer represented more than 10% of our net revenue for the quarters and six months ended June 30, 2008 and 2007. Our operating results for the quarter and six months ended June 30, 2008 include CDT's revenues since we acquired CDT on January 4, 2008. See Note 7.

#### 3. Stock-Based Compensation

Included in stock-based compensation are expenses relating to both our stock options and our stock units. The amount of stock-based compensation expense, net of forfeitures, recognized during the quarters ended June 30, 2008 and 2007 was \$356,000 and \$339,000, respectively, and \$752,000 and \$532,000 during the six months ended June 30, 2008 and 2007, respectively. Total unamortized compensation expense at June 30, 2008 was \$3.8 million, net of forfeitures, which will be recognized over a weighted average period of three years.

The following table summarizes the allocation of stock-based compensation to our expense categories for the periods indicated:

	Quarter Ended June 30,		Six Months Endo June 30,	
(in thousands)	2008	2007	2008	2007
Cost of revenue	\$3	\$6	\$ 10	\$ 10
Research and development	59	28	115	39
Selling and marketing	58	57	120	86

Total stock-based compensation expense	<u>236</u> <u>248</u> <u>507</u> <u>397</u>
<u>\$356</u> <u>\$339</u> <u>\$752</u>	

The following weighted average assumptions were used in the Black-Scholes option pricing model to determine the fair value of stock options granted in the periods indicated:

	Quarter	Quarter Ended June 30,		s Ended
	June			30,
	2008	2007	2008	2007
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %
Risk-free interest rate	3.68 %	4.92 %	2.55 %	4.64 %
Expected volatility	47.67%	40.53%	46.28 %	41.75 %
Expected term	5.27	5.27	5.27	5.27

We have not declared or paid any dividends and do not currently expect to do so in the future. The risk-free interest rate used in the Black-Scholes valuation model is based on the implied yield currently available in U.S. Treasury securities at maturity with an equivalent term. Expected volatility is based on the annualized daily historical volatility plus implied volatility of our stock price, including consideration of the implied volatility and market prices of traded options for comparable entities within our industry. The expected term of options represents the period that our stock-based awards are expected to be outstanding and was determined based on historical weighted average holding periods and projected holding periods for the remaining unexercised shares. Consideration was given to the contractual terms of our stock-based awards, vesting schedules and expectations of future employee behavior.

Our stock price volatility and expected term reflect our best estimates, both of which impact the fair value of an option calculated under the Black-Scholes methodology and, ultimately, the expense that will be recognized over the life of the option. SFAS No. 123(R) also requires that we recognize compensation expense for only the portion of options expected to vest; therefore, we applied an estimated forfeiture rate that we derived from historical employee termination behavior. If the actual number of forfeitures differs from our estimates, additional adjustments to compensation expense may be required in future periods.

#### Stock Options

Stock-based compensation expense related to stock options was \$247,000 and \$259,000 during the quarters ended June 30, 2008 and 2007, respectively, and \$546,000 and \$402,000 during the six months ended June 30, 2008 and 2007, respectively. At June 30, 2008, total unamortized deferred compensation costs related to stock options was \$2.8 million, net of estimated forfeitures. Total unamortized deferred compensation cost will be adjusted for future changes in estimated forfeitures and is expected to be recognized over a weighted average period of three years.

A summary of the status of our stock option plans at June 30, 2008, and the changes during the six months then ended, is presented in the following table:

			Weighted
Options and		Weighted	Average
Stock Units	Number of	Average	Remaining
Available	Options	Exercise	Contractual
for Grant	Outstanding	Price	Term (years)

Beginning of period at December 31, 2007				
	1,949,450	5,372,162	\$ 5.11	6.28
Granted (1)				
	(638,047)	240,500	3.61	
Exercised				
Exercised	_	(125,200 )	4.15	
Cancelled				
Cancelled	550,103	_		
Forfeited				
Policicu	_	(184,628 )	4.75	
Expired				
Expired	(145,016)	(320,975)	5.62	
End of namind				
End of period	1,716,490	4,981,859	5.04	6.08
	<u></u>	<del></del>		
Vested and expected to vest at June 30, 2008		4,654,966	5.06	5.92
Exercisable at June 30, 2008		2.520.505	5.14	7.10
		3,528,595	5.14	5.10

The difference in shares granted under options available for grant and number of options outstanding is due to stock unit grants. In accordance with the 2006 Plan, each stock unit granted is to be counted as two shares against the number of shares available for issuance.

During the quarters ended June 30, 2008 and 2007, we granted 10,000 and 264,020 options, respectively, with a weighted average Black-Scholes fair value of \$1.90 and \$2.24 per share, respectively. During the six months ended June 30, 2008 and 2007, we granted 240,500 and 972,695 options, respectively, with a weighted average Black-Scholes fair value of \$1.60 and \$2.50 per share, respectively.

The intrinsic value of options exercised during the second quarters of 2008 and 2007, was \$23,000 and \$425,000, respectively, and \$39,000 and \$841,000 for the six months ended June 30, 2008 and 2007, respectively. The aggregate intrinsic value of options outstanding, options vested and expected to vest and options exercisable as of June 30, 2008, was \$653,000, \$596,000 and \$453,000, respectively. The intrinsic value is calculated as the difference between the market value of our common stock as of June 30, 2008 and the exercise price of the options. The market value on June 30, 2008 was \$4.07 which was based on the average of the high and low stock price as reported by The Nasdaq Global Market.

#### Stock Units

Compensation expense related to stock units was \$109,000 and \$80,000 for the quarters ended June 30, 2008 and 2007, respectively, and \$206,000 and \$130,000 for the six months ended June 30, 2008 and 2007, respectively.

Information related to non-vested stock units at June 30, 2008 is as follows:

	Shares	Weighted Average Fair Value	Weighted Average Remaining Contractual Term (in years)
Non-vested at beginning of period	195,081	\$ 5.31	3.14
Awarded	198,774	3.60	
Released	(2,500)	4.69	
Canceled	(22,250)	3.59	
Outstanding at end of period	369,105	4.50	2.71
Ending vested and expected to vest	268,111	4.56	2.58
Exercisable	90,155	4.69	3.00

The aggregate intrinsic value of stock units outstanding, vested or expected to vest, and exercisable as of June 30, 2008 was \$1.5 million, \$724,000 and \$367,000, respectively.

Total unamortized deferred compensation expense related to stock units at June 30, 2008 was \$1.0 million, net of estimated forfeitures, which will be recognized over a weighted average period of four years.

#### 4. Stock Repurchase Program

We repurchase our common stock under a Rule 10b5-1 repurchase plan and in the case of any discretionary purchases outside of the plan, subject to open trading windows, overall market conditions, our stock price and our cash position and other requirements, in each case pursuant to our previously announced stock repurchase program authorized by our Board of Directors. A Rule 10b5-1 repurchase plan allows the purchase of our common shares at times when we ordinarily would not be in the market because of self-imposed trading blackout periods.

Pursuant to our repurchase plan, during the quarters ended June 30, 2008 and 2007, we repurchased 0 and 400,000 of our common shares for \$0 and \$2.2 million, respectively. During the six months ended June 30, 2008 and 2007, we repurchased 36,000 and 761,900 of our common shares for \$138,000 and \$4.9 million, respectively. At June 30, 2008, approximately \$9.5 million was available under our repurchase plan. We may repurchase shares in the future subject to the rules of our 10b5-1 repurchase plan and in the case of any discretionary purchases outside of the plan, subject to open trading windows, overall market conditions, our stock price and our cash position and other requirements. The repurchase plan will continue until the earlier of (a) such time when the maximum dollar amount authorized has been utilized or (b) our Board of Directors elects to discontinue the repurchase plan.

#### 5. Commitments and Contingencies

In the normal course of our business, we are periodically involved in litigation or claims including patent infringement claims. We follow the provisions of SFAS No. 5, *Accounting for Contingencies*, to record litigation or claim-related expenses. We evaluate, among other factors, the degree of probability of an unfavorable outcome and the ability to make a reasonable estimate of the amount of loss. We accrue for settlements when the outcome is probable and the amount or range of the settlement can be reasonably estimated. In addition to our judgments and use of estimates, there are inherent uncertainties surrounding litigation and claims that could result in actual settlement amounts that differ materially from estimates. We expense our legal costs associated with these matters when incurred.

#### Management Incentive Retention Plan

On April 23, 2008, the Board of Directors approved the Management Incentive Retention Plan ("Plan"). The purpose of the Plan is to provide an incentive to key management employees and others providing services to us to maximize our valuation and to provide continuity of management in connection with the period prior to a potential change in control. The Plan is an unfunded plan and any benefits provided for in the Plan will be paid from our general assets.

Participants in the Plan will be eligible to receive a cash bonus from us or our successor upon consummation of a change in control, subject to certain conditions. Participants in the Plan include all of our current executive officers as well as certain other members of management. The bonus pool to be established under the Plan will be equal to 1.5% of the change in control price (defined as the aggregate value paid for all of our equity or assets, including debt assumed in connection with such transaction) which must exceed \$125 million. The Plan administrator is not required to award the entire pool to participants and may, at its sole discretion, choose to award bonuses to each participant in the range of 0% to 200% of base salary.

The Board has the absolute and unconditional right to amend or terminate the Plan. The Plan will automatically terminate on the Termination Date (defined as the closing date of the change in control prior to October 23, 2009 or a later date designated by the Plan administrator), if the closing date of the change in control has not occurred on or before the Termination Date. As of June 30, 2008, we have not accrued any such cash bonuses as the amounts cannot be reasonably estimated.

#### 6. Comprehensive Income (Loss)

Total comprehensive loss for the quarter ended June 30, 2008 was \$2.8 million and total comprehensive income for the quarter ended June 30, 2007 was \$497,000. Total comprehensive loss for the six months ended June 30, 2008 was \$9.8 million and total comprehensive income for the six months ended June 30, 2007 was \$276,000. The primary difference between net loss as reported and comprehensive income (loss) is foreign currency translation adjustments in 2008, and foreign currency translation adjustments and unrealized gains (losses), net of income taxes, on our investment portfolio in 2007.

#### 7. Business Combination and Intercompany Loan

To increase our product portfolio and expand our presence in the document capture market, on January 4, 2008, our wholly-owned subsidiary, CVG, a German limited liability company, acquired Océ Document Technologies GmbH ("ODT"), pursuant to a Sale and Purchase Agreement (the "SPA") by and between CVG and Océ Deutschland Holding GmbH & Co. KG, a German limited partnership (the "Seller"), dated December 20, 2007. Under the terms of the SPA, CVG acquired all of the outstanding equity of ODT from the Seller, and ODT became a wholly-owned subsidiary of CVG and an indirect wholly-owned subsidiary of Captaris. After our acquisition, we re-named ODT to Captaris Document Technologies GmbH ("CDT").

Under the terms of the acquisition agreement, CVG acquired CDT for a purchase price of approximately \$17.9 million, net of CDT's cash balance as of the closing of approximately \$32.0 million, including transaction costs of \$2.8 million plus assumed liabilities of \$30.2 million. The assumed liabilities include \$18.1 million in future retirement and employee benefit obligations, deferred revenue of \$1.8 million and accounts payable and accrued liabilities of \$10.3 million. The acquisition of CDT has been accounted for as a purchase. We recognized a \$1.3 million charge for acquired in-process research and development.

On January 2, 2008, we loaned our wholly-owned subsidiary, CVG, 31.6 million to finance the acquisition of CDT as well as pay on behalf of CDT approximately 3.1 million of profit-sharing owed to its former parent company. The loan accrues interest at a rate equal to the 3 months EURIBOR rate plus 2.75% per annum. Pursuant to the SPA, the purchase price at closing included a payment for CDT's estimated cash balance on December 31, 2007 and included a provision to adjust the purchase price once CDT's actual cash balance at December 31, 2007 could be determined. The additional purchase price of 463,000 represents the additional cash CDT held at December 31, 2007.

In accordance with SFAS No. 141, *Business Combinations*, all acquired identifiable assets and liabilities were assigned a portion of the cost of the acquisition based on their respective fair values. In our allocation of purchase price to all identifiable assets acquired in connection with the CDT acquisition, management evaluated various criteria and assumptions. When estimating the fair value for all identifiable intangible assets acquired in connection with this acquisition, our evaluation included the preparation of financial projections, supporting financial data and consideration of a number of factors, including the analysis of a third-party valuation firm. The third-party valuation firm was provided with the data and analysis management utilized in their evaluation, and drafts of their conclusions were reviewed by management prior to making the allocation. Management is responsible for the appropriateness of the estimated fair values allocated to the identifiable intangible assets.

We estimated fair value for all identifiable intangible assets including technology, trade names and customer relationships, using an income and a cost approach. At March 31, 2008, we completed a preliminary analysis of the value of the intangible assets acquired. During the three months ended June 30, 2008, we revised the results of our preliminary analysis and made minor adjustments to the valuation of identifiable intangible assets. The determination of fair value is a critical and complex consideration that involves significant assumptions and estimates. These assumptions and estimates in our preliminary analysis were based on our best judgments and resulted in the allocation of purchase price for this acquisition as detailed below. The purchase price allocation below is subject to our finalization of the valuation of intangible assets and other assets acquired and liabilities assumed which may result in changes to the reported fair values of the acquired assets. The excess of the purchase price over the preliminary fair value of the assets acquired was allocated to goodwill. Based on our preliminary analysis, we have allocated \$18.1 million to goodwill and it is not deductible for tax purposes.

#### **CDT Preliminary Purchase Price Allocation:**

	(in thousands)
Acquired intangibles	¢ 20 725
	\$ 20,725
Goodwill	
	18,054
Other assets	8,116
Associated in any constraint, and development	
Acquired in-process research and development	1,278
Total purchase price	
Total parentise price	\$ 48,173

The following table presents details of the intangible assets acquired (in thousands, except number of years):

		Weighted-
		average
		amortization
	Assigned	period
	Value	(in years)
Technology		
	\$14,796	6.7
Trade names		
	600	7.0
Customer relationships		
	5,329	4.0
Total		
	\$20,725	6.0

All identified amortizable intangible assets will be amortized on a straight-line basis over their estimated useful lives, ranging from 4 to 7 years, with no residual value. Using the June 30, 2008 exchange rate of \$1.5748 U.S. dollars to Euros, we will recognize amortization expense for these intangible assets of approximately \$2.0 million for the remainder of 2008, \$3.9 million in 2009, \$3.9 million in 2010, \$3.9 million in 2011, \$2.5 million in 2012, \$1.9 million in 2013 and \$1.9 million in 2014.

CDT was combined in our single business segment and our results of operations include CDT's results of operations for the period from January 4, 2008 to June 30, 2008, including an in-process research and development charge of \$1.3 million.

The following unaudited pro forma information represents the results of operations for Captaris, inclusive of CDT, for the quarter and six months ended June 30, 2007, as if the acquisition had been consummated as of January 1, 2007. Pro forma information for the six months ended June 30, 2008 is not materially different than our actual results reported for the six months ended June 30, 2008. The pro forma

information presented below does not purport to be indicative of what may occur in the future. In addition, the pro forma information presented below includes a charge for non-recurring acquired in-process research and development of \$1.3 million.

	Quarter Ended June 30, 2007	Six Months Ended June 30, 2007	
	(in thousands, except per share amounts) (Unaudited)		
Net revenue	\$ 29,482	\$ 57,012	
Income (loss) from continuing operations	\$ 223	\$ (1,899	
Loss from discontinued operations	_(1)	(3	
Net income (loss)	\$ 222	\$ (1,902	
Denominator:			
Weighted average shares outstanding - basic	27,223	27,368	
Dilutive effect of common shares from stock options and stock units	563	_	
Weighted average shares outstanding - diluted	27,786	27,368	
Basic net income (loss) per common share:			
Income (loss) from continuing operations	\$ 0.01	\$ (0.07)	
Loss from discontinued operations	(0.00 )	(0.00)	
Basic net income (loss)	\$ 0.01	\$ (0.07	

	<b>Quarter Ended</b>	Six Months Ended
	June 30, 2007	June 30, 2007
	(in thous	ands, except
	per shar	re amounts)
	(Una	audited)
Diluted net income (loss) per common share:		
Income (loss) from continuing operations	\$ 0.01	\$ (0.07)
Loss from discontinued operations	(0.00	(0.00)
Diluted net income (loss)	\$ 0.01	\$ (0.07

#### 8. Derivative Instruments

In 2008, we purchased foreign currency exchange forward contracts and a cross-currency swap contract to mitigate the foreign currency risk on the intercompany loan we made to CVG. See Note 7. Our foreign currency exchange forward contracts and cross-currency swap contract are derivative instruments and are re-measured at fair value each reporting period. The fair values of our foreign currency exchange forward contracts are determined based on the Euro/U.S. dollar exchange rate. The fair value of the cross-currency swap is determined based on the market interest rates and the Euro/U.S. dollar exchange rate. As such, we record the total change in fair value of our derivative instruments in our consolidated statements of operations each period to offset the gains or losses related to transactional re-measurement of the intercompany loan.

#### Foreign currency exchange forward contracts

On January 2, 2008, we loaned our wholly-owned subsidiary, CVG, 31.6 million to finance the acquisition of CDT as well as pay on behalf of CDT approximately 3.1 million of profit-sharing CDT owed to its former owner. The loan accrues interest at a rate equal to the 3 months EURIBOR rate plus 2.75% per annum. We intend to have CDT remit its excess cash to us in repayment of the intercompany loan on behalf of CVG. CVG is a holding company with no operations and therefore has no cash. CDT, on the other hand, is an operating company with cash. However, until recently, CDT was restricted from making distributions or loans to CVG to allow CVG to repay the intercompany loan from us, except for the 3.1 million of profit-sharing we paid to CDT's former owner on behalf of CDT. This was due to the more restrictive capital maintenance rules under German law that apply to distributions or loans to shareholders.

Until the intercompany loan is repaid, this loan exposes us to significant gains and losses from fluctuations in the exchange rate of Euros to U.S. dollars. To mitigate the risk of a decline in the value of the Euro to the dollar, on January 11, 2008, we entered into a foreign currency exchange forward contract, agreeing to sell approximately 31.6 million on April 4, 2008 at an exchange rate of \$1.4721 per Euro. On April 4, 2008, when the exchange rate was \$1.5697 per Euro, we realized a loss of \$3.1 million on the foreign currency exchange forward contract and paid the bank \$3.1 million to settle the contract. This cash loss was offset by a non-cash gain of \$3.1 million on the revaluation of the intercompany loan balance on April 4, 2008.

On April 3, 2008, to mitigate our foreign currency exposure on the anticipated repayments of the intercompany loan, we entered into two foreign currency exchange forward contracts with maturity dates of April 11, 2008 and June 27, 2008 for notional amounts of 3.0 million and 4.0 million, respectively, at exchange rates of \$1.5683 per Euro and \$1.5601 per Euro, respectively.

On April 9, 2008, CDT, paid us 2.7 million reducing the outstanding intercompany loan balance to 28.9 million (\$46.8 million) including accrued interest. The 2.7 million payment was comprised of 3.1 million for the repayment of the profit-sharing we paid on CDT's behalf to the Seller, net of additional purchase price paid to the Seller of 463,000. Pursuant to the Sale and Purchase Agreement, the purchase price paid at closing included a payment for CDT's estimated cash balance on December 31, 2007 and included a provision to adjust the purchase price once CDT's actual cash balance at December 31, 2007 could be determined. The additional purchase price of 463,000 represents the additional cash CDT held at December 31, 2007. Upon receipt of this intercompany loan repayment from CDT, we settled the foreign currency exchange forward contract with a maturity date of April 11, 2008 with the bank.

On June 27, 2008, CDT and CVG entered into a merger agreement under which CDT has merged into CVG with CVG as the surviving corporation. As a result of the merger, CVG is both the borrower under the intercompany loan from us and is also an operating company with cash. After the merger, the more permissive rules under German law applicable to repayment of a loan from a shareholder apply.

In connection with the merger, CDT made a payment of 4.0 million to us which reduced the intercompany loan balance. We also made an equity contribution of 3.0 million into the surviving corporation by forgiving a portion of the intercompany loan balance for this amount. Upon receipt of the 4.0 million intercompany loan repayment from CDT, we settled the foreign currency exchange forward contract with a maturity date of June 27, 2008 with the bank.

Also in connection with the merger, we entered into a subordination agreement with CVG whereby 10.0 million of the intercompany loan, including accrued interest, was subordinated to all claims by other CVG's creditors. According to the capital maintenance rules under German law, net equity including net income (loss) from operations must be maintained as a positive amount while repaying a loan from a shareholder, referred to as the "over-indebtedness rule." The subordinated amount may be treated as equity instead of debt for the purposes of calculating this amount.

As of June 30, 2008, all of our foreign currency exchange forward contracts were settled with the bank.

#### Cross-currency swap contract

On April 29, 2008, to mitigate the majority of our foreign currency exposure on the outstanding intercompany loan, we entered into a cross-currency swap contract for a notional amount of 21.5 million. Under the terms of the cross-currency swap, during the period ending January 15, 2009, we pay in Euros at a rate of 5.24% and we receive US dollars at a rate of 3.11% on \$33.5 million. Effective January 15, 2009, we will pay in Euros at a rate of the three-month EURIBOR plus 0.32% and we will receive U.S. dollars at a rate of the three-month LIBOR on \$33.5 million. The cross-currency swap payment dates and amounts match the amounts and dates we expect to receive payments on the loan from our subsidiary. If our subsidiary is unable to remit cash in repayment of the intercompany loan in accordance with the agreed payment schedule, we are exposed to U.S. dollar cash flow risks. To the extent that any payment due on the cross-currency swap contract is in a loss position on the date it is due and we do not receive a corresponding payment from our subsidiary, we will have to settle the contract in U.S. dollars equal to the amount of the loss. The payments on the cross-currency swap and the corresponding payments from our subsidiary are scheduled to be made quarterly, including principal and accrued interest, and begin on January 15, 2009 and end on October 18, 2013, as long as the liquidity of the surviving corporation is sufficient to carry out its operations.

As of June 30, 2008, the cross-currency swap was our only derivative instrument outstanding. As of June 30, 2008, the derivative liability balance related to the cross-currency swap was \$1.0 million of which \$0.3 million was included in current liabilities and \$0.7 million was included in other long-term liabilities in our consolidated balance sheet.

#### 9. Postretirement Obligations

Our wholly-owned subsidiary, CDT, maintains an unfunded defined benefit plan for its employees, which provide for old age, disability and survivors' benefits. Postretirement plan benefits are primarily based on the employees' compensation and the number of years of service. In determining the fair value of our postretirement plan obligations at June 30, 2008, we used the following weighted average key assumptions:

Assumptions	Per Ann	ııım
Salary increases	Ter run	
	2.25	%
Pension increases		
	2.00	%
Interest rate		
	5.50	%
Employee fluctuation rate:		
to age 30	3.00	%

to age 35		
	2.00	%
to age 40	2.00	%
	2.00	/0
to age 45	1.50	%
to age 50	0.50	%
from age 51	0.00	%

Net periodic benefit costs for our postretirement plan for the quarter and six months ended June 30, 2008 was \$407,000 and \$804,000, respectively. The provision for the postretirement plan for the period January 4, 2008 through June 30, 2008 is as follows:

(in thousands)	
Balance at January 4, 2008	\$16,369
Service cost (5.5%)	332
Interest cost (5.5%)	473
Benefits paid	(88 )
Foreign currency translation	1,180
Net periodic benefit cost	18,266
Less current portion	(247)
Non-current pension liability	\$18,019

The projected postretirement obligation at January 4, 2008 was 11.1 million (\$17.5 million based on the June 30, 2008 exchange rate of \$1.5748). The projected benefit obligation at December 31, 2008 is expected to be 12.0 million (\$18.9 million based on the June 30, 2008 exchange rate of \$1.5748). The 2008 service and interest costs are expected to be 429,000 and 612,000, respectively, (\$675,000 and \$964,000, respectively,) based on the June 30, 2008 exchange rate.

Anticipated pension payments for the remainder of 2008 and the next nine business years are:

	Anticipated Pension	Anticipated Pension
	Payments	Payments (1)
Six months ended December 31, 2008		
	79	\$ 124
Year ended December 31, 2009		
	222	350
Year ended December 31, 2010		
	273	431
Year ended December 31, 2011		
	295	464
Year ended December 31, 2012		
	319	502
Years ended December 31, 2013 through 2017		
	2,654	4,179
	3,842	\$ 6,050

<sup>(1)</sup> Converted to U.S. dollars at June 30, 2008 exchange rate of \$1.5748.

## 10. Long-term Employee Benefit Obligations

Long-term employee benefit obligations include obligations pursuant to CDT's Anniversary plan and its early retirement plan. In determining the fair value of our Anniversary plan obligation at January 4, 2008, we used the following weighted average key assumptions:

Per Annı	ım
2.25	0.4
2.25	%
5.50	%
3.00	%
2.00	%
	2.25 5.50 3.00

	to age 40	2.00	%
	to age 45		
	to age 50	1.50	%
	from age 51	0.50	%
	rovision for CDT's Anniversary plan from January 4, 2008 to June 30, 2008 is as follows:	0.00	70
I	Balance at January 4, 2008	\$1	,179
1	Additions	5′	
I	Reductions	(Ģ	90 )
I	Foreign currency translation	_ 83	3
I	Balance at June 30, 2008	1,	,229
Ι	Less current portion	(7	7 <u>4</u> )
1	Non-current balance at June 30, 2008		,155
	rovision for CDT's early retirement plan obligation from January 4, 2008 to June 30, 2008 is as follows:		
	in thousands) Balance at January 4, 2008	đ	2506
1	Additions		167
I	Reductions		(57)
I	Foreign currency translation		43

The

The

#### 11. Sale of CallXpress Product Line

In September of 2003, we sold our CallXpress product line to Applied Voice and Speech Technologies, Inc. ("AVST"). Concurrent with the transaction, we entered into an earn-out agreement with AVST which entitled us to receive additional payments of up to \$1.0 million per year for each of the three years following the sale, depending on AVST's success in achieving certain revenue targets. In March 2007, we received the final payment under this agreement. This cash receipt was classified on our consolidated statement of operations as a credit to operating expenses in the first quarter of 2007.

#### 12. Credit Facility

On January 2, 2008, we entered into a credit agreement providing for a senior secured revolving credit facility with Wells Fargo Foothill, LLC, as arranger, administrative agent, swing lender, and letter of credit issuer, and the other lenders party thereto (the "Credit Facility").

The Credit Facility provides for a \$10.0 million revolving line of credit commitment, which may be used (i) for revolving loans, (ii) for swing line advances, subject to a sublimit of \$2.0 million, and (iii) to request the issuance of letters of credit on our behalf, subject to a sublimit of \$5.0 million. On April 2, 2008, as allowed under the facility, we requested and received an increase to the Credit Facility of \$10.0 million, bringing the total Credit Facility to \$20.0 million. The credit available under the Credit Facility was used to pay a portion of the purchase price for the acquisition of Océ Document Technologies GmbH as described in Note 7 and to finance our ongoing working capital, capital expenditure, and general corporate needs. Upon the closing of the Credit Facility and during the first quarter of 2008 we obtained cash advances totaling \$9.7 million. On April 3, 2008 we obtained an additional cash advance of \$3.1 million. On June 6, 2008 and June 27, 2008, we repaid \$1.0 million and \$4.0 million, respectively. At June 30, 2008, the outstanding balance on our Credit Facility was \$8.1 million, including accrued interest.

We may, subject to applicable conditions, elect interest rates on our revolving borrowings calculated by reference to (i) the LIBOR rate (the "LIBOR Rate") fixed for given interest periods, plus a margin determined by our average daily balance of the revolving loan usage during the preceding month or (ii) Wells Fargo Bank, National Association's prime rate (or, if greater, the average rate on overnight federal funds plus one half of one percent) (the "Base Rate"), plus a margin determined by our average daily balance of the revolving loan usage during the preceding month. For swing line borrowings, we will pay interest at the Base Rate, plus a margin determined by our average daily balance of the revolving loan usage during the preceding month. For borrowings made with the LIBOR Rate, the margin ranges from 250 to 275 basis points, while for borrowings made with the Base Rate, the margin ranges from 100 to 125 basis points. The weighted average interest rate on our outstanding loan balance during the quarter and six months ended June 30, 2008 was 6.33% and 6.80%, respectively.

The Credit Facility matures on January 2, 2013, at which time all outstanding borrowings and accrued but unpaid interest must be repaid and all outstanding letters of credit must have been cash collateralized.

The Credit Facility provides for the payment of specified fees and expenses, including commitment and unused line fees, and contains certain loan covenants, including, among others, financial covenants providing for a minimum EBITDA and maximum amount of capital expenditures, and limitations on our ability with regard to the incurrence of debt, the existence of liens, stock repurchases and dividends, investments, and mergers, dispositions and acquisitions, and events constituting a change in control. Our obligations under the Credit Facility are guaranteed by certain of our direct and indirect domestic subsidiaries (collectively, the "Guarantors").

The Credit Facility contains events of default that include, among others, non-payment of principal, interest or fees, violation of covenants, inaccuracy of representations and warranties, bankruptcy and insolvency events, material judgments, and cross defaults to certain other indebtedness. The occurrence of an event of default will increase the applicable rate of interest and could result in the acceleration of our obligations under the Credit Facility and the obligations of any or all of the Guarantors to pay the full amount of our obligations under the Credit Facility.

#### 13. Legal Proceedings

As reported in our Annual Report on Form 10-K for the year ended December 31, 2007 and in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2008, Captaris has been involved in an ongoing lawsuit in Circuit Court in Cook County, Illinois. The lawsuit

was filed by Travel 100 Group, Inc. ("Travel 100"), against Mediterranean Shipping Company ("Mediterranean"). The complaint alleges violations of the Telephone Consumer Protection Act in connection with the receipt of facsimile advertisements that were transmitted by MediaTel Corporation, a wholly-owned subsidiary of Captaris, on behalf of travel service providers, including Mediterranean. All of the assets of MediaTel were sold to a subsidiary of PTEK Holdings, Inc. on September 1, 2003.

The Travel 100 complaint sought injunctive relief and unspecified damages and certification as a class action on behalf of Travel 100 and others similarly situated throughout the United States that received the facsimile advertisements. Mediterranean named Captaris as a third-party defendant and asserted that, to the extent that it is liable, Captaris should be liable under theories of

indemnification, contribution or breach of contract for any damages suffered by Mediterranean. Both Captaris and MediaTel have denied any liability in the case because, among other facts and defenses, MediaTel understood that the database and lists of travel agent recipients to whom faxes were sent had authorized that information could be sent to them by fax.

On September 29, 2006, the court in the Mediterranean case granted summary judgment in favor of Mediterranean and Captaris and dismissed the case. In granting summary judgment, the court ruled that Travel 100 had invited the facsimile advertisements and there was no violation of the Telephone Consumer Protection Act. Travel 100 filed a motion for reconsideration, which the court denied. Travel 100 then filed a notice of appeal on December 29, 2006. On May 30, 2008, the Illinois Appellate Court affirmed the trial court's summary judgment order against Travel 100. Travel 100 had until July 7, 2008, to file a Petition for Leave to Appeal to the Illinois Supreme Court. Instead of filing its Petition, Travel 100 filed a motion requesting until August 11, 2008, to file its Petition for Leave to Appeal. The Court granted the requested extension of time to file the Petition. The Illinois Supreme Court grants leave to appeal in only a small fraction of cases. In recent years, the Supreme Court has granted leave in between 2% to 6% of cases where leave to appeal was requested.

Our insurance carrier has agreed to pay defense costs in the Mediterranean case, but has reserved its rights to contest their duty to indemnify Captaris with respect to this matter. We intend to vigorously defend the appeal of the Mediterranean summary judgment ruling; however, litigation is subject to numerous uncertainties and we are unable to predict the ultimate outcome of the Mediterranean case. There is no guarantee that we will not be required to pay damages in respect of this case in the future, which could materially and adversely affect our results of operations, cash flows and financial condition for the quarter or year in which any accrual is recorded or any damages are paid.

#### 14. Income Taxes

We are subject to income taxes in both the United States and numerous foreign jurisdictions. Significant judgment is required in evaluating our tax positions and determining our provision for income taxes. During the ordinary course of business, there are transactions and calculations for which the ultimate tax determination is uncertain. As required by FIN No. 48, we recognize the financial statement benefit of a tax position only after determining that the relevant tax authority would more likely than not sustain the position following an audit. For tax positions meeting the more-likely-than-not threshold, the amounts we recognize in the financial statements are the largest benefits that have a greater than 50 percent likelihood of being realized upon ultimate settlement with the relevant tax authority. We adjust these accruals in light of changing facts and circumstances, such as the closing of a tax audit or the expiration of statutes of limitations. The provision for income taxes includes the impact of potential tax claims and changes to accruals that we consider appropriate, as well as the related penalties and interest.

Our effective tax rates differ from the statutory rate primarily due to state income taxes, foreign income taxes, research and development credits and accruals for certain tax exposures discussed above. In the second quarters of 2008 and 2007, we recorded an income tax benefit of \$2.2 million and an income tax provision of \$90,000, respectively, on income (loss) from continuing operations. In addition, we recorded an income tax benefit of \$4.0 million and an income tax provision of \$6,000, respectively, on income from continuing operations for the six months ended June 30, 2008 and 2007.

At June 30, 2008, we have available unused net operating losses that may be applied against future taxable income. These net operating losses consist of international losses of \$6.1 million that do not expire, federal losses of \$11.0 million that expire from 2021 to 2028, and state losses of \$14.8 million that expire from 2009 to 2028. Additionally, we have \$3.1 million of tax attributes from our Canadian subsidiary which are primarily investment tax credits and deferred research and development expenditures which begin to expire in 2010.

Our policy is to evaluate our deferred tax assets on a jurisdiction by jurisdiction basis and record a valuation allowance for our deferred tax assets if we do not have sufficient positive evidence indicating that we will have future taxable income available to utilize our deferred tax assets. In assessing the need for a valuation allowance, we first examine our historical cumulative three year pre-tax book income (loss). At the quarters, we examine our historical cumulative trailing three year pre-tax book income (loss). If we have historical cumulative three year pre-tax book income, we consider this to be strong positive evidence indicating we will be able to realize our deferred tax assets in the future. Absent the existence of any negative evidence outweighing the positive evidence of cumulative three year pre-tax book income, we do not record a valuation allowance for our deferred tax assets.

If we have historical cumulative three year pre-tax book losses, we then examine our historical cumulative three year pre-tax book losses to determine whether any unusual or abnormal events occurred in this time period which would cause the results not to be an indicator of future performance. As such, we normalize our historical cumulative three year pre-tax results by excluding abnormal items that are not expected to occur in the future. This analysis of "normalized" historical book income includes material management assumptions that relate to the appropriateness of excluding non-recurring items. If, after excluding non-recurring items, we have "normalized" historical cumulative three year pre-tax book income, we consider this strong positive evidence indicating we will be able to realize our deferred tax assets in the future. We then assess any additional positive and negative evidence such as the existence or absence of historical cumulative three year taxable income, future reversals of existing taxable temporary differences, future taxable income exclusive of reversing temporary differences and carry forwards and taxable income in prior carry back years. After reviewing

and weighing all of the positive and negative evidence, if the positive evidence outweighs the negative evidence then we do not record a valuation allowance for our deferred tax assets. If the negative evidence outweighs the positive evidence, then we record a valuation allowance for our deferred tax assets.

For our U.S. federal jurisdiction, we incurred U.S. cumulative pre-tax book losses of \$2.5 million for the three years ended December 31, 2007. As of June 30, 2008, we continue to believe, based on the weight of available evidence, that no valuation allowance is required at June 30, 2008 for our deferred tax assets related to U.S. federal net operating losses and other U.S. deferred tax assets because the preponderance of objectively verifiable positive evidence outweighs available negative evidence.

Objectively verifiable positive evidence considered for purposes of this determination includes our "normalized" cumulative pre-tax book income of \$1.0 million for the three years ended December 31, 2007 exclusive of certain expenses in 2005 that we believe were aberrations including; (1) \$2.1 million for incentive compensation paid pursuant to an earn-out agreement with the former founders of Teamplate which we acquired in 2003 and (2) \$1.4 million of increased accounting and consulting fees incurred to comply with the Sarbanes Oxley Act of 2002 which we consider to be in excess of our normal and recurring fees for annual compliance. We believe these are unusual items that are not indicative of a continuing condition and should be considered an aberration for purposes of determining our earnings history for assessing the realizability of our deferred tax assets in accordance with the recognition criteria of SFAS No. 109. In addition to the objective positive evidence, we also have positive evidence that is more subjective in nature including projected cumulative 3 year earnings for the period 2006 through 2008 and projected cumulative 3 year taxable income for the period 2008 through 2010. We incurred a U.S. pretax loss of \$5.7 million for the six month period ended June 30, 2008, however, our U.S. results are tracking to our plan for the twelve months ending December 31, 2008. These positive evidences are less certain than the objective positive evidences and therefore carry less weight when evaluating whether a valuation allowance is not needed. Negative evidence we considered was our history of cumulative book losses for the three years ended December 31, 2007, which we believe was an aberration, as discussed above. Based on the weight of all available evidence, we believe it is more likely than not that we will generate sufficient future U.S. taxable income to realize our U.S. deferred tax assets at June 30, 2008. In addition, we believe it is more likely than not that we will utilize our net operating loss carry forwards and they will not be limited by Internal Revenue Code Section 382 before they expire. We also believe that because of our assumptions and judgment involved with this analysis, there is an element of uncertainty that these U.S. federal net operating losses and U.S. deferred tax assets will be utilized in the future. Management will continue to monitor the operating results of the third quarter of 2008 to determine whether it is morelikely-than-not that we will utilize our U.S. net operating loss carry forwards and deferred tax assets prior to their expiration. If based upon the third quarter of 2008 operating results companied with the additional factors previously discussed we feel that there is not a more-likely-thannot basis that the Company will be able realize the U.S net operating loss carry forwards and deferred tax assets, we may record a valuation allowance at that time.

In Canada, we recorded a full valuation allowance against our investment tax credits of our Canadian subsidiary because we do not believe it is more likely than not that we will utilize the credits prior to the expiration of the statutory carry forward period. With projected Canadian income insufficient to support utilization of the investment tax credit carryovers prior to expiration, there is substantial negative evidence supporting our conclusion regarding realizability of the tax credit carryovers.

In our other foreign jurisdictions, we believe that our net operating losses are more likely than not to be realized. Our history of income and net operating loss utilization, coupled with an indefinite carry forward period for net operating losses, including those losses incurred by our recently acquired subsidiary CDT, provide sufficient objectively verifiable positive evidence to support our conclusion regarding realizability of these carry forwards.

#### CAPTARIS, INC.

# Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

This discussion and analysis should be read in conjunction with our unaudited consolidated financial statements and accompanying notes included in this document and our 2007 audited consolidated financial statements and notes thereto included in our Annual Report on Form 10-K, which was filed with the Securities and Exchange Commission on March 17, 2008.

This Quarterly Report on Form 10-Q contains forward-looking statements. These statements relate to future events or our future financial performance. In some cases, you can identify forward-looking statements by terminology such as "may," "should," "expect," "plan," "intend," "anticipate," "believe," "estimate," "predict," "potential," "continue," "could," "future," "seek," "target" or the negative of these terms or other terminology. These statements are only predictions. Actual events or results may differ materially. In evaluating these statements, you should specifically consider various factors, including the risks outlined at the beginning of this report under "Forward-Looking Statements," in Part I, Item 1A of our most recent Annual Report on Form 10-K and in Part II, Item 1A of our Quarterly Report on Form 10-Q for the quarter ended March 31, 2008. These factors may cause our actual results to differ materially from any forward-looking statements. Except as required by law, we undertake no obligation to publicly release any revisions to these forward-looking statements that may be made to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

#### Overview

Founded in 1982, Captaris, Inc., ("we", "us", "our") is a provider of computer products that automate document-centric business processes. With a comprehensive suite of software, hardware and services, we help organizations gain control over many processes that include the need to integrate documents more securely and efficiently. Our solutions also provide interoperability between documents and business applications and technology platforms.

We develop products and services for document capture, intelligent document recognition and classification, routing, workflow, document management and document delivery. Our product lineup includes the brand names RightFax, FaxPress, Captaris Workflow, Alchemy, Single Click Entry, DOKuStar and RecoStar.

Our products are distributed and supported through a global network of technology partners. This distribution system consists of business partners from all levels of the information technology ("IT") spectrum: value-added resellers, original equipment manufacturers ("OEMs"), system integrators, distributors, mass market resellers, online retailers, office equipment dealers, and independent software vendors ("ISVs"). We believe the use of multiple distribution channels increases the likelihood that our products will be sold to more customers.

We have a large installed base of customers that includes, as of the date of this report, the entire Fortune 100, the majority of the Global 2000 companies, and thousands of mid-sized enterprises. Our customers use our products to reduce costs, comply with regulations, increase the performance and productivity of critical business processes, and leverage their IT system investments.

In July 2007, we bolstered our product portfolio, customer base, and distribution capabilities by acquiring Castelle, a provider of "all-in-one" network fax appliance solutions for businesses and enterprises. Castelle FaxPress products are designed to be easily deployed and maintained and are generally intended for lower volume use at lower price points than our RightFax product offerings. FaxPress provides Captaris with a fax server product that can be positioned in the tier below RightFax for customers looking for basic fax services that are low cost and easily deployable. The FaxPress products are available through a worldwide network of distributors, resellers, and online retailers.

Included in our single business segment, Castelle's expertise in building "all-in-one" network appliance solutions facilitates our plan to broaden our offerings in the areas of document capture, routing and management. The network appliance design combines software and hardware into a "plug and play" device, and we believe this design is particularly well suited to support our focus on achieving synergies with multi-function product manufacturers and their dealer networks.

We further increased our product portfolio, customer base and distribution capabilities with the acquisition of Oce Document Technologies GmbH ("ODT") in January 2008. ODT is a provider of software and solutions for document capture, text recognition, and document classification. On an unaudited basis, ODT's revenue was approximately 22.5 million for the 12 months ended November 30, 2007 and their gross margin was approximately 65%. ODT's revenue includes software licenses, maintenance and support, hardware and professional services. In contrast to our business prior to the acquisition, ODT's revenue includes a higher percentage of professional services and a larger portion of their sales are made directly rather than through partners. As a result of these factors, and a smaller revenue and customer base, ODT has a lower gross margin and more revenue variability.

After the acquisition, we re-named ODT to Captaris Document Technologies GmbH ("CDT"). CDT develops intelligent document and character recognition technologies that can read and extract the important information from documents needed to drive business processes and decisions. CDT products include RecoStar, DOKuStar and Single Click Entry. CDT customers include some

large ISVs and OEMs with capture offerings, as well as blue chip end-user accounts in Germany. CDT's expertise in intelligent document recognition supports our vision of fully enabling document capture, collaboration and workflow. As we continue to merge our products, we anticipate leveraging CDT's technology to enhance capture and routing in both the RightFax and Alchemy platforms. The ability to classify documents and extract critical meta-data will also enable deeper integrations with line of business applications and business process management.

#### **Executive Summary**

We derive net revenue primarily from licensing software as well as follow-on sales of add-on software modules, incremental capacity and the sale of maintenance, support and service agreements, professional services, appliances and the resale of fax boards.

We work with resellers and distributors located throughout the world. These resellers and distributors sell and install our products and they receive discounts based on the volume of sales. Within our selling and marketing groups, we dedicate significant resources to monitor our resellers and distributors and to generate demand and provide market positioning and support.

We believe that utilizing an indirect channel approach provides several advantages, including minimizing our investment in office facilities and personnel in field locations and applying greater resources to sales and implementation efforts. However, with a channel sales model, we have more difficulty tracking the number and location of all end-users utilizing our products. This also limits our ability to capture information around product usage, system integration characteristics, and deployment satisfaction directly from our customers' perspective in order to enhance or build new products, solutions and services.

We have extensive service offerings that are sold in conjunction with our products, including: maintenance, support, professional services and solutions. All of these offerings are designed to help customers protect and extend their software investment.

Our \$9.1 million and \$16.5 million revenue increase for the quarter and six months ended June 30, 2008 compared to the same periods in 2007, was primarily attributable to the inclusion of CDT and Castelle in our results of operations (we acquired Castelle in July 2007), and the continuing growth of our traditional maintenance, support and service revenue. In comparison to the year ended December 31, 2007, we expect revenue increases in our software, appliances, and services categories for the year ending December 31, 2008. This expectation is based on including in our 2008 results of operations revenue from Castelle for the entire year and CDT as discussed in the "Acquisition" section below, new product releases, as well as increased customer demand for existing products resulting from increased investment in our sales organization, particularly in international markets. We expect hardware revenue will be flat to declining compared to 2007 and a smaller percentage of total revenue due to market shifts to software-based fax over Internet protocol, which does not rely on fax hardware in many Internet protocol environments. We also expect a significant shift in our revenue distribution on a geographic basis. As a result of the acquisition of CDT, with operations primarily in Europe, and increased investment in our sales organization in international markets, we anticipate significantly higher revenue in 2008 from international markets, compared to 2007. No single customer represented more than 10% of our net revenue for each of the quarters and six months ended June 30, 2008 and 2007.

Our gross profit is the selling price of our products, net of estimated returns, less cost of revenue. Our cost of revenue includes manufacturing and distribution costs, royalties for licensed products, amortization of acquired technology, product warranty costs, operation costs related to product support and costs associated with the delivery of professional services.

Gross profit increased by \$5.7 million and \$9.6 million, respectively, during the quarter and six months ended June 30, 2008 compared to the same periods in 2007. This was primarily attributable to the inclusion of CDT and Castelle in our results of operations and the continuing growth of our traditional maintenance, support and service revenue. We expect our gross profit will increase in 2008 due to anticipated increases in revenue mentioned above. We expect gross profit as a percentage of revenue to decline in 2008 compared to 2007 for two reasons. First, CDT has traditionally recorded lower gross margins than Captaris primarily because of a higher portion of professional services; therefore including CDT in our results of operations will have the effect of reducing our overall gross profit as a percentage of revenue. Second, amortization expense of \$665,000 and \$1.3 million related to the technology acquired from CDT and Castelle is recorded in cost of revenue during the quarter and six months ended June 30, 2008, respectively. We will recognize approximately \$1.3 million of amortization expense related to CDT and Castelle in the remaining six months of 2008. This will also reduce gross profit as a percentage of revenue.

Our operating expenses were \$25.6 million and \$16.8 million for the quarters ended June 30, 2008 and 2007, respectively. Our operating expenses were \$52.5 million and \$32.1 million for the six months ended June 30, 2008 and 2007, respectively. The increase from 2007 to 2008 was due primarily to the inclusion of Castelle and CDT in our operating results. Castelle's operating expenses were \$1.0 million and \$2.5 million for the quarter and six months ended June 30, 2008, respectively. CDT's operating expenses were \$6.0 million and \$12.9 million for the quarter and six months ended June 30, 2008, respectively.

Our principal sources of liquidity are cash and cash equivalents and our \$20.0 million Credit Facility described below under "Liquidity and Capital Resources". The balance of cash, cash equivalents, restricted cash and short- and long-term investments at June 30, 2008 totaled \$29.7 million compared to \$47.2 million at December 31, 2007. The decrease in cash, cash equivalents, restricted cash and short and long-term investments from 2007 to 2008 was primarily due to the CDT acquisition of \$17.9 million, capital purchases of \$3.8 million and cash used in our operating activities of \$6.6 million (which includes a \$3.1 million realized loss related to a foreign exchange forward contract that was settled on April 4, 2008 with the bank). These decreases were partially offset by net proceeds drawn from our Credit Facility of \$8.1 million. Capital expenditures during the six months ended June 30, 2008 consisted primarily of leasehold improvements and furniture and fixtures related to our new offices in Bellevue, Washington and Tucson, Arizona.

#### Acquisition

On January 4, 2008, our wholly-owned subsidiary, Captaris Verwaltungs GmbH, a German limited liability company ("CVG"), acquired ODT, pursuant to a Sale and Purchase Agreement (the "SPA") by and between CVG and Océ Deutschland Holding GmbH & Co. KG, a German limited partnership (the "Seller"), dated December 20, 2007. Under the terms of the SPA, CVG acquired all of the outstanding equity of ODT from the Seller, and ODT became a wholly-owned subsidiary of CVG and an indirect wholly-owned subsidiary of Captaris. After our acquisition, we re-named ODT to CDT. We combined CDT in our single business segment and our results of operations include CDT's results of operations for the period from January 4, 2008 to June 30, 2008.

Under the terms of the SPA, CVG acquired CDT for a purchase price of approximately \$17.9 million, net of CDT's cash balance as of the closing of approximately \$32.0 million, including transaction costs of \$2.8 million plus assumed liabilities of \$30.2 million. The assumed liabilities include \$18.1 million in future retirement and employee benefit obligations, deferred revenue of \$1.8 million and accounts payable and accrued liabilities of \$10.3 million. At the closing, 2.0 million (\$3.0 million) of the purchase price was deposited in a third-party escrow account for 12 months as security for any post-closing purchase price adjustments and, subject to certain limitations, for indemnification claims against the Seller; however, we released the full amount of the escrow to the Seller in connection with the resolution of a post-closing dispute with the Seller during the first quarter of 2008. The acquisition of CDT has been accounted for as a purchase. We recognized a charge of \$1.3 million for acquired in-process research and development. See Note 7 to our unaudited consolidated financial statements.

In January 2008, we loaned CVG, 31.6 million to finance the acquisition of CDT as well as pay on behalf of CDT approximately 3.1 million of profit-sharing CDT owed to its former owner. The loan accrues interest at a rate equal to the three months EURIBOR rate plus 2.75% per annum. Since the acquisition, and through the date of this report, the majority of our consolidated cash is held by CDT in Germany. See "Liquidity and Capital Resources" below.

#### **Evaluation of Strategic Alternatives**

In March 2008, we announced that our Board of Directors decided to evaluate strategic alternatives to further enhance shareholder value. To oversee and expedite this process, the Board established a special committee of the Board comprised of independent directors. We have incurred significant additional legal and professional fees in the first and second quarters of 2008 in connection with this process and expect to continue to incur additional fees, which may continue to increase our general and administrative expenses and our operating expenses generally. Moreover, there can be no assurance that our evaluation of strategic alternatives will result in any agreements or transactions. We do not intend to disclose developments with respect to the evaluation of strategic alternatives unless and until our Board of Directors deems it appropriate.

On April 23, 2008, the Board of Directors approved the Management Incentive Retention Plan ("Plan"). The purpose of the Plan is to provide an incentive to key management employees and others providing services to us to maximize our valuation and to provide continuity of management in connection with the period prior to a potential change in control. The Plan is an unfunded plan and any benefits provided for in the Plan will be paid from our general assets.

Participants in the Plan will be eligible to receive a cash bonus from us or our successor upon consummation of a change in control, subject to certain conditions. Participants in the Plan include all of our current executive officers as well as certain other members of management. The bonus pool to be established under the Plan will be equal to 1.5% of the change in control price (defined as the aggregate value paid for all of our equity or assets, including debt assumed in connection with such transaction) which must exceed \$125 million. The

Plan administrator is not required to award the entire pool to participants and may, at its sole discretion, choose to award bonuses to each participant in the range of 0% to 200% of base salary.

The Board has the absolute and unconditional right to amend or terminate the Plan. The Plan will automatically terminate on the Termination Date (defined as the closing date of the change in control prior to October 23, 2009 or a later date designated by the Plan administrator), if the closing date of the change in control has not occurred on or before the Termination Date. As of June 30, 2008, we have not accrued any such cash bonuses as the amounts cannot be reasonably estimated.

#### **Critical Accounting Judgments and Estimates**

Valuation of derivative instruments

The preparation of our consolidated financial statements in conformity with accounting principles generally accepted in the United States of America, requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of our financial statements and the reported amounts of revenue and expenses during the reporting period. We base our estimates on historical experience, current conditions and various other assumptions we believe to be reasonable under the circumstances. Our estimates form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources, as well as identifying and assessing our accounting treatment with respect to commitments and contingencies. Actual results may differ significantly from these estimates. To the extent that there are material differences between these estimates and actual results, the presentation of our financial condition or results of operations may be affected.

On an ongoing basis, we evaluate our estimates used, including those related to the valuation of stock options, valuation of goodwill and other intangible assets, valuation of derivative instruments, useful lives of intangible assets and equipment and leasehold improvements, inventory valuation allowances, revenue recognition, the estimated allowances for sales returns and doubtful accounts and income tax accruals. We believe that the following accounting policies are critical to understanding our historical and future performance, as these policies may involve a higher degree of judgment and complexity than others. For a detailed discussion on the application of these and other accounting policies, see Note 1 in Notes to Consolidated Financial Statements in Item 8 of our Annual Report on Form 10-K filed with the Securities and Exchange Commission on March 17, 2008.

Our most critical accounting judgments and estimates relate to the following areas: Revenue recognition; Allowances for sales returns and doubtful accounts; Valuation of inventory at lower of cost or market value; Classification of investments and assessment of related unrealized losses; Valuation of acquired businesses, assets and liabilities; Impairment of goodwill; Impairment of equipment, leasehold improvements, long-lived assets and other intangible assets; Useful lives of equipment, leasehold improvements and intangible assets;

Contingencies;
Stock-based compensation plans; and
Accounting for income taxes.

**Revenue recognition.** Our revenue recognition policies follow the guidelines of the American Institute of Certified Public Accountants ("AICPA") Statement of Position ("SOP") No. 97-2, *Software Revenue Recognition*, as amended. We recognize revenue when persuasive evidence of an arrangement exists, delivery has occurred, the selling price is fixed or determinable and collection is reasonably assured.

We sell products through resellers, Original Equipment Manufacturers ("OEM") and other channel partners, as well as directly to endusers. Generally our resellers do not stock product, and except for OEM sales described below, we recognize product revenue upon shipment, net of estimated returns, provided that collection is determined to be probable and no significant obligations remain. If a reseller does stock product, we defer this revenue until the reseller sells the product through to end-users.

Sales of our appliance products are made through stocking distributors. For sales to distributors we recognize revenues on either the sell-through or sell-in method of revenue recognition as determined by the contractual arrangement with each distributor. When the distributor is entitled to stock rotation rights we recognize revenue upon delivery of the appliances to the distributor less a provision for an estimate of those rights (the "sell-in" method). Otherwise, revenue is recognized upon delivery of the appliances to the end-user (the "sell-through" method).

Revenue from perpetual software licenses is recognized when the software has been shipped, provided that collection for such revenue is deemed probable. Revenue from term software licenses is recognized over the term of the license, generally 12 months.

Whenever a software license, hardware, installation and post-contract customer support ("PCS") elements are sold together, we allocate the total arrangement fee among each element based on its respective fair value, which is the price charged when that element is sold separately. The amount of revenue assigned to each element is impacted by our judgment as to whether an arrangement includes multiple elements and, if so, whether vendor-specific objective evidence ("VSOE") of fair value exists for those elements. Changes to the elements in an arrangement and our ability to establish VSOE for those elements could affect the timing of revenue recognition for these elements. Revenue for PCS is recognized on a straight-line basis over the service contract term, ranging from one to five years. PCS includes rights to unspecified upgrades and updates, when and if available, and bug fixes.

Installation revenue is recognized when the product has been installed at the customer's site and accepted by the customer. Recognition of revenue from software sold with installation services is recognized either when the software is shipped or when the installation services are completed, depending on our agreement with the customer and whether the installation services are integral to the functionality of the software.

We have entered into agreements with certain OEMs from which we receive royalty payments periodically. Under the terms of the OEM license agreements, each OEM will qualify our software on their hardware and software configurations. Once the software has been qualified, the OEM will begin to ship products and report net sales to us. Most OEMs pay a license fee based on the number of copies of licensed software included in the products sold to their customers. These OEMs pay fees on a per-unit basis and we record associated revenue when we receive notification of the OEMs' sales of the licensed software to an end-user. The terms of the license agreements generally require the OEMs to notify us of sales of our products within 30 to 45 days after the end of the month or quarter in which the sales occur. As a result, we recognize the revenue in the month or quarter following the sales of the product to these OEMs' customers.

We provide allowances for estimated returns, and return rights that exist for some customers. In general, customers are not granted return rights at the time of sale. However, we have historically accepted returns and therefore, reduce revenue recognized for estimated product returns. For those customers to whom we do grant return rights, we reduce revenue by an estimate of these returns. If we cannot reasonably estimate these returns, we defer the revenue until the return rights lapse. For software sold to resellers for which we have granted exchange rights, we defer the revenue until the reseller sells the software through to end-users. When customer acceptance provisions are present and we cannot reasonably estimate returns, we recognize revenue upon the earlier of customer acceptance or expiration of the acceptance period.

Professional services are customarily billed at fixed rates, plus out-of-pocket expenses and revenue is recognized when the service has been completed. However, if it is determined that a consulting engagement will be unprofitable, we recognize the loss at the time of such determination. Training revenue is recognized when the training is completed.

Allowance for sales return. We estimate potential future product returns related to current period revenue based on our historical returns, current economic trends, changes in customer demand and acceptance of our products. We periodically review the adequacy of our sales returns allowance and underlying assumptions. If the assumptions we use to calculate the estimated sales returns do not properly reflect future returns, a change in accruals for sales returns would be made in the period in which such a determination was made. Historically, our accruals for sales returns have been adequate.

Allowance for doubtful accounts. We make ongoing assumptions as to the collectibility of our accounts receivable in our calculation of the allowance for doubtful accounts. In determining the amount of the allowance, we make estimates based on our historical bad debts, the aging of customer accounts, customer concentrations, customer credit-worthiness, current economic trends and changes in our customer payment patterns. Our reserves historically have been adequate to cover our actual credit losses. However, if actual credit losses were to fluctuate significantly from the reserves we have established, our general and administrative expenses could be adversely affected.

Valuation of inventory at lower of cost or market value. Due to rapid changes in technology, it is possible that older products in inventory may become obsolete or that we may sell these products below cost. When we determine that the carrying value of inventories is not recoverable, we write-down inventories to market value. If actual market conditions are less favorable than we project, inventory write-downs may be required, which may have a material adverse effect on our financial results.

Valuation of acquired businesses, assets and liabilities. Our business acquisitions typically result in goodwill and other intangible assets, and the recorded values of those assets may become impaired in the future. As of June 30, 2008, our goodwill and intangible assets, net of accumulated amortization, were \$87.1 million. The determination of the fair value of such intangible assets and goodwill is a critical and complex consideration that involves significant assumptions and estimates. These assumptions and estimates are based on our best judgments and could materially affect our financial condition and results of operations.

*Impairment of goodwill.* Our judgments regarding the existence of impairment indicators include our assessment of the impacts of legal factors; market and economic conditions; the results of our operational performance and strategic plans; competition and market share; and any potential for the sale or disposal of a significant portion of our principal operations. If we conclude that indicators of impairment exist, we

then assess the fair value of goodwill. Our valuation process provides an estimate of a fair value of goodwill using a discounted cash flow model and includes many assumptions and estimates. We test goodwill for impairment on an annual basis in the first quarter of the year, and on an interim basis in certain circumstances. We conducted our annual assessment during the first quarter of 2008 and determined our goodwill at March 31, 2008 was not impaired. In the event that, in the future, we conclude that our goodwill or our amortizable intangible assets are impaired, we would be required to record a charge to earnings in our financial statements and that charge may significantly decrease our results of operations.

Impairment of equipment, leasehold improvements, long-lived assets and other intangible assets. We periodically review long-lived assets, other intangibles and product lines that we may sell or otherwise dispose of before the end of the asset's previously estimated useful life to determine if there is any impairment of these assets. We assess the impairment of these assets, or the need to accelerate amortization, whenever events or changes in circumstances indicate that the carrying value may not be recoverable. Our judgments regarding the existence of impairment indicators are based on legal factors, market conditions and operational performance of our long-lived assets and other intangibles. Future events could cause us to conclude that impairment indicators exist and that the assets should be reviewed to determine their fair value. We assess the assets for impairment based on the estimated future undiscounted cash flows expected to result from the use of the assets and their eventual disposition. If the carrying amount of an asset exceeds its estimated future undiscounted cash flows, an impairment loss is recorded for the excess of the asset's carrying amount over its fair value. Fair value is generally determined based on a valuation process that provides an estimate of a fair value of these assets using a discounted cash flow model, which includes many assumptions and estimates. Once the valuation is determined, we will write-down these assets to their determined fair value, if necessary. Any write-down could have a material adverse effect on our financial condition and results of operations.

Useful lives of equipment, leasehold improvements and intangible assets. Equipment and leasehold improvements, identifiable intangible assets and certain other long-lived assets are recorded at cost less accumulated amortization and are amortized over their useful lives on a straight-line basis. Useful lives for equipment and leasehold improvements are based on our estimates of the period that the equipment or leasehold improvement will be used, which typically range from two to five years. The useful lives of our leasehold improvements are typically less than the lives of the applicable leases. Useful lives for intangible assets are based on our estimates of the period that the intangible assets will generate cash. Changes in estimated useful lives could have a material effect on our financial condition and results of operations.

**Postretirement Obligations.** Our wholly-owned subsidiary, CDT, sponsors an unfunded defined benefit pension plan covering substantially all employees. Benefits under the pension plan are generally based on age at retirement, years of service and the employee's annual earnings. The net periodic cost of our pension plan is determined using the projected unit credit method and several actuarial assumptions, the most significant of which are the discount rate, and estimated service costs. If gains and losses, which occur when actual experience differs from actuarial assumptions, exceed ten percent of plan liabilities, we amortize them over the average future service period of employees. This could have a material adverse effect on our financial position, results of operations and cash flows.

Long-term Employee Benefit Obligations. Our wholly-owned subsidiary, CDT, sponsors an unfunded defined benefit plan for our long-tenured employees ("Anniversary" plan). Benefits under the Anniversary plan are generally based on employees' compensation and the number of years of service. The net periodic cost of our Anniversary plan is determined using the projected unit credit method and several actuarial assumptions, the most significant of which are the discount rate, and estimated salary increases. If actual experience differs from our actuarial assumptions, this could have a material adverse effect on our financial position, results of operations and cash flows.

CDT also sponsors an early retirement program, "Altersteilzeit". This program is designed to create an incentive for employees, within a certain age group, to transition from (full or part-time) employment into retirement before their legal retirement age. This plan allows employees after reaching a certain age to elect to work full-time for a period of time and be paid 50% of their full time salary. After working within this arrangement for a designated period of time, the employee is eligible to take early retirement and receive payments until they are eligible to receive payments under the postretirement benefit plan discussed above. Benefits under the early retirement plan are generally based on the employees' compensation and the number of years of service. The net periodic cost of the early retirement plan is calculated in accordance with the Financial Accounting Standards Board's Emerging Issues Task Force ("EITF") Issue No. 05-5, Accounting for Early Retirement or Post employment Programs with Specific Features. If actual salary increases and interest rates differ from our assumptions, this could have a material adverse effect on our financial position, results of operations and cash flows.

Valuation of derivative instruments. Our foreign currency exchange forward contracts and cross-currency swap contract are derivative instruments and are re-measured at fair value each reporting period. The fair values of our foreign currency exchange forward contracts are determined based on the Euro/U.S. dollar exchange rate. The fair value of the cross-currency swap is determined based on the market interest rates and the Euro/U.S. dollar exchange rate. Changes in market interest rates and foreign exchange rates will affect the fair values of our derivative instruments and may have a material effect on our financial results.

Contingencies. We are periodically involved in litigation or claims, including patent infringement claims, in the normal course of our business. We follow the provisions of SFAS No. 5, Accounting for Contingencies, to record litigation or claim-related expenses. We evaluate, among other factors, the degree of probability of an unfavorable outcome and the ability to make a reasonable estimate of the amount of loss. We accrue for settlements when the outcome is probable and the amount or range of the settlement can be reasonably estimated. In addition to our judgments and use of estimates, there are inherent uncertainties surrounding litigation and claims that could result in actual settlement amounts that differ materially from estimates. We expense our legal costs associated with these matters when incurred.

Stock-Based Compensation Expense. We account for stock-based compensation under the provisions of SFAS No. 123(R), Share-Based Payment, which requires us to recognize expense related to the fair value of our stock-based compensation. We record stock-based compensation expense net of estimated forfeitures. In determining the estimated forfeiture rates for stock-based awards, we periodically conduct an assessment of the actual number of equity awards that have been forfeited to date as well as those expected to be forfeited in the future. We consider many factors when estimating expected forfeitures, including the type of award, the employee class and historical experience. The estimate of stock awards that will ultimately be forfeited requires significant judgment and to the extent that actual results or updated estimates differ from our current estimates, such amounts will be recorded as a cumulative adjustment in the period such estimates are revised.

Accounting for income taxes. We follow the asset and liability method of accounting for income taxes as set forth by SFAS No. 109, Accounting for Income Taxes, and account for uncertainties related to income taxes under the provisions of FASB Interpretation No. 48, Accounting for Uncertainties in Income Taxes an interpretation of FASB Statement No. 109 ("FIN No. 48"). Accordingly, we are required to estimate our potential income tax claims in each of the jurisdictions in which we operate as part of the process of preparing our consolidated financial statements. Significant judgment is required in evaluating our tax positions and in determining our provision for income taxes. During the ordinary course of business, there are transactions and calculations for which the ultimate tax determination is uncertain. As required by FIN No. 48, we recognize the financial statement benefit of a tax position only after determining that the relevant tax authority would more likely than not sustain the position following an audit. For tax positions meeting the more-likely-than-not threshold, the amounts we recognize in the financial statements are the largest benefits that have a greater than 50 percent likelihood of being realized upon ultimate settlement with the relevant tax authority. We will establish a valuation allowance to reduce deferred tax assets unless it is more likely than not that we will generate sufficient taxable income to allow for the realization of our deferred net tax assets. The provision for income taxes includes the impact of potential tax claims and changes to accruals and valuation allowances that we consider appropriate, as well as the related penalties and interest expense. In addition to our judgments and use of estimates, there are inherent uncertainties surrounding income taxes that could result in actual amounts that differ materially from our estimates. Any adjustments in our tax provision related to these contingencies could have a material effect on our financial condition, results of opera

## **Results of Operations**

#### **Net Revenue**

Net revenue is calculated as the selling price of our products less an estimate for returns. We derive net revenue primarily from licensing software as well as follow on sales of add-on software modules, incremental capacity and the sale of maintenance, support and service agreements, professional services, appliances and the resale of fax boards.

The following table provides revenue data for the periods indicated:

	Quarter Ended June 30,			Six Months Ended June 30,		
			Percent			Percent
(in thousands, except % amounts)	2008	2007	Change	2008	2007	Change
Software revenue	\$11,274	\$8,363	34.8 %	\$20,129	\$15,456	30.2 %
	Ψ11,271	ψ0,505	31.0 70	Ψ20,129	Ψ15,150	30.2 70
Maintenance, support and services revenue	14,927	9,838	51.7 %	29,312	19,217	52.5 %
Hardware revenue						
riaidwaie ievelide	3,799	4,765	(20.3 %)	7,461	8,806	(15.3 %)
Appliance revenue						
	2,098		100.0 %	3,115		100.0 %

\$32,098 \$22,966 39.8 % \$60,017 \$43,479 38.0 %

Revenue increased during the quarter and six months ended June 30, 2008 compared to the same periods in 2007 primarily due to the inclusion of the results of CDT from January 4, 2008 and Castelle for the entire quarter and six months ended June 30, 2008. See Note 7 to our unaudited consolidated financial statements for certain pro forma financial information related to the CDT acquisition.

Software, maintenance support and services, and hardware revenue increased for the quarter and six months ended June 30, 2008 compared to the same periods in 2007 primarily due to the inclusion of CDT and Castelle in our operating results. Excluding the acquisitions of CDT and Castelle, for the quarter and six months ended June 30, 2008 compared to the same periods in 2007, software revenue was approximately flat, and maintenance, support and services revenue increased by 1.4% and 3.3%, respectively.

We resell third party hardware with our RightFax and CDT product lines as part of solution. We resell fax boards with a significant number of our RightFax software products, and the volume and associated revenue will vary from period to period depending upon the mix of software sold and customer requirements. Excluding the acquisitions of CDT and Castelle, hardware revenue for the quarter and six months ended June 30, 2008 decreased compared to the same periods in 2007 primarily due to several large sales to large customers in the first half of 2007 and due to an increased number of customers migrating to a software-based communication protocol.

Revenue by geographic region, as determined by shipping destination, was as follows:

	Quarter Ended June 30,		Six Months Ended June 30,		
(in thousands)	2008	2007	2008	2007	
North America	\$19,086	\$16,595	\$ 36,895	\$ 31,839	
Europe	9,807	2,968	17,098	5,450	
Asia Pacific	7,007	2,700	17,090	3,430	
	1,464	1,811	2,697	3,238	
Rest of world					
	1,741	1,592	3,327	2,952	
Total net revenue					
	\$32,098	\$22,966	\$60,017	\$43,479	

Revenue from the rest of world consists primarily of sales to the Middle East, Africa, India and countries in the Latin America region. Revenue for the United States was \$18.4 million and \$15.8 million for the quarters ended June 30, 2008 and 2007, respectively and \$35.2 million and \$30.2 million for the six months ended June 30, 2008 and 2007, respectively. No single customer represented more than 10% of our net revenue for the quarters and six months ended June 30, 2008 and 2007. The large increase in revenue from Europe is due to the inclusion of CDT's revenue in our operating results for the quarter and six months ended June 30, 2008.

International revenue, outside North America, as a percent of total revenue and as determined by shipping destination, was as follows:

	Quarter Ended June 30,			Six Months Ended June 30,				
	2008		2007		2008	_	2007	
Software revenue	15.1	%	13.8	%	14.6	%	12.9	%
Maintenance, support and services revenue	19.3	%	7.6	%	18.1	%	7.4	%
Hardware revenue	4.7	%	6.3	%	4.7	%	6.4	%
Appliance revenue	1.4	<u>%</u>	0.0	<u>%</u>	1.1	<u>%</u>	0.0	_%
Net International revenue	40.5	<u>%</u>	27.7	<u>%</u>	38.5	<u>%</u>	26.7	<u>%</u>

Our results of operations may fluctuate as a result of seasonal variabilities. In recent years, our product lines have experienced seasonality with a decline in revenue during the first quarter compared to the prior year's fourth quarter, building gradually during the second and third quarters, and ending with the fourth quarter as our largest quarter for revenue. Revenue from our international customers generally

reflects less seasonal variabilities as compared to our North America customers. As we continue to grow our business internationally, our results of operations are expected to be less affected by seasonality.

We anticipate revenue will increase in the second half of 2008 due to the seasonality of our revenue which typically increases over the course of the year. We also anticipate revenue will increase in the remaining 2008 quarters compared to the prior year quarters primarily due to the inclusion of revenue from the CDT and Castelle product lines.

#### **Gross Profit**

Gross profit is calculated as the difference between net revenue and the cost of revenue. Cost of revenue includes manufacturing and distribution costs for products and programs sold, royalties for licensed products, amortization of acquired technology, product warranty costs, operation costs related to product technical support and costs associated with the delivery of professional services. Gross margin is calculated by dividing gross profit by total revenue.

The following table provides gross profit data for the periods indicated:

	Quarter Ended June 30,		Six Months Ended June 30,		
(in thousands, except % amounts)	2008	2007	2008	2007	
Gross profit	\$21,791	\$16,073	\$39,957	\$30,328	
Gross margin	67.9 %	70.0 %	66.6 %	69.8 %	

Gross margin decreased for the quarter and six months ended June 30, 2008 compared to the same respective periods in 2007. The decrease was primarily due to the inclusion of the operating results of CDT and Castelle, which have lower profit margins than our traditional business. Technology amortization expense recognized in the quarter and six months ended June 30, 2008 related to acquisitions including Castelle and CDT was \$1.1 million and \$2.2 million, respectively.

## Research and Development

Research and development expenses consist of the salaries and related benefits for our product development personnel, prototype materials and expenses related to the development of new and improved products, facilities and depreciation expenses.

	Quarter Ended June 30,		Six Months Ended June 30,		
(in thousands, except % amounts)	2008	2007	2008	2007	
Research and development	\$6,193	\$3,633	\$12,544	\$ 6,819	
Percentage of revenue	19.3 %	15.8 %	20.9 %	15.7 %	

For the quarter ended June 30, 2008, research and development expenses increased \$2.6 million compared to the same period last year, primarily due to additional staff as a result of the acquisitions of Castelle and CDT (\$2.1 million) and increased payments to third parties for outsourcing programs of \$0.5 million.

For the six months ended June 30, 2008, research and development expenses increased \$5.7 million compared to the same period last year, primarily due to additional staff as a result of the acquisitions of Castelle and CDT (\$4.6 million) and increased payments to third parties for outsourcing programs of \$1.2 million.

We expect overall research and development expenses to be approximately flat compared to the second quarter of 2008 for the remaining quarters in 2008.

#### **Selling and Marketing**

Selling and marketing expenses consist primarily of salaries and benefits, sales commissions, travel expenses and related facilities costs for our sales, business development, marketing and order management personnel. Selling expenses also include professional fees associated with partner development, as well as costs of programs aimed at increasing revenue, such as advertising, trade shows, public relations and other market development programs.

	Quarter Ended June 30,		Six Months Ended June 30,	
(in thousands, except % amounts)	2008	2007	2008	2007
Selling and marketing	\$12,392	\$8,900	\$24,614	\$17,178
Percentage of revenue	38.6 %	38.8 %	41.0 %	39.5 %

The increase of \$3.5 million in selling and marketing expenses for the quarter ended June 30, 2008 compared to same period last year, was due primarily to increases in staffing costs of \$2.9 million primarily related to the inclusion of Castelle and CDT sales and marketing personnel and \$1.4 million related to adding additional personnel in our North America and International sales organizations. These increases were offset by decreases in staffing costs of \$778,000 as we have fewer personnel in our marketing department than a year ago.

The increase of \$7.4 million in selling and marketing expenses for the six months ended June 30, 2008 compared to the same period last year, was due primarily to increases in staffing costs of \$6.0 million primarily related to the inclusion of Castelle and CDT sales and marketing personnel and \$2.5 million related to adding additional personnel in our North America and International sales organizations. These increases were offset by decreases in staffing costs of \$1.0 million as we have fewer personnel in our marketing department than a year ago.

We expect selling and marketing expenses will modestly decline in the third quarter of 2008 and will modestly increase in the fourth quarter of 2008 compared to the second quarter of 2008, with expected increased investment in international markets and new product launch programs offset by expected reductions in other spending categories.

#### General and Administrative

General and administrative expenses consist of the salaries, benefits and related costs of our executive, finance, information technology, human resource and legal personnel, third-party professional service fees, bad debt charges, facilities, and depreciation expenses.

Quarter Ended June 30,		Six Months Ended June 30,		
(in thousands, except % amounts)	2008	2007	2008	2007
General and administrative	\$6,265	\$4,102	\$ 12,726	\$ 8,818
Percentage of revenue	19.5 %	17.9 %	21.2 %	20.3 %

The \$2.2 million increase in general and administrative expenses in the quarter ended June 30, 2008 compared to the same period last year was due primarily to increases in staffing costs of \$1.3 million primarily related to including Castelle and CDT employees, increased legal and professional fees of \$440,000 associated with our evaluation of strategic alternatives and related shareholder matters and decreased capitalized labor costs of \$452,000 as in 2007, we implemented an enterprise resource planning system.

The \$3.9 million increase in general and administrative expenses in the six months ended June 30, 2008 compared to the same period last year was due primarily to increases in staffing costs of \$2.2 million primarily related to including Castelle and CDT employees, increased legal and professional fees of \$1.1 million associated with our evaluation of strategic alternatives and related shareholder matters and decreased capitalized labor costs of \$1.0 million as in 2007, we implemented an enterprise resource planning system.

Excluding costs associated with our evaluation of strategic alternatives and related shareholder matters, which we are unable to predict but which could be material in a given quarter and for the year, we expect general and administrative costs to modestly decline in the remaining quarters in 2008 compared to the second quarter of 2008 due to anticipated acquisition synergies and higher efficiency from infrastructure improvements.

## **Amortization of Intangible Assets**

Amortization expense includes amortization of intangible assets acquired with our acquisitions of CDT, Castelle, IMR, Teamplate and Infinite Technologies, in addition to amortization expense associated with two nonexclusive license agreements with Syntellect and AudioFax. Amortization expense for acquired core technology and license agreements is recorded in cost of revenue and was \$1.1 million and \$2.2 million for the quarter and six months ended June 30, 2008, respectively, and \$481,000 and \$962,000 for the quarter and six months ended June 30, 2007, respectively.

Amortization expense recorded in operating expenses related to the acquisitions was \$694,000 and \$1.4 million for the quarter and six months ended June 30, 2008, respectively, and \$142,000 and \$283,000 for the quarter and six months ended June 30, 2007, respectively. The increase in amortization expense during the quarter and six months ended June 30, 2008 compared to the same periods in 2007 is due to the amortization of CDT and Castelle intangibles acquired in January 2008 and July 2007, respectively. We expect amortization expense for 2008 to increase for the remainder of 2008, in comparison to 2007, due to the amortization of the CDT and Castelle intangibles. See Note 7 to our unaudited consolidated financial statements.

#### **In-Process Research and Development**

In-process research and development expense resulted from the acquisition of CDT. See Note 7 to our unaudited consolidated financial statements. For the guarter and six months ended June 30, 2008, we recorded \$54,000 and \$1.3 million, respectively.

## Sale of CallXpress Product Line

In September of 2003, we sold our CallXpress product line to Applied Voice and Speech Technologies, Inc. ("AVST"). Concurrent with the transaction, we entered into an earn-out agreement with AVST which entitled us to receive additional payments of up to \$1.0 million per year for each of the three years following the sale, depending on AVST's success in achieving certain revenue targets. In March 2007, we received the final cash payment of \$1.0 million pursuant to this agreement. This cash receipt was classified on our income statement in operating expenses in the first quarter of 2007.

#### Other Income, Net

Other income, net, consists of investment income, changes in the fair value of derivative instruments, interest expense on our Credit Facility and foreign currency transaction gains and losses. For the quarter and six months ended June 30, 2008, net other expense was \$1.1 million and \$0.8 million, respectively, compared to net other income of \$630,000 and \$1.3 million, respectively, for the same periods last year. The decrease was due primarily to a realized loss of \$3.1 million related to the foreign currency exchange forward contract which was settled on April 4, 2008 with the bank (see "Liquidity and Capital Resources"), the change in the fair value of the cross-currency swap which resulted in an unrealized loss of \$1.0 million and decreased interest income as a result of having less cash available to invest as a result of our acquisition of CDT, partially offset by a \$3.8 million unrealized gain primarily due to the revaluation of the intercompany loan from CDT.

#### **Income Tax Benefit**

We are subject to income taxes in both the United States and numerous foreign jurisdictions. Significant judgment is required in evaluating our tax positions and determining our provision for income taxes. During the ordinary course of business, there are transactions and calculations for which the ultimate tax determination is uncertain. As required by FIN No. 48, we recognize the financial statement benefit of a tax position only after determining that the relevant tax authority would more likely than not sustain the position following an audit. For tax positions meeting the more-likely-than-not threshold, the amounts we recognize in the financial statements are the largest benefits that have a greater than 50 percent likelihood of being realized upon ultimate settlement with the relevant tax authority. We adjust these accruals in light of changing facts and circumstances, such as the closing of a tax audit or the expiration of statutes of limitations. The provision for income taxes includes the impact of potential tax claims and changes to accruals that we consider appropriate, as well as the related penalties and interest.

Our effective tax rates differ from the statutory rate primarily due to state income taxes, foreign income taxes, tax exempt interest income, research and development credits and accruals for certain tax exposures discussed above. In the second quarters of 2008 and 2007, we recorded an income tax benefit of \$2.2 million and an income tax provision of \$90,000, respectively, on income (loss) from continuing operations. In addition, we recorded an income tax benefit of \$4.0 million and an income tax provision of \$6,000, respectively, on income from continuing operations for the six months ended June 30, 2008 and 2007.

At June 30, 2008, we have available unused net operating losses that may be applied against future taxable income. These net operating losses consist of international losses of \$6.1 million that do not expire, federal losses of \$11.0 million that expire from 2021 to 2028, and state losses of \$14.8 million that expire from 2009 to 2028. Additionally, we have \$3.1 million of tax attributes from our Canadian subsidiary which are primarily investment tax credits and deferred research and development expenditures which begin to expire in 2010.

Our policy is to evaluate our deferred tax assets on a jurisdiction by jurisdiction basis and record a valuation allowance for our deferred tax assets if we do not have sufficient positive evidence indicating that we will have future taxable income available to utilize our deferred tax assets. In assessing the need for a valuation allowance, we first examine our historical cumulative three year pre-tax book income (loss). At the quarters, we examine our historical cumulative trailing three year pre-tax book income (loss). If we have historical cumulative three year pre-tax book income, we consider this to be strong positive evidence indicating we will be able to realize our deferred tax assets in the future. Absent the existence of any negative evidence outweighing the positive evidence of cumulative three year pre-tax book income, we do not record a valuation allowance for our deferred tax assets.

If we have historical cumulative three year pre-tax book losses, we then examine our historical cumulative three year pre-tax book losses to determine whether any unusual or abnormal events occurred in this time period which would cause the results not to be an indicator of future performance. As such, we normalize our historical cumulative three year pre-tax results by excluding abnormal items that are not expected to occur in the future. This analysis of "normalized" historical book income includes material management assumptions that relate to the appropriateness of excluding non-recurring items. If, after excluding non-recurring items, we have "normalized" historical cumulative three year pre-tax book income, we consider this strong positive evidence indicating we will be able to realize our deferred tax assets in the future. We then assess any additional positive and negative evidence such as the existence or absence of historical cumulative three year taxable income, future reversals of existing taxable temporary differences, future taxable income exclusive of reversing temporary differences and carry forwards and taxable income in prior carry back years. After reviewing and weighing all of the positive and negative evidence, if the positive evidence outweighs the negative evidence then we do not record a valuation allowance for our deferred tax assets. If the negative evidence outweighs the positive evidence, then we record a valuation allowance for our deferred tax assets.

For our U.S. federal jurisdiction, we incurred U.S. cumulative pre-tax book losses of \$2.5 million for the three years ended December 31, 2007. As of June 30, 2008, we continue to believe, based on the weight of available evidence, that no valuation allowance is required at June 30, 2008 for our deferred tax assets related to U.S. federal net operating losses and other U.S. deferred tax assets because the preponderance of objectively verifiable positive evidence outweighs available negative evidence.

Objectively verifiable positive evidence considered for purposes of this determination includes our "normalized" cumulative pre-tax book income of \$1.0 million for the three years ended December 31, 2007 exclusive of certain expenses in 2005 that we believe were aberrations including: (1) \$2.1 million for incentive compensation paid pursuant to an earn-out agreement with the former founders of Teamplate which we acquired in 2003 and (2) \$1.4 million of increased accounting and consulting fees incurred to comply with the Sarbanes Oxley Act of 2002 which we consider to be in excess of our normal and recurring fees for annual compliance. We believe these are unusual items that are not indicative of a continuing condition and should be considered an aberration for purposes of determining our earnings history for assessing the realizability of our deferred tax assets in accordance with the recognition criteria of SFAS No. 109. In addition to the objective positive evidence, we also have positive evidence that is more subjective in nature including projected cumulative three year earnings for the period 2006 through 2008 and projected cumulative 3 year taxable income for the period 2008 through 2010. We incurred a U.S. pretax loss of \$5.7 million for the six month period ended June 30, 2008, however, our U.S. results are tracking to our plan for the twelve months ending December 31, 2008. These positive evidences are less certain than the objective positive evidences and therefore carry less weight when evaluating whether a valuation allowance is not needed. Negative evidence we considered was our history of cumulative book losses for the three years ended December 31, 2007, which we believe was an aberration, as discussed above. Based on the weight of all

available evidence, we believe it is more likely than not that we will generate sufficient future U.S. taxable income to realize our U.S. deferred tax assets at June 30, 2008. In addition, we believe it is more likely than not that we will utilize our net operating loss carry forwards and they will not be limited by Internal Revenue Code Section 382 before they expire. We also believe that because of our assumptions and judgment involved with this analysis, there is an element of uncertainty that these U.S. federal net operating losses and U.S. deferred tax assets will be utilized in the future. Management will continue to monitor the operating results of the third quarter of 2008 to determine whether it is more-likely-than-not that we will utilize our U.S. net operating loss carry forwards and deferred tax assets prior to their expiration. If based upon the third quarter of 2008 operating results companied with the additional factors previously discussed we feel that there is not a more-likely-than-not basis that the Company will be able realize the U.S net operating loss carry forwards and deferred tax assets, we may record a valuation allowance at that time.

In Canada, we recorded a full valuation allowance against our investment tax credits of our Canadian subsidiary because we do not believe it is more likely than not that we will utilize the credits prior to the expiration of the statutory carry forward period. With projected Canadian income insufficient to support utilization of the investment tax credit carryovers prior to expiration, there is substantial negative evidence supporting our conclusion regarding realizability of the tax credit carryovers.

In our other foreign jurisdictions, we believe that our net operating losses are more likely than not to be realized. Our history of income and net operating loss utilization, coupled with an indefinite carry forward period for net operating losses provide sufficient objectively verifiable positive evidence to support our conclusion regarding realizability of these carry forwards.

## **Liquidity and Capital Resources**

Our principal sources of liquidity are our cash and cash equivalents and our \$20 million Credit Facility. Cash, cash equivalents, restricted cash and investments at June 30, 2008 totaled \$29.7 million, a decrease of \$17.5 million from December 31, 2007. The decrease in cash, cash equivalents, restricted cash and short and long-term investments from 2007 to 2008 was primarily due to the CDT acquisition of \$17.9 million, capital purchases of \$3.8 million and cash used in our operating activities of \$6.6 million (which includes a \$3.1 million realized loss related to a foreign exchange forward contract that was settled on April 4, 2008 with the bank). These decreases were partially offset by net proceeds drawn from our Credit Facility of \$8.1 million. Capital expenditures during the six months ended June 30, 2008 consisted primarily of leasehold improvements and furniture and fixtures related to our new offices in Bellevue, Washington and Tucson, Arizona. We believe existing cash and cash equivalents together with funds generated from operations will be sufficient to meet our anticipated working capital needs and capital expenditure needs for the next 12 months and the foreseeable future.

Cash used in operations during the six months ended June 30, 2008 was \$6.6 million compared to cash provided by operations during the same period in 2007 of \$6.8 million. Cash provided by operations in the first half of 2008 decreased significantly due to a net loss of \$9.4 million compared to a net loss of \$430,000 in 2007.

Cash used in investing activities during the six months ended June 30, 2008 was \$21.7 million compared to cash provided by investing activities of \$2.7 million during the same period in 2007. Cash used in investing activities during the six months ended June 30, 2008 included \$17.9 million used to purchase CDT, net of cash acquired, and \$3.8 million used to purchase leasehold improvements and equipment and furniture and fixtures. Capital asset purchases in the first half of 2008 were \$3.8 million compared to \$2.4 million in the first half of 2007. We anticipate our capital spending will decrease in the remaining quarters of 2008 as we have completed our office moves which primarily occurred in the first quarter of 2008.

Cash provided by financing activities during the six months ended June 30, 2008 was \$9.5 million compared to cash used in financing activities of \$2.6 million during the first half of 2007. Upon the closing of the Credit Facility in January 2008 and during the first quarter of 2008, we obtained cash advances totaling \$9.7 million. On April 3, 2008, we obtained an additional cash advance of \$3.1 million. On June 6, 2008 and June 27, 2008, we repaid \$1.0 million and \$4.0 million, respectively. In addition, we repurchased 36,000 shares of our common stock for \$138,000 under our stock repurchase program during the six months ended June 30, 2008. We repurchased 761,900 shares of our common stock for \$4.9 million during the six months ended June 30, 2007.

#### Foreign currency exchange forward contracts

On January 2, 2008, we loaned our wholly-owned subsidiary, CVG, 31.6 million to finance the acquisition of CDT as well as pay on behalf of CDT approximately 3.1 million of profit-sharing CDT owed to its former owner. The loan accrues interest at a rate equal to the 3 months EURIBOR rate plus 2.75% per annum. We intend to have CDT remit its excess cash to us in repayment of the intercompany loan on behalf of CVG. CVG is a holding company with no operations and therefore has no cash. CDT, on the other hand, is an operating company with cash. However, until recently, CDT was restricted from making distributions or loans to CVG to allow CVG to repay the intercompany loan from us, except for the 3.1 million of profit-sharing we paid to CDT's former owner on behalf of CDT. This was due to the more restrictive capital maintenance rules under German law that apply to distributions or loans to shareholders.

Until the intercompany loan is repaid, this loan exposes us to significant gains and losses from fluctuations in the exchange rate of Euros to U.S. dollars. To mitigate the risk of a decline in the value of the Euro to the dollar, on January 11, 2008, we entered into a foreign currency

exchange forward contract, agreeing to sell approximately 31.6 million on April 4, 2008 at an exchange rate of \$1.4721 per Euro. On April 4, 2008, when the exchange rate was \$1.5697 per Euro, we realized a loss of \$3.1 million on the foreign currency exchange forward contract and paid the bank \$3.1 million to settle the contract. This cash loss was offset by a non-cash gain of \$3.1 million on the revaluation of the intercompany loan balance on April 4, 2008.

On April 3, 2008, to mitigate our foreign currency exposure on the anticipated repayments of the intercompany loan, we entered into two foreign currency exchange forward contracts with maturity dates of April 11, 2008 and June 27, 2008 for notional amounts of 3.0 million and 4.0 million, respectively, at exchange rates of \$1.5683 per Euro and \$1.5601 per Euro, respectively.

On April 9, 2008, CDT, paid us 2.7 million reducing the outstanding intercompany loan balance to 28.9 million (\$46.8 million) including accrued interest. The 2.7 million payment was comprised of 3.1 million for the repayment of the profit-sharing we paid on CDT's behalf to the Seller, net of additional purchase price paid to the Seller of 463,000. Pursuant to the Sale and Purchase Agreement, the purchase price paid at closing included a payment for CDT's estimated cash balance on December 31, 2007 and included a provision to adjust the purchase price once CDT's actual cash balance at December 31, 2007 could be determined. The additional purchase price of 463,000 represents the additional cash CDT held at December 31, 2007. Upon receipt of this intercompany loan repayment from CDT, we settled the foreign currency exchange forward contract with a maturity date of April 11, 2008 with the bank.

On June 27, 2008, CDT and CVG entered into a merger agreement under which CDT has merged into CVG with CVG as the surviving corporation. As a result of the merger, CVG is both the borrower under the intercompany loan from us and is also an operating company with cash. After the merger, the more permissive rules under German law applicable to repayment of a loan from a shareholder apply.

In connection with the merger, CDT made a payment of 4.0 million to us which reduced the intercompany loan balance. We also made an equity contribution of 3.0 million into the surviving corporation by forgiving a portion of the intercompany loan balance by this amount. Upon receipt of the 4.0 million intercompany loan repayment from CDT, we settled the foreign currency exchange forward contract with a maturity date of June 27, 2008 with the bank.

Also in connection with the merger, we entered into a subordination agreement with CVG whereby 10.0 million of the intercompany loan, including accrued interest, was subordinated to all claims by other CVG's creditors. According to the capital maintenance rules under German law, net equity including net income (loss) from operations must be maintained as a positive amount while repaying a loan from a shareholder, referred to as the "over-indebtedness rule." The subordinated amount may be treated as equity instead of debt for the purposes of calculating this amount.

As of June 30, 2008, all of our foreign currency exchange forward contracts were settled with the bank.

#### Cross-currency swap contract

On April 29, 2008, to mitigate the majority of our foreign currency exposure on the outstanding intercompany loan, we entered into a cross-currency swap contract for a notional amount of 21.5 million. Under the terms of the cross-currency swap, during the period ending January 15, 2009, we pay in Euros at a rate of 5.24% and we receive US dollars at a rate of 3.11% on \$33.5 million. Effective January 15, 2009, we will pay in Euros at a rate of the three-month EURIBOR plus 0.32% and we will receive U.S. dollars at a rate of the three-month LIBOR on \$33.5 million. The cross-currency swap payment dates and amounts match the amounts and dates we expect to receive payments on the loan from our subsidiary. If our subsidiary is unable to remit cash in repayment of the intercompany loan in accordance with the agreed payment schedule, we are exposed to U.S. dollar cash flow risks. To the extent that any payment due on the cross-currency swap contract is in a loss position on the date it is due and we do not receive a corresponding payment from our subsidiary, we will have to settle the contract in U.S. dollars equal to the amount of the loss. The payments on the cross-currency swap and the corresponding payments from our subsidiary are scheduled to be made quarterly, including principal and accrued interest, and begin on January 15, 2009 and end on October 18, 2013, as long as the liquidity of the surviving corporation is sufficient to carry out its operations.

As of June 30, 2008, the cross-currency swap was our only derivative instrument outstanding. As of June 30, 2008, the derivative liability balance related to the cross-currency swap was \$1.0 million of which \$0.3 million was included in current liabilities and \$0.7 million was included in other long-term liabilities in our consolidated balance sheet.

#### Contractual Obligations and Commercial Commitments

On January 2, 2008, we entered into a credit agreement providing for a senior secured revolving credit facility with Wells Fargo Foothill, LLC, as arranger, administrative agent, swing lender, and letter of credit issuer, and the other lenders party thereto (the "Credit Facility").

The Credit Facility provides for a \$10.0 million revolving line of credit commitment, which may be used (i) for revolving loans, (ii) for swing line advances, subject to a sublimit of \$2.0 million, and (iii) to request the issuance of letters of credit on our behalf, subject to a

sublimit of \$5.0 million. On April 2, 2008, as allowed under the facility, we requested and received an increase to the Credit Facility for \$10.0 million, bringing the total Credit Facility to \$20.0 million. The credit available under the Credit Facility was used to pay a portion of the purchase price for the acquisition of ODT as described in Note 7 to our unaudited consolidated financial statements and to finance our ongoing working capital, capital expenditure, and general corporate needs. Upon the closing of the Credit Facility and during the first quarter of 2008 we obtained cash advances totaling \$9.7 million. On April 3, 2008 we obtained an additional cash advance of \$3.1 million. On June 6, 2008 and June 27, 2008, we repaid \$1.0 million and \$4.0 million, respectively. At June 30, 2008, the outstanding balance on our Credit Facility was \$8.1 million, including accrued interest.

We may, subject to applicable conditions, elect interest rates on our revolving borrowings calculated by reference to (i) the LIBOR rate (the "LIBOR Rate") fixed for given interest periods, plus a margin determined by our average daily balance of the revolving loan usage during the preceding month or (ii) Wells Fargo Bank, National Association's prime rate (or, if greater, the average rate on overnight federal funds plus one half of one percent) (the "Base Rate"), plus a margin determined by our average daily balance of the revolving loan usage during the preceding month. For swing line borrowings, we will pay interest at the Base Rate, plus a margin determined by our average daily balance of the revolving loan usage during the preceding month. For borrowings made with the LIBOR Rate, the margin ranges from 250 to 275 basis points, while for borrowings made with the Base Rate, the margin ranges from 100 to 125 basis points. The weighted average interest rate on our outstanding loan balance during the quarter and six months ended June 30, 2008 was 6.33% and 6.80%, respectively.

The Credit Facility matures on January 2, 2013, at which time all outstanding borrowings and accrued but unpaid interest must be repaid and all outstanding letters of credit must have been cash collateralized.

The Credit Facility provides for the payment of specified fees and expenses, including commitment and unused line fees, and contains certain loan covenants, including, among others, financial covenants providing for a minimum EBITDA and maximum amount of capital expenditures, and limitations on our ability with regard to the incurrence of debt, the existence of liens, stock repurchases and dividends, investments, and mergers, dispositions and acquisitions, and events constituting a change in control. Our obligations under the Credit Facility are guaranteed by certain of our direct and indirect domestic subsidiaries (collectively, the "Guarantors").

The Credit Facility contains events of default that include, among others, non-payment of principal, interest or fees, violation of covenants, inaccuracy of representations and warranties, bankruptcy and insolvency events, material judgments, and cross defaults to certain other indebtedness. The occurrence of an event of default will increase the applicable rate of interest and could result in the acceleration of our obligations under the Credit Facility and the obligations of any or all of the Guarantors to pay the full amount of our obligations under the Credit Facility.

#### Item 3. OUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Our company is exposed to market risks, including changes in interest rates and foreign currency exchange rates, each of which could adversely affect the value of certain assets and liabilities. We do not hold or issue financial instruments for speculative or trading purposes.

#### Interest rate risk

On January 2, 2008, we entered into a credit agreement providing for a senior secured revolving credit facility of \$10.0 million. On April 2, 2008, we requested and received an increase to the Credit Facility for \$10.0 million, bringing the total Credit Facility to \$20.0 million. Upon closing of the credit facility and during the first quarter of 2008, we obtained cash advances totaling \$9.7 million and on April 3, 2008 we obtained an additional cash advance of \$3.1 million. On June 6, 2008 and June 27, 2008, we repaid \$1.0 million and \$4.0 million, respectively. The interest rate on the credit facility is based upon either: LIBOR plus an applicable margin, or the prime rate or base rate plus an applicable margin. The credit facility matures on January 2, 2013. See "Management's Discussion and Analysis of Financial Condition and Results of Operations–Liquidity and Capital Resources–Contractual Obligations and Commercial Commitments" for more information on our Credit Facility.

Based on our outstanding credit facility obligation of \$8.1 million as of June 30, 2008, assuming a hypothetical increase of 5%, 10% and 20% in interest rates over the next year, annualized interest expense would increase by approximately \$405,000, \$810,000 and \$1.6 million, respectively. Such potential increases are based on certain simplified assumptions, including an immediate, across-the-board increase in the level of interest rates with no other subsequent changes for the remainder of the periods.

On April 29, 2008, to mitigate the majority of our foreign currency exposure on the outstanding intercompany loan, we entered into a cross-currency swap contract for a notional amount of 21.5 million. Under the terms of the cross-currency swap, during the period ending January 15, 2009, we pay in Euros at a rate of 5.24% and we receive US dollars at a rate of 3.11% on \$33.5 million. Effective January 15, 2009, we will pay in Euros at a rate of the three-month EURIBOR plus 0.32% and we will receive U.S. dollars at a rate of the three-month LIBOR on \$33.5 million. Our cross-currency swap contract is a derivative instrument and is re-measured at fair value each reporting period. The fair value of the cross-currency swap is determined based on the market interest rates and the Euro/U.S. dollar exchange rate. Changes in

market interest rates and foreign exchange rates will affect the fair values of our derivative instrument and may have a material effect on our financial results. See "-Foreign currency risk-Cross-currency swap contract" below for more information on this contract.

# Foreign currency risk

Currently, our U.S. sales and some international sales are denominated in U.S. dollars. We may also price our international sales to the United Kingdom in British pounds sterling, to Canada in Canadian dollars, to Australia in Australian dollars and to participating European Community countries in Euros. Increases in the value of the U.S. dollar against any local currencies could cause our U.S.-

based products to become relatively more expensive to customers in a particular country or region, leading to reduced revenue or profitability in that country or region. We expect to continue to expand our international operations, particularly with the acquisition of CDT in January 2008, and accordingly, we expect our non-U.S.-dollar-denominated revenue, expenses, and intercompany balances and our exposure to gains and losses on international currency transactions will increase.

Based on the net foreign currency denominated balances held by our U.S. parent company at June 30, 2008 of \$36.8 million, an assumed hypothetical 5%, 10% and 20% strengthening of the U.S. dollar in relation to the denominated foreign currencies would result in losses of \$1.8 million, \$3.7 million, and \$7.4 million, respectively. We would record these losses in "other income (expense), net" in our consolidated statements of operations.

In addition, the results of operations and financial condition of our international operations and subsidiaries are exposed to foreign exchange rate fluctuations due to translation to U.S. dollars for reporting purposes. Upon translation, operating results may differ materially from expectations, and we may record significant gains or losses on the remeasurement of certain balances denominated in foreign currencies. For example, with respect to our net assets or net revenue denominated in currencies other than the U.S. dollar, a strengthening U.S. dollar would result in less net assets or net revenue when converted to U.S. dollars, which could have a material adverse impact on our financial condition or results of operations. Conversely, for an entity with various financial instruments denominated in a foreign currency in a net liability position and net expenses, a weakening in the U.S. dollar would result in more net liabilities or net expenses when converted to U.S. dollars.

As we have expanded our international operations, and particularly with the acquisition of CDT in early January 2008, our exposure to these exchange rate risks has increased. As of the date of this report, a significant portion of our net assets are denominated in Euros and, to a lesser extent, in Canadian dollars, Australian dollars and British pounds sterling. Moreover, with the acquisition of CDT, a significant portion of our consolidated revenue and expenses will be denominated in Euros. Historically, we have not hedged our foreign currency translation risk, although we may do so in the future. We performed a sensitivity analysis assuming a hypothetical adverse movement in foreign exchange rates to the underlying foreign currency exposures for our asset and liability positions based in foreign currencies as of June 30, 2008. The sensitivity analysis indicated that a hypothetical 5%, 10% and 20% adverse movement in foreign currency exchange rates would result in a \$489,000, \$978,000 and \$2.0 million, respectively, loss in fair values of foreign currency based assets and liabilities as of June 30, 2008 compared to a \$456,000, \$912,000 and \$1.8 million, respectively, loss in fair values of foreign currency based assets and liabilities at June 30, 2007. Fluctuations in our foreign denominated assets and liabilities are recorded in "accumulated other comprehensive income (loss)," a separate component of shareholders' equity.

#### Foreign currency exchange forward contracts

On January 2, 2008, we loaned our wholly-owned subsidiary, CVG, 31.6 million to finance the acquisition of CDT as well as pay on behalf of CDT approximately 3.1 million of profit-sharing CDT owed to its former owner. The loan accrues interest at a rate equal to the 3 months EURIBOR rate plus 2.75% per annum. We intend to have CDT remit its excess cash to us in repayment of the intercompany loan on behalf of CVG. CVG is a holding company with no operations and therefore has no cash. CDT, on the other hand, is an operating company with cash. However, until recently, CDT was restricted from making distributions or loans to CVG to allow CVG to repay the intercompany loan from us, except for the 3.1 million of profit-sharing we paid to CDT's former owner on behalf of CDT. This was due to the more restrictive capital maintenance rules under German law that apply to distributions or loans to shareholders.

Until the intercompany loan is repaid, this loan exposes us to significant gains and losses from fluctuations in the exchange rate of Euros to U.S. dollars. To mitigate the risk of a decline in the value of the Euro to the dollar, on January 11, 2008, we entered into a foreign currency exchange forward contract, agreeing to sell approximately 31.6 million on April 4, 2008 at an exchange rate of \$1.4721 per Euro. On April 4, 2008, when the exchange rate was \$1.5697 per Euro, we realized a loss of \$3.1 million on the foreign currency exchange forward contract and paid the bank \$3.1 million to settle the contract. This cash loss was offset by a non-cash gain of \$3.1 million on the revaluation of the intercompany loan balance on April 4, 2008.

On April 3, 2008, to mitigate our foreign currency exposure on the anticipated repayments of the intercompany loan, we entered into two foreign currency exchange forward contracts with maturity dates of April 11, 2008 and June 27, 2008 for notional amounts of 3.0 million and 4.0 million, respectively, at exchange rates of \$1.5683 per Euro and \$1.5601 per Euro, respectively.

On April 9, 2008, CDT, paid us 2.7 million reducing the outstanding intercompany loan balance to 28.9 million (\$46.8 million) including accrued interest. The 2.7 million payment was comprised of 3.1 million for the repayment of the profit-sharing we paid on CDT's behalf to the Seller, net of additional purchase price paid to the Seller of 463,000. Pursuant to the Sale and Purchase Agreement, the purchase price paid at closing included a payment for CDT's estimated cash balance on December 31, 2007 and included a provision to adjust the purchase price once CDT's actual cash balance at December 31, 2007 could be determined. The additional purchase price of 463,000 represents the additional cash CDT held at December 31, 2007. Upon receipt of this intercompany loan repayment from CDT, we settled the foreign currency exchange forward contract with a maturity date of April 11, 2008 with the bank.

On June 27, 2008, CDT and CVG entered into a merger agreement under which CDT has merged into CVG with CVG as the surviving corporation. As a result of the merger, CVG is both the borrower under the intercompany loan from us and is also an operating company with cash. After the merger, the more permissive rules under German law applicable to repayment of a loan from a shareholder apply.

In connection with the merger, CDT made a payment of 4.0 million to us which reduced the intercompany loan balance. We also made an equity contribution of 3.0 million into the surviving corporation by forgiving a portion of the intercompany loan balance by this amount. Upon receipt of the 4.0 million intercompany loan repayment from CDT, we settled the foreign currency exchange forward contract with a maturity date of June 27, 2008 with the bank.

Also in connection with the merger, we entered into a subordination agreement with CVG whereby 10.0 million of the intercompany loan, including accrued interest, was subordinated to all claims by other CVG's creditors. According to the capital maintenance rules under German law, net equity including net income (loss) from operations must be maintained as a positive amount while repaying a loan from a shareholder, referred to as the "over-indebtedness rule." The subordinated amount may be treated as equity instead of debt for the purposes of calculating this amount.

As of June 30, 2008, all of our foreign currency exchange forward contracts were settled with the bank.

#### Cross-currency swap contract

On April 29, 2008, to mitigate the majority of our foreign currency exposure on the outstanding intercompany loan, we entered into a cross-currency swap contract for a notional amount of 21.5 million. Under the terms of the cross-currency swap, during the period ending January 15, 2009, we pay in Euros at a rate of 5.24% and we receive US dollars at a rate of 3.11% on \$33.5 million. Effective January 15, 2009, we will pay in Euros at a rate of the three-month EURIBOR plus 0.32% and we will receive U.S. dollars at a rate of the three-month LIBOR on \$33.5 million. The cross-currency swap payment dates and amounts match the amounts and dates we expect to receive payments on the loan from our subsidiary. If our subsidiary is unable to remit cash in repayment of the intercompany loan in accordance with the agreed payment schedule, we are exposed to U.S. dollar cash flow risks. To the extent that any payment due on the cross-currency swap contract is in a loss position on the date it is due and we do not receive a corresponding payment from our subsidiary, we will have to settle the contract in U.S. dollars equal to the amount of the loss. The payments on the cross-currency swap and the corresponding payments from our subsidiary are scheduled to be made quarterly, including principal and accrued interest, and begin on January 15, 2009 and end on October 18, 2013, as long as the liquidity of the surviving corporation is sufficient to carry out its operations.

As of June 30, 2008, the cross-currency swap was our only derivative instrument outstanding. As of June 30, 2008, the derivative liability balance related to the cross-currency swap was \$1.0 million of which \$0.3 million was included in current liabilities and \$0.7 million was included in other long-term liabilities in our consolidated balance sheet.

#### Item 4. CONTROLS AND PROCEDURES

#### **Evaluation of Disclosure Controls and Procedures**

Under the supervision and with the participation of our management, including the chief executive officer and chief financial officer, Captaris has evaluated the effectiveness of its disclosure controls and procedures (as defined in Rule 13a-15(e) under the Securities Exchange Act of 1934, as amended) as of June 30, 2008, the end of the period covered by this report. Based upon that evaluation, our chief executive officer and chief financial officer concluded that our disclosure controls and procedures are effective.

# **Changes in Internal Control Over Financial Reporting**

There have been no changes in our internal control over financial reporting during the quarter ended June 30, 2008 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

#### Part II. OTHER INFORMATION

## Item 1. LEGAL PROCEEDINGS

As reported in our Annual Report on Form 10-K for the year ended December 31, 2007 and in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2008, Captaris has been involved in an ongoing lawsuit in Circuit Court in Cook County, Illinois. The lawsuit was filed by Travel 100 Group, Inc. ("Travel 100"), against Mediterranean Shipping Company ("Mediterranean"). The complaint alleges violations of the Telephone Consumer Protection Act in connection with the receipt of facsimile advertisements that were transmitted by MediaTel Corporation, a wholly-owned subsidiary of Captaris, on behalf of travel service providers, including Mediterranean. All of the assets of MediaTel were sold to a subsidiary of PTEK Holdings, Inc. on September 1, 2003.

The Travel 100 complaint sought injunctive relief and unspecified damages and certification as a class action on behalf of Travel 100 and others similarly situated throughout the United States that received the facsimile advertisements. Mediterranean named Captaris as a third-party defendant and asserted that, to the extent that it is liable, Captaris should be liable under theories of indemnification, contribution or breach of contract for any damages suffered by Mediterranean. Both Captaris and MediaTel have denied any liability in the case because, among other facts and defenses, MediaTel understood that the database and lists of travel agent recipients to whom faxes were sent had authorized that information could be sent to them by fax.

On September 29, 2006, the court in the Mediterranean case granted summary judgment in favor of Mediterranean and Captaris and dismissed the case. In granting summary judgment, the court ruled that Travel 100 had invited the facsimile advertisements and there was no violation of the Telephone Consumer Protection Act. Travel 100 filed a motion for reconsideration, which the court denied. Travel 100 then filed a notice of appeal on December 29, 2006. On May 30, 2008, the Illinois Appellate Court affirmed the trial court's summary judgment order against Travel 100. Travel 100 had until July 7, 2008, to file a Petition for Leave to Appeal to the Illinois Supreme Court. Instead of filing its Petition, Travel 100 filed a motion requesting until August 11, 2008, to file its Petition for Leave to Appeal. The Court granted the requested extension of time to file the Petition. The Illinois Supreme Court grants leave to appeal in only a small fraction of cases. In recent years, the Supreme Court has granted leave in between 2% to 6% of cases where leave to appeal was requested.

Our insurance carrier has agreed to pay defense costs in the Mediterranean case, but has reserved its rights to contest their duty to indemnify Captaris with respect to this matter. We intend to vigorously defend the appeal of the Mediterranean summary judgment ruling; however, litigation is subject to numerous uncertainties and we are unable to predict the ultimate outcome of the Mediterranean case. There is no guarantee that we will not be required to pay damages in respect of this case in the future, which could materially and adversely affect our results of operations, cash flows and financial condition for the quarter or year in which any accrual is recorded or any damages are paid.

Item 6.	EXHIBITS
3(ii)	Amended and Restated Bylaws of Captaris, Inc., as amended on September 30, 2007, March 30, 2008 and April 3, 2008 (incorporated by reference to Exhibit 3(ii) to our Quarterly Report on Form 10-Q (File No. 0-25186) filed on May 9, 2008).
10.1+	Amendment Number One to Credit Agreement, dated as of March 27, 2008, by and among Captaris, Inc., as borrower, Wells Fargo Foothill, LLC, as administrative agent and sole lender.
10.2	Amendment Number Two to Credit Agreement, dated as of May 15, 2008, by and among Captaris, Inc., as borrower, Wells Fargo Foothill, LLC, as administrative agent and sole lender (incorporated by reference to Exhibit 10.1 to our Current Report on Form 8-K (File No. 0-25186) filed on May 21, 2008).
10.3*	Captaris, Inc. Management Incentive Retention Plan (incorporated by reference to Exhibit 10.1 to our Current Report on Form 8-K (File No. 0-25186) filed on April 29, 2008).
10.4*	Captaris, Inc. 2008 Incentive Plan (incorporated by reference to Exhibit 10.1 to our Quarterly Report on Form 10-Q (File No. 0-25186) filed on May 9, 2008).
10.5+*	Captaris, Inc. Executive Severance Pay Plan.
10.6+*	Captaris, Inc. Summary of Nonemployee Director Compensation.
31.1+	Rule 13a-14(a) Certification (Chief Executive Officer)
31.2+	Rule 13a-14(a) Certification (Chief Financial Officer)
32.1+	Section 1350 Certification (Chief Executive Officer)
32.2+	Section 1350 Certification (Chief Financial Officer)

- + Filed herewith.
- \* Management contract or compensatory plan or arrangement.

## **SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized on the 8th day of August 2008.

CAPTARIS, INC.

By: /s/ Peter Papano

Peter Papano

Chief Financial Officer and Treasurer

(Signing on behalf of the registrant and as

Principal Financial Officer)

#### AMENDMENT NUMBER ONE TO CREDIT AGREEMENT

This Amendment Number One to Credit Agreement (this "Amendment") is entered into as of March 27, 2008, by and among **CAPTARIS, INC.**, a Washington corporation ("Borrower"), **WELLS FARGO FOOTHILL, LLC**, as administrative agent ("Agent") and sole Lender under that certain Credit Agreement dated January 2, 2008, by and among Borrower, Agent and the Lenders (as amended, restated, extended, renewed, replaced or otherwise modified from time to time, the "Credit Agreement"), with respect to the following:

#### RECITALS

- A. Borrower has requested that the Lender Group agree to certain amendments of the Credit Agreement; and
- B. The Lender Group is willing to so amend the Credit Agreement as set forth herein.

NOW, THEREFORE, Borrower and the Lender Group hereby amend the Credit Agreement as follows:

1. **<u>DEFINITIONS</u>**. All initially capitalized terms used in this Amendment shall have the meanings ascribed to such terms in the Credit Agreement unless specifically defined herein.

#### 2. AMENDMENTS.

- (a) The following new definition is hereby added to Schedule 1.1 of the Credit Agreement in alphabetical order:
- "Bank Products Reserve" means, as of any date of determination, the amount of reserves that Agent has established (based upon the Bank Product Providers' reasonable determination of the credit exposure of Borrower and its Subsidiaries in respect of Bank Products) in respect of Bank Products then provided or outstanding.
- (b) The following existing definitions in Schedule 1.1 of the Credit Agreement are hereby amended and restated in their entirety to read as follows:
  - "Credit Amount" means the result of (a)(i) 0.75 times (ii) TTM Maintenance Fee Revenues, calculated as of the last month for which financial statements have most recently been delivered pursuant to Section 5.1 minus (b) the amount of the Bank Product Reserve.
  - "Required Library" means, as of any date of determination, the copyrights of the Loan Parties that are based on or derived from those computer software programs or other technology of the Loan Parties that at the time account for not less than 80% of the total amount of the net product and subscription revenues of the Loan Parties for the immediately preceding fiscal quarter of Borrower.
  - (c) Section 2.4(b)(ii) of the Credit Agreement is hereby amended and restated in its entirety to read as follows:
  - "(b) At any time that an Application Event has occurred and is continuing and except as otherwise provided with respect to Defaulting Lenders, all payments remitted to Agent and all proceeds of Collateral received by Agent shall be applied as follows:

- (A) <u>first</u>, to pay any Lender Group Expenses (including cost or expense reimbursements) or indemnities then due to Agent under the Loan Documents, until paid in full,
  - (B) second, to pay any fees or premiums then due to Agent under the Loan Documents until paid in full,
  - (C) third, to pay interest due in respect of all Protective Advances until paid in full,
  - (D) fourth, to pay the principal of all Protective Advances until paid in full,
- (E) <u>fifth</u>, ratably to pay any Lender Group Expenses (including cost or expense reimbursements) or indemnities then due to any of the Lenders under the Loan Documents, until paid in full,
  - (F) <u>sixth</u>, ratably to pay any fees or premiums then due to any of the Lenders under the Loan Documents until paid in full,
- (G) <u>seventh</u>, ratably to pay interest due in respect of the Advances (other than Protective Advances) and the Swing Loans until paid in full,
- (H) <u>eighth</u>, ratably (i) to pay the principal of all Swing Loans until paid in full, (ii) to pay the principal of all Advances until paid in full, (iii) to Agent, to be held by Agent, for the ratable benefit of Issuing Lender and those Lenders having a Revolver Commitment, as cash collateral in an amount up to 105% of the Letter of Credit Usage, and (iv) to Agent, to be held by Agent, for the benefit of the Bank Product Providers, as cash collateral in an amount up to the amount of the Bank Product Reserve,
- (I) <u>ninth</u>, to pay any other Obligations (including the provision of amounts to Agent, to be held by Agent, for the benefit of the Bank Product Providers, as cash collateral in an amount up to the amount determined by Agent in its Permitted Discretion as the amount necessary to secure Borrower's and its Subsidiaries' obligations in respect of Bank Products), and
  - (J) tenth, to Borrower (to be wired to the Designated Account) or such other Person entitled thereto under applicable law.
- (d) Clauses (c), (d) and (e) of Schedule 3.6 to the Credit Agreement are hereby amended and restated in their entirety to read as follows:
- (c) on or prior to the date that is 120 days after the Closing Date, Agent shall have received a Source Code Escrow Agreement, duly executed by the Loan Parties, Agent and an escrow agent reasonably satisfactory to Agent, with respect to the source and object code for each version or versions of each item of computer software programs or other technology of the Loan Parties constituting the Required Library;
- (d) on or prior to the date that is 150 days after the Closing Date, Agent shall have received evidence reasonably satisfactory to it that the source and object code for each version or versions of each item of computer software programs or other technology of the Loan Parties constituting the Required Library has been deposited with the escrow agent in accordance with the terms and conditions of the Source Code Escrow Agreement, as provided in the Security Agreement;

- (e) on or prior to April 15, 2008, Borrower shall have closed all bank accounts that it or its Subsidiaries maintain at Silicon Valley Bank or Borrower shall have otherwise complied with Section 6.11;
- (e) Exhibit C-2 (Form of Credit Amount Certificate) to the Credit Agreement is replaced in its entirety by Exhibit C-2 attached hereto as Annex 1.
- 3. <u>REPRESENTATIONS AND WARRANTIES</u>. Borrower hereby affirms to the Lender Group that all of Borrower's representations and warranties set forth in the Credit Agreement are true, complete and accurate in all respects as of the date hereof.
- 4. **NO DEFAULTS OR EVENTS OF DEFAULT.** Borrower hereby affirms to the Lender Group that no Default or Event of Default has occurred and is continuing as of the date hereof.
  - 5. **CONDITIONS PRECEDENT.** The effectiveness of this Amendment is expressly conditioned upon receipt by Agent of:
    - (a) a fully executed copy of this Amendment;
    - (b) a fully executed acknowledgement from the Guarantors in the form attached hereto; and
    - (c) such other documents, and completion of such other matters, as Agent may reasonably deem necessary or appropriate.
- 6. <u>COSTS AND EXPENSES</u>. Borrower shall pay to Agent all of Agent's out-of-pocket costs and expenses (including, without limitation, the fees and expenses of its counsel, which counsel may include any local counsel deemed necessary, search fees, filing and recording fees, documentation fees, and other fees) arising in connection with the preparation, execution, and delivery of this Amendment and all related documents.
- 7. **LIMITED EFFECT.** In the event of a conflict between the terms and provisions of this Amendment and the terms and provisions of the Credit Agreement, the terms and provisions of this Amendment shall govern. In all other respects, the Credit Agreement, as amended and supplemented hereby, shall remain in full force and effect.
- 8. **REPRESENTATIONS.** Borrower represents and warrants to the Lender Group that (i) this Amendment has been duly authorized by its Board of Directors (or equivalent governing body), (ii) no consents are necessary from any third person for the execution, delivery or performance of this Amendment which have not already been obtained and a copy thereof delivered to Agent, and (iii) this Amendment constitutes its legal, valid and binding obligation enforceable against it in accordance with its terms, except to the extent that the enforceability thereof against it may be limited by bankruptcy, insolvency, fraudulent conveyance, reorganization, moratorium or similar laws affecting the enforceability of creditors' rights generally or by equitable principles of general application (whether considered in an action at law or in equity).
- 9. **GOVERNING LAW.** This Amendment shall be governed by and construed in accordance with the internal laws of the State of California, without regard to principles of conflicts of law.
- 10. <u>MULTIPLE COUNTERPARTS</u>; <u>EFFECTIVENESS</u>. This Amendment may be executed in multiple counterparts, each of which constitute an original, but all of which taken together shall constitute

but one agreement. It shall not be necessary in making proof of this Amendment to produce or account for more than one counterpart signed by the party to be charged.

- 11. **ELECTRONIC DELIVERY.** Delivery of an executed counterpart of this Amendment by facsimile or other electronic transmission shall be no less effective than delivery of a manually executed counterpart.
- 12. **BINDING AGREEMENT.** It is understood and agreed that this Amendment shall be binding upon and shall inure to the benefit of the Lender Group and Borrower, and their respective successors and assigns.
- 13. **ENTIRE AGREEMENT.** This Amendment represents the entire agreement and understanding concerning the subject matter hereof and thereof between the parties hereto, and supersedes all other prior agreements, understandings, negotiations and discussions concerning the subject matter hereof, whether oral or written.

[Remainder of Page Intentionally Left Blank; Signatures Commence on Next Page]

IN WITNESS WHEREOF, the parties hereto have executed this Amendment as of the date first set forth above.

# CAPTARIS, INC.,

as Borrower

By: /s/ Peter Papano

Name: Peter Papano

Title: CFO

# WELLS FARGO FOOTHILL, LLC,

as Agent and as the sole Lender

By: /s/ Michael Ganann

Name: Michael Ganann Title: Vice President

#### ACKNOWLEDGEMENT BY GUARANTORS

Dated as of March 27, 2008

In order to induce the Lender Group to execute Amendment No. 1 to Credit Agreement of even date herewith (the "Amendment"), amending that certain Credit Agreement (the "Credit Agreement"), dated as of January 2, 2008, among Captaris, Inc., the financial institutions party thereto as lenders (the "Lenders") and Wells Fargo Foothill, LLC, as agent for the Lenders (in such capacity, the "Agent"), the undersigned hereby represent, warrant and agree that the undersigned have reviewed and approved the Amendment and that nothing contained therein shall diminish, alter, amend or otherwise affect the undersigned's obligations under the Guaranty or any other Loan Document executed by them in connection with the Credit Agreement. The undersigned further confirm that each Loan Document executed by them shall continue in full force and effect and agrees that they shall continue to be liable under each such Loan Document in accordance with the terms thereof. The undersigned further confirm that (a) they have no defense, counterclaim or offset right whatsoever with respect to their obligations under the Loan Documents. Unless otherwise noted, any and all initially capitalized terms set forth in this Acknowledgment by Guarantors shall have the respective meanings ascribed thereto in the Credit Agreement, as amended by the Amendment.

# INFORMATION MANAGEMENT RESEARCH,

INC.

By: /s/ Peter Papano

Name: Peter Papano

Title: CFO

#### CAPTARIS INTERNATIONAL, INC.

By: /s/ Peter Papano

Name: Peter Papano

Title: CFO

#### **CASTELLE**

By: /s/ Peter Papano

Name: Peter Papano

Title: CFO

# ANNEX 1

[Attached Exhibit C-2 (Form of Credit Amount Certificate)]

### **EXHIBIT C-2**

#### FORM OF CREDIT AMOUNT CERTIFICATE

Wells Fargo Foothill, LLC 2450 Colorado Avenue Suite 3000 West Santa Monica, California 90404

The undersigned, Captaris, Inc., a Washington corporation ("Borrower"), pursuant to Schedule 5.2 of that certain Credit Agreement dated as of January 2, 2008 (as amended, restated, modified, supplemented, refinanced, renewed, or extended from time to time, the "Credit Agreement"), entered into among Borrower, the lenders signatory thereto from time to time, Wells Fargo Foothill, LLC, a Delaware limited liability company, as the arranger and administrative agent (in such capacity, together with its successors and assigns, if any, in such capacity, "Agent"), hereby certifies to Agent that the following items, calculated in accordance with the terms and definitions set forth in the Credit Agreement for such items are true and correct, and that Borrower is in compliance in all material respects with and, after giving effect to any currently requested Advances, will be in compliance in all material respects with, the terms, conditions, and provisions of the Credit Agreement.

All initially capitalized terms used in this Credit Amount Certificate have the meanings set forth in the Credit Agreement unless specifically defined herein.

[Remainder of page intentionally left blank.]

Εſ	fective Date of Calculation:		
1.	Credit Amount for the month of [insert month] (the month for which financial statements have most recently been delivered pursuant to <u>Section 5.1</u> ).		
	a. TTM Maintenance Fee Revenues for the 12 month period ending [insert month]	\$	
	b. 0.75 <u>times</u> the amount in item 1.a.		\$
	c. Bank Product Reserve	\$	
	d. Credit Amount (item 1.b minus item 1.c)		\$
2.	Credit Amount Excess Calculation		
	a. Credit Amount (item 1.d.)		\$
	b. Revolver Usage	\$	
	c. Amount by which item 2.b. exceeds item 2.a. (if none, no prepayment; if positive, prepayment in		\$

accordance with Section 2.4(e))

Borrower hereby certifies and represents and warrants to the Lender Group that all of the foregoing is true and correct as of the effective
ate of the calculation set forth above and that such calculation has been made in accordance with the requirements of the Credit Agreement.
CAPTARIS, INC.,
Washington corporation
By:
Name:
Title:

# CAPTARIS, INC. EXECUTIVE SEVERANCE PAY PLAN

Amended and Restated Effective July 1, 2008

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#### 1. Introduction

Captaris, Inc. (the "Company") has established the Captaris, Inc. Executive Severance Pay Plan, as set forth herein and as may be amended from time to time (the "Plan"), to provide severance pay and other benefits to certain employees whose employment is terminated involuntarily by the Company without Cause or who terminate their employment with the Company for Good Reason on or after March 15, 2005. The restatement set forth herein is effective as of July 1, 2008 and applies to all amounts that are initially deferred or that become vested under the Plan after June 30, 2008. Amounts that were initially deferred or that became vested on or after March 15, 2005, but prior to June 30, 2008, shall also be governed by this amendment and restatement, modified by the operations of the Plan during such period in accordance with Section 409A of the Internal Revenue Code of 1986, as amended (the "Code") and then applicable IRS guidance (including transition relief).

# 2. Eligibility

# **Eligible Employees**

The following Company employees are covered by this Plan:

- (1) The Chief Executive Officer;
- (2) The Chief Financial Officer;
- (3) The Chief Legal Officer; and
- (4) Any other employees notified in writing by the Company's Compensation Committee (the "Compensation Committee") that they are covered by this plan; provided that such employees must be members of a select group of management or highly compensated employees (as determined by the Compensation Committee in its sole and absolute discretion).

The employees who are covered by this Plan are referred to as "Eligible Employees." No other employees can become entitled to benefits under this Plan

Captaris, Inc. Executive Severance Pay Plan

#### **Conditions to Receive Benefits**

An Eligible Employee will be entitled to benefits under this Plan if all of the following conditions are satisfied:

- (1) The Eligible Employee's employment is terminated involuntarily by the Company after March 15, 2005 without Cause, or the Eligible Employee terminates from employment with the Company after March 15, 2005 for Good Reason;
- (2) The Eligible Employee executes a release of claims acceptable to the Company (the "Release") within the time period specified by the Company (but not prior to termination of employment) and does not revoke that Release during the revocation period specified therein (the "Revocation Period") (such execution and revocation periods not to extend beyond March 15 of the calendar year following the calendar year in which the Eligible Employee's employment terminates); and

If the Eligible Employee is a party to a Change in Control Agreement with the Company, then the Eligible Employee will be subject to an additional condition. Any such Eligible Employee will only be entitled to benefits under this Plan if all of the preceding conditions are satisfied and the Eligible Employee's employment terminates prior to a Change in Control, as defined in the Change in Control Agreement between the Eligible Employee and the Company. If there is no Change in Control Agreement between the Eligible Employee and the Company, then this condition does not apply.

#### Termination for Cause

For purposes of this Plan, "Cause" means any of the following:

- The Eligible Employee's willful misconduct or dishonesty in the performance of, or the Eligible Employee's willful failure to perform, any of the Eligible Employee's material duties or obligations to the Company;
- (2) The Eligible Employee's willful injury of the Company, or the Eligible Employee's breach of fiduciary duty to the Company involving personal profit;
- (3) Conviction of the Eligible Employee of the violation of a state or federal criminal law involving the commission of a crime against the Company or any felony;

Captaris, Inc. Executive Severance Pay Plan

- (4) Habitual or repeated misuse by the Eligible Employee of alcohol or controlled substances that materially impairs the Eligible Employee's ability to perform any of his or her duties or obligations to the Company;
- (5) Any material or willful violation by the Eligible Employee of any provisions of the Employment Agreement or Employee Intellectual Property Agreement (if any) between the Eligible Employee and the Company; or
- (6) Any past or present act by the Eligible Employee involving moral turpitude adversely affecting the business, goodwill or reputation of the Company, or materially and adversely affecting the Eligible Employee's ability to effectively represent the Company with the public.

#### Termination for Good Reason

For purposes of this Plan, "Good Reason" means the occurrence of any of the following, without the Eligible Employee's consent:

- (1) A material reduction in the Eligible Employee's authority, duties or responsibilities with respect to the Company; provided that a change in the person or office to which the Eligible Employee reports, without a corresponding reduction in authority, duties and responsibilities will not constitute Good Reason;
- (2) A reduction of at least 5% in the Eligible Employee's then current base salary or target annual bonus, which reduction is not related to behavior or performance by the Executive that (i) would constitute "Cause" (as defined above), or (ii) is otherwise below reasonable expectations; <u>provided</u>, <u>however</u>, that this paragraph (2) will not apply in any case in which substantially all of the Eligible Employees are subject to substantially similar reductions; or
- (3) A relocation by the Company of the principal location at which the Eligible Employee is required to provide services to any location that is more than 50 miles from the principal location at which the Eligible Employee is providing services as of the later of January 1, 2005 or the Eligible Employee's date of hire.

Captaris, Inc. Executive Severance Pay Plan

Notwithstanding any provision in this Agreement to the contrary, termination of employment by the Eligible Employee will not be for Good Reason unless (i) the Eligible Employee notifies the Company in writing of the existence of the condition which the Eligible Employee believes constitutes Good Reason within 90 days of the initial existence of such condition (which notice specifically identifies such condition). (ii) the Company fails to remedy such condition within 30 days after the date on which it receives such notice (the "Remedial Period"), and (iii) the Eligible Employee actually terminates employment within 30 days after the expiration of the Remedial Period. If the Eligible Employee terminates employment before the expiration of the Remedial Period, then the Eligible Employee's termination of employment will not be considered to be for Good Reason. However, the fact that the Company remedies such condition after the expiration of the Remedial Period, but prior to the Eligible Employee's Date of Termination, shall not prevent the Eligible Employee's termination of employment from being for Good Reason; provided that the foregoing shall not be construed as a determination that termination under such circumstances constitutes a "separation from service for good reason," within the meaning of Treasury Regulation Section 1.409A-1(n)(2).

#### 3. Benefits

# **Amount of Severance Pav**

Subject to the other provisions of the Plan, if an Eligible Employee becomes entitled to severance benefits under the Plan, the amount of severance pay to which the Eligible Employee will be entitled will include the Base Salary Component and the Bonus Component, as described below.

#### **Base Salary Component**

The Base Salary Component will consist of base salary continuation, payable in the course of the Company's regularly scheduled payroll and subject to normal withholdings, for a period of time equal to 12 months; *provided*, *that* any portion of the Base Salary Component that would not, under the foregoing schedule, be paid to the Eligible Employee by March 15 of the calendar year following the year of termination shall be paid in a lump sum to the Eligible Employee on such March 15 (or if such date is not a business day, then on the last business day immediately preceding such March 15).

Captaris, Inc. Executive Severance Pay Plan

#### Bonus Component

The Bonus Component is a lump sum payment payable on the date the Eligible Employee becomes entitled to severance benefits under the Plan calculated as the sum of:

- (1) The product of (a) the Eligible Employee's target annual bonus payable for the fiscal year in which the Eligible Employee's employment terminates, and (b) a fraction, the numerator of which is the number of days in the current fiscal year through the date on which the Eligible Employee's employment terminates, and the denominator of which is 365; and
- (2) An amount equal to the Eligible Employee's target annual bonus payable for the fiscal year in which the Eligible Employee's employment terminates.

If the Eligible Employee dies before the severance pay to which he or she had become entitled under the Plan has been distributed, such severance pay will be paid to the Eligible Employee's estate.

# **Payment of Severance Following Death**

#### **Other Benefits**

#### **COBRA Premium Payment**

If an Eligible Employee becomes entitled to severance pay under the preceding provisions of this Plan, then the Company will pay any COBRA premiums which would otherwise be payable by such Eligible Employee for COBRA continuation coverage under the Company's group health plans (i.e., medical, dental and vision plans) for whichever of the following periods is the shortest: (i) a period of 12 months, (ii) until such date as the Executive obtains new health insurance coverage, or (iii) until such date as the Executive is no longer entitled to COBRA continuation coverage under the Company's group health plans. Any such premiums paid by the Company shall be treated as taxable income to the Eligible Employee to the extent necessary to prevent the benefits provided under the Company's group health plans from being treated as taxable income to the Eligible Employee under Code Section 105(h).

Captaris, Inc. Executive Severance Pay Plan

#### Life and Disability Insurance

If an Eligible Employee becomes entitled to severance pay under the preceding provisions of this Plan, then the Company will use commercially reasonable efforts to continue the Eligible Employee's coverage under the Company's life, short-term and long-term disability insurance plans until such time as the Eligible Employee obtains new life, short-term disability or long-term disability coverage, as applicable, or, if earlier, upon the expiration of 12 months.

If the particular benefit to be continued under the immediately preceding paragraph is insured, then the Company's obligation to continue such benefit is conditioned on the relevant insurance carrier agreeing to such continuation. The Company will use commercially reasonable efforts to cause the relevant insurance carrier to agree to such continuation.

If an Eligible Employee becomes entitled to severance pay under the preceding provisions of this Plan, and the Company is unable to continue coverage under the Company's life, short-term and long-term disability insurance plans or if Company otherwise elects not to continue coverage under those plans, then Company will pay the Eligible Employee a lump sum equal to 18 months of the monthly premium (whether paid by the Eligible Employee or the Company) for coverage under the Company's life, short and long-term disability insurance plans. The Company will make this payment in a lump sum at the time the Eligible Employee becomes entitled to benefits under the Plan.

Amounts will be withheld from an Eligible Employee's severance pay and other benefits under this Plan, as required by law or as authorized by the employee, for any applicable taxes, including income taxes and social security taxes. In addition, the Company may reduce the amount of an Eligible Employee's severance pay and other benefits by any amounts owed to the Company by the Eligible Employee.

# Withholding

Captaris, Inc. Executive Severance Pay Plan

#### Failure to Execute Release

If an Eligible Employee whose employment terminates under circumstances that would otherwise entitle him or her to severance benefits under this Plan fails to execute a Release or revokes such Release within his or her Revocation Period, then such employee will not be entitled to any of the benefits described above.

#### 4. How the Plan is Administered

#### **Plan Administration**

The Plan is administered by the Plan Administrator. The Compensation Committee is the Plan Administrator.

The principal duty of the Plan Administrator is to see that the Plan is carried out, in accordance with its terms, for the exclusive benefit of the Eligible Employees.

# **Power and Authority**

The Compensation Committee has all power and authority necessary or convenient to administer the Plan, including the exclusive authority and discretion to:

construe and interpret the terms and provisions of the Plan and to decide all questions of eligibility for benefits under the Plan.

to prescribe procedures to be followed and the forms to be used by employees pursuant to the Plan.

to request and receive from all Eligible Employees such information as the Plan Administrator determines is necessary for the proper administration of the Plan.

The Company bears all costs of administering the Plan.

Captaris, Inc. Executive Severance Pay Plan

#### 5. Amendment or Termination of the Plan: Section 409A of the Code

The Company, by action of the Compensation Committee, may amend or terminate the Plan at any time and may also terminate the applicability of this Plan to any Eligible Employee by notifying the Eligible Employee in writing of such termination; provided, however, that no amendment or termination of the Plan or termination of the applicability of this Plan to any Eligible Employee shall affect the payment or provision of any severance benefits to which an Eligible Employee has become entitled prior to such amendment or termination or within one year after the Plan is amended or terminated or the Eligible Employee receives written notification that the Plan is no longer applicable to the Eligible Employee.

The Plan and the payments and other benefits provided hereunder are intended to be exempt from the requirements of Code Section 409A, to the maximum extent possible, whether pursuant to the short-term deferral exception described in Treasury Regulation Section 1.409A-1(b)(4), the involuntary separation pay plan exception described in Treasury Regulation Section 1.409A-1(b)(9)(iii), or otherwise. To the extent Code Section 409A is applicable to the Plan (and such payments and benefits), the Plan (and such payments and benefits) are intended to comply with the deferral, payout and other limitations and restrictions imposed under Code Section 409A. Notwithstanding any other provision of the Plan to the contrary, the Plan shall be interpreted, operated and administered in a manner consistent with such intentions. Without limiting the generality of the foregoing, and notwithstanding any other provision of the Plan to the contrary, with respect to any payments and benefits under the Plan to which Code Section 409A applies, all references in the Plan to the termination of the Eligible Employee's employment are intended to mean the Eligible Employee's "separation from service," within the meaning of Code Section 409A(a)(2)(A)(i). In addition, if the Eligible Employee is a "specified employee," within the meaning of Code Section 409A(a)(2)(B)(i), then to the extent necessary to avoid subjecting the Eligible Employee to the imposition of any additional tax under Code Section 409A, amounts that would otherwise be payable under the Plan during the six-month period immediately following the Eligible Employee's "separation from service," within the meaning of Code Section 409A(a)(2)(A)(i), shall not be paid to the Eligible Employee during such period, but shall instead be accumulated and paid to the Eligible Employee (or, in the event of the Eligible Employee's death, the Eligible Employee's estate) in a lump sum on the first regularly scheduled pay day following the earlier of the date that is six months after the Executive's separation from service or the Executive's death. Notwithstanding the foregoing, no provision of the Plan shall be interpreted or construed to transfer any liability for failure to comply with Code Section 409A from the Eligible Employee or any other individual to the Company or any of its affiliates.

Captaris, Inc. Executive Severance Pay Plan

6. Miscellaneous			
How the Plan is Funded  The Company pays severance pay from its general assets.			
PBGC	Benefits provided by the Plan are not insured by the Federal Pension Benefit Guaranty Corporation (PBGC) under Title IV of ERISA, because the insurance provisions under ERISA are not applicable to the Plan.		
	7. No Contract of Employment		

The Plan is not intended to be, and may not be construed as constituting, a contract or other arrangement between any Eligible Employee and the Company to the effect that any Eligible Employee will be employed for any specific period of time.

#### 8. Claim Procedure

**Review of Claims** 

If an Eligible Employee or, in the case of an Eligible Employee's death, the Eligible Employee's estate (either, the "Claimant") believes that he, she or it is entitled to a benefit under the Plan or to a greater benefit under the Plan than the amount he, she or it has received, then the Claimant (or his, her or its or authorized representative) may file a claim with the Chair of the Compensation Committee (the "Initial Claim Reviewer"). The claim must be in writing and must contain the following information:

- 1. The reason for making the claim;
- 2. The facts supporting the claim;
- 3. The amount claimed; and
- 4. The Claimant's name and address.

Captaris, Inc. Executive Severance Pay Plan

#### **Decision on Claim**

The Initial Claim Reviewer will decide and answer any claim in writing, generally within 90 days of receiving it, stating whether the claim has been granted or denied. The Initial Claim Reviewer can extend this 90-day period for another 90 days if it determines that special circumstances require additional time to process the claim. The Initial Claim Reviewer will notify the Claimant or his, her or its authorized representative in writing of any such extension within 90 days of receiving the claim. The notice will included the reason(s) why the extension is necessary and the date by which the Initial Claim Reviewer expects to render its decision on the claim.

If the claim is partially or completely denied, the denial will include:

- 1. The specific reason or reasons for the denial;
- 2. Reference to the specific Plan provisions on which the denial is based;
- A description of any additional material or information necessary for the Claimant to perfect the claim and an explanation of why such material or information is necessary; and
- 4. A description of the Plan's claim appeal procedure and the time limits applicable to such procedure, including a statement of the Claimant's right to bring a civil action under Section 502(a) of the Employee Retirement Income Security Act of 1974, as amended ("ERISA"), following an adverse decision on appeal.

If a Claimant submits a claim in accordance with the procedure described above and does not hear from the Initial Claim Reviewer within 90 days, the Claimant should consider the claim denied.

If the claim is partially or completely denied, the Claimant has the right to ask for a review of the denial. To appeal the claim denial, the Claimant (or his, her or its legal representative) must file a written request for appeal with the Plan Administrator (i.e., the Compensation Committee) within 90 days after receiving the claim denial. This written request for appeal should contain:

- 1. A statement of the grounds on which the appeal is based;
- 2. Reference to the specific Plan provisions that support the claim;

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### Appealing a Claim Denial

Captaris, Inc. Executive Severance Pay Plan

- 3. The reason(s) or argument(s) why the Claimant feels the claim should be granted and the evidence supporting each reason or argument; and
- 4. Any other comments, documents, records or information relating to the claim that the Claimant wishes to submit.

The Claimant (or his, her or its legal representative) will be provided, upon request and free of charge, reasonable access to, and copies of, all documents, records and other information relevant to the claim. Whether a document, record or other information is relevant to the claim will be determined in accordance with applicable regulations of the U.S. Department of Labor.

The Plan Administrator will decide and answer the appeal in writing, generally within 60 days after receiving the Claimant's request for appeal. The Plan Administrator can extend this 60-day period for another 60 days if it determines that special circumstances require additional time to process the claim. The Plan Administrator will notify the Claimant (or his, her or its legal representative) in writing of any such extension within 60 days of receiving the appeal. The notice will include the reason(s) why the extension is necessary and the date by which the Plan Administrator expects to render its decision on the claim. In reaching its decision, the Plan Administrator will take into account all of the comments, documents, records and other information that the Claimant submitted, without regard to whether such information was submitted or considered by the Initial Claim Reviewer in its initial denial of the claim.

If the claim is partially or completely denied on appeal, the written notice will include the following:

- 1. The specific reason or reasons for the denial;
- 2. Reference to the specific Plan provisions on which the denial is based;
- 3. A statement that the Claimant is entitled to receive, upon request and free of charge, reasonable access to, and copies of, all documents, records and other information relevant to the claim; and
- 4. A statement of the Claimant's right to bring an action under Section 502(a) of ERISA.

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**Decision on Appeal** 

Captaris, Inc. Executive Severance Pay Plan

If a Claimant files an appeal in accordance with the procedure described above and does not hear from the Plan Administrator within 60 days, the Claimant should consider the appeal denied.

A Claimant must comply with the claim and appeal procedures described above before seeking any other legal recourse (including filing a law suit) regarding claims for benefits. If a Claimant wishes to file a court action after exhausting the foregoing procedures, the Claimant must file such action in a court of competent jurisdiction within 180 days after the date on which the Claimant receives the Plan Administrator's written denial of the Claimant's appeal. Court actions may not be commenced after this 180-day period. Any judicial review of the Plan Administrator's decision on the claim will be limited to whether, in the particular instance, the Plan Administrator abused its discretion. In no event will such judicial review be on a de novo basis, because the Plan Administrator has discretionary authority to determine eligibility for (and the amount of) benefits under the Plan and to construe and interpret the terms and provisions of the Plan.

**Filing Suit** 

Captaris, Inc. Executive Severance Pay Plan

#### CAPTARIS, INC.

#### SUMMARY OF NONEMPLOYEE DIRECTOR COMPENSATION

(As of June 2008)

Standard Cash Compensation. Nonemployee directors receive the following standard cash compensation:

	Amount (\$)
Annual Retainer (paid quarterly)	36,000
Annual Committee Membership Retainers (paid quarterly)	
Audit Committee	10,000
Compensation Committee	7,000
Governance Committee	4,000
Annual Board and Committee Chair Retainers (paid quarterly)	
Board of Directors	47,000
Audit Committee	18,000
Compensation Committee	14,000
Governance Committee	13,000

Standard cash compensation is paid quarterly at the beginning of each quarter. For new directors or for changes to existing directors' committee chair or membership status, amounts will be prorated based on the number of days in the quarter.

Special Committee Compensation. In March 2008, the Board of Directors decided to evaluate strategic alternatives to further enhance shareholder value. To oversee and expedite this process, the Board of Directors established a Special Committee comprised of the following independent, non-employee directors: Bruce L. Crockett (Chairman), Daniel R. Lyle, Thomas M. Murnane, and Patrick J. Swanick. The members of the Special Committee receive the following one-time retainer and per meeting fees, and are subject to the following maximum amount of compensation over the life of the committee (including the one-time retainer and per meeting fees).

Member			Maximum Amount of	
	One-Time Retainer	Per Meeting Fee	Compensation	
Chairman	\$25,000	\$1,250	\$50,000	
All other members of Special Committee	\$20,000	\$1,000	\$40,000	

Cash Compensation in Lieu of Equity Compensation. In June 2008, the Board of Directors suspended all equity compensation for nonemployee directors. In lieu of equity compensation, nonemployee directors receive additional cash compensation of \$3,750 per month for services from June 1, 2008 until the date of the next annual or special shareholders meeting (the "Interim Cash Compensation"). Interim Cash Compensation is paid on a quarterly basis in arrears, with the exception of the payment for June 2008, which will be paid on July 1, 2008. Nonemployee

directors will receive a prorated Interim Cash Compensation payment for the quarter in which the next shareholders meeting occurs, based on the number of days in the quarter through the date of such shareholders meeting. If a corporate transaction is approved at such shareholders meeting, then immediately after such shareholders meeting, nonemployee directors will receive a cash payment equal to \$45,000 minus any Interim Cash Compensation received.

If a corporate transaction is not approved at such shareholders meeting, then immediately after such shareholders meeting, nonemployee directors will receive equity awards with an aggregate value equal to \$45,000 minus any Interim Cash Compensation received, of which 56% will be in the form of a stock option and 44% will be in the form of a Restricted Deferred Stock Unit Award ("DSU Award"). Such equity awards will have the terms described below under the heading "Equity Compensation." In addition, if a corporate transaction is not approved at such shareholders meeting, the standard equity compensation program described below under the heading "Equity Compensation" will resume.

*Elective Deferrals of Cash Compensation.* Nonemployee directors may elect to defer 25%, 50%, 75% or 100% of their cash compensation into the Company's Deferred Compensation Plan for Nonemployee Directors (the "Deferred Compensation Plan"). Deferred amounts will be treated as if they were invested in the Company's common stock (no actual purchase of Company common stock will be made) at the closing price of such stock on the date the amounts would have been paid to the nonemployee director had they not been deferred. Upon a nonemployee director's termination of service, deferred amounts will be distributed in shares of the Company's common stock (with cash for any fractional share).

Nonemployee directors can make deferral elections to take effect on the later of the effective date of the Deferred Compensation Plan or the date such elections are filed with the Company. To do so, nonemployee directors must file their deferral elections with the Company no later than 30 days after the effective date of the Deferred Compensation Plan. Any such deferral election will apply only to cash compensation earned (and paid) after the later of the effective date of the Deferred Compensation Plan or the date the deferral election is filed with the Company. Nonemployee directors who do not file an initial deferral election within 30 days after the effective date of the Deferred Compensation Plan can begin to defer cash compensation as of the first day of any subsequent calendar year by filing a completed deferral election with the Company prior to the beginning of that year. A nonemployee director's deferral election (whether an initial or subsequent election) will remain in effect from year to year until the nonemployee director changes it. Any such change will become effective as of the first day of the calendar year beginning after the new deferral election is filed with the Company. Deferral election changes cannot become effective mid-year.

*Equity Compensation.* As described above, in June 2008, the Board of Directors suspended all equity compensation for nonemployee directors. However, if a corporate transaction is not approved at the next annual or special shareholders meeting, the standard equity compensation program for nonemployee directors will resume. Under the standard equity program for nonemployee directors, nonemployee directors receive the following equity awards under the Company's 2006 Equity Incentive Plan:

Initial and annual stock option grants with a \$20,000 value (based on the 123R valuation methodology used by the Company), which vest in full one year after the date of grant; and

Initial and annual DSU Awards with a \$25,000 value, which vest in full one year after the date of grant.

Initial grants are issued to the nonemployee directors when they join the Board of Directors. Annual grants are issued to the nonemployee directors on the date of the annual shareholder meeting unless the nonemployee director received an initial grant within six (6) months prior to the annual shareholder meeting.

The DSU Awards provide for restricted stock units that are automatically deferred under the Deferred Compensation Plan. On the date of grant, the \$25,000 value of a DSU Award is converted into a number of stock units (with one stock unit equal to one share of the Company's common stock) based on the fair market value of the Company's common stock on that date. Upon a nonemployee director's termination of service, vested stock units will be distributed in shares of the Company's common stock (with cash for any fractional share), with one share of

Company common stock being issued for each stock unit credited to the nonemployee director's Deferred Compensation Plan account. Any stock units that are not vested at the time of termination will be forfeited.

**Form 4 Reporting.** With respect to DSU Awards, nonemployee directors must file a Form 4 within two business days after a DSU Award is granted. With respect to shares issuable in connection with cash deferrals, nonemployee directors must file a Form 4 within two business days of the date on which the cash compensation would have been paid to the nonemployee director had it not been deferred. Shares resulting from any dividend reinvestment will require a separate Form 4.

#### Sarbanes-Oxley Section 302(a) Certification

#### I, David P. Anastasi, certify that:

- 1. I have reviewed this quarterly report on Form 10-Q of Captaris, Inc.;
- 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

/s/ David P. Anastasi

**President and Chief Executive Officer** 

Date: August 8, 2008

#### Sarbanes-Oxley Section 302(a) Certification

#### I, Peter Papano, certify that:

- 1. I have reviewed this quarterly report on Form 10-Q of Captaris, Inc.;
- 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

/s/ Peter Papano

**Chief Financial Officer and Treasurer** 

Date: August 8, 2008

# CERTIFICATION PURSUANT TO 18 U.S.C. SECTION 1350, AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Captaris, Inc. (the "Company") on Form 10-Q for the quarter ended June 30, 2008 as filed with the Securities and Exchange Commission on the date hereof (the "Form 10-Q"), I, David P. Anastasi, President and Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. §1350, as adopted pursuant to §906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Form 10-Q fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 (15 U.S.C. 78m or 78o(d)); and
- (2) The information contained in the Form 10-Q fairly presents, in all material respects, the financial condition and results of operations of the Company.

## /s/ DAVID P. ANASTASI

David P. Anastasi President and Chief Executive Officer August 8, 2008

# CERTIFICATION PURSUANT TO 18 U.S.C. SECTION 1350, AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Captaris, Inc. (the "*Company*") on Form 10-Q for the quarter ended June 30, 2008 as filed with the Securities and Exchange Commission on the date hereof (the "*Form 10-Q*"), I, Peter Papano, Chief Financial Officer and Treasurer of the Company, certify, pursuant to 18 U.S.C. §1350, as adopted pursuant to §906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Form 10-Q fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 (15 U.S.C. 78m or 78o(d)); and
- (2) The information contained in the Form 10-Q fairly presents, in all material respects, the financial condition and results of operations of the Company.

#### /s/ PETER PAPANO

Peter Papano
Chief Financial Officer and Treasurer

August 8, 2008