

# “Scanning and archiving century-old technical drawings at fixed prices: Productivity meets sensitivity”

*Mikro-Tegn A/S uses Contex scanners to digitalize drawings of Danish castles and modern buildings at fixed prices. Because drawings are often fragile and irreplaceable, the job demands scanners that treat materials delicately while keeping productivity high.*



## Summary

Mikro-Tegn A/S is a niche company whose sole focus is scanning technical drawings. Since drawings are often several hundred years old and irreplaceable, the company depends on equipment that treats documents with great care – without the loss of efficiency. Mikro-Tegn uses only Contex scanners and is Denmark’s leading company in its field.

### The challenge

All projects are quoted in fixed prices, requiring Mikro-Tegn A/S to maintain efficient production flows despite great variation in material type and condition.

### The solution

Mikro-Tegn A/S has three Magnum XL 54 Contex scanners.

### The benefits

The scanners provide delicate scanning of fragile materials in consistent quality – without having to adjust settings – resulting in efficient and reliable production flows.

### The results

Mikro-Tegn A/S is able to run a profitable business because it can predict the use of man hours and other resources in a given project with great accuracy. Since the scanners deliver constant, high levels of productivity without compromising quality, Mikro-Tegn meets customer expectations while using a fixed-price model as a decisive competitive advantage.

“Contex enables us to scan all types of documents without worry.”

**Jens Nørland, Managing Director and owner,  
Mikro-Tegn A/S**

Mikro-Tegn A/S is Denmark’s leading provider of scanning solutions for technical drawings. With more than 30 years’ experience, the small specialist firm is the preferred provider for public authorities, municipal councils and engineering companies that wish to digitalize their archives. Projects range from scanning very old, fragile drawings to processing hundreds of shelf meters of documents in varying sizes and materials that must not only be digitalized, but also handled with the utmost logistical expertise.

Prior to 1995, all drawings were converted to microfilm, but Mikro-Tegn A/S has since relied fully on Contex. According to Jens Nørland, Managing Director and owner, Contex are the only scanners that deliver the delicate performance and quality that are so necessary when working with materials that are often fragile.

“Our success depends to a great degree on our customers’ trust and sense of security,” says Jens Nørland. “We often handle irreplaceable documents, so it is important that the scanners deliver professional results in their first run, and that nothing is destroyed in the process. We get this with Contex.”

### The challenge: Quoting fixed prices for jobs with unknown variables

Mikro-Tegn A/S always works with fixed prices. This principle applies no matter whether the job is to scan demanding technical drawings of Danish castles and other buildings worthy of preservation, or to digitalize kilometers of archives that include paper documents, transparencies and materials that must be scanned as mirror images. This puts great demands on scanners, as they must deliver consistent quality in efficient production flows – without time-consuming adjustments of image files after scanning.

“We don’t know what condition the archives are in when we quote our price, so there is always the risk of unpleasant surprises. That’s why it’s important for the scanners to be flexible and capable of handling all kinds of materials without us having to adjust settings. Our main challenge is minimizing the time we use to scan while keeping quality high,” says Jens Nørland. “Our profitability depends on scanners running constantly at top productivity without unplanned breaks. At the same time, they



**“Safety first. That’s why we use only Contex scanners. They are specialists that provide best-in-class products and service.”**

**Jens Nørland,  
Managing Director and owner, Mikro-Tegn A/S**

must deliver predictable, high quality so we live up to customer expectations and stay within the frames of a given quote.”

**The solution: Focus on efficient production flow**

Mikro-Tegn has three Magnum XL 54 Contex scanners, and plans to invest in more Contex scanners soon. “A few years ago we bought a cheaper alternative, but the scanner could not even approach our demands for efficiency and quality. This turned out to be our most expensive investment ever. We got rid of it immediately, and have stuck to the safe solution ever since: Contex,” explains Jens Nørland. The three Contex scanners are in constant use, scanning an average of 20-50 items per hour. To achieve the most efficient work flow possible, operators make only a few

scanner adjustments, such as threshold settings, leaving all other adjustments to workstations. Thus, Mikro-Tegn A/S keeps scanners from becoming bottlenecks that slow down its production processes.

Mikro-Tegn A/S has specialized in scanning to TIFF and PDF formats as the majority of its customers require. Files are typically delivered on DVD or uploaded to an FTP server. In some cases, if a customer requires prints of scanned files, files are delivered to a scan-to-print supplier.

“We are a niche company that specializes in scanning, and we would rather cooperate with other specialists than try to establish a variety of different in-house competencies. We focus on what we’re good at, which is another reason why we have chosen Contex. We’re not scanner technicians, so we choose only professional suppliers with good service agreements. The few times we have had a problem with a scanner, a technician has been on the spot immediately so the effect on our production was minimal,” says Jens Nørland.

**The benefits: efficient production flow and consistent quality**

“There are a lot of advantages to Contex scanners, but the most important one for us is that we can scan documents that vary greatly – both in type and condition – and still get consistent output without adjusting settings. This makes us very productive, and also means that our operators do not need to have specialist competencies,” says Jens Nørland.

The nine-person company handles extremely demanding projects in which mistakes can be irreparable. Contex scanners allow staff to balance careful handling of irreplaceable documents and efficient production flows.

**“Price is a decisive factor in our industry, so it’s crucial that scanners are reliable and provide consistent quality right out of the box. Contex delivers.”**

**Jens Nørland,  
Managing Director and owner, Mikro-Tegn A/S**

See our entire product range and download further details at [www.contex.com](http://www.contex.com)

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