



HFS Hot Vendor: Hyperscience

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Introduction

The HFS Hot Vendors are an exclusive group of emerging players, each with a differentiated value proposition for the HFS OneOffice or HFS OneEcosystem. HFS analysts speak with numerous exciting startups and emerging players.

We designate a select group as HFS Hot Vendors based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and the impact in our OneOffice and/or OneEcosystem Frameworks. The HFS Hot Vendors may not (at the time of writing) have the scale and size to be featured in our Top 10 reports, but they have the vision and strategy to impact and disrupt the market.

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Author: Reetika Fleming

As they deal with customers, partners, and suppliers, enterprises need to process and analyze millions of handwritten forms, checks, invoices, and scanned or printed bank balances as critical parts of their business processes across industries. Digitizing and structuring this data forms the backbone of any digital transformation initiative. What gets in the way is the sheer volume and variety of document processing that needs to take place to get enterprises to the promised land of digitized data.

Traditionally, enterprises have dealt with this issue by hiring loads of data entry clerks to read and manually enter data into systems or scan documents and apply OCR tools to get to half-way digitized content that they then have to review. Hyperscience, a six-year-old machine learning startup, is taking on the challenge of shredding through mountains of paper with faster turnarounds, more accuracy, and a fraction of the cost involved.

How does Hyperscience achieve these results? It applies machine learning to help business teams classify and extract data (both printed and handwritten) using proprietary algorithms on its platform. The company features QBE, TD Ameritrade, and Voya Financial among its clientele, with one key business requirement among them: getting their documents digitized as fast and accurately as possible.

Talking to Hyperscience's customers, HFS learned an important differentiating factor about the company; its deployment time to value is as short as advertised—days instead of weeks and months—and it requires very few sample files at the get-go.

Another highly-rated area was the high degree of accuracy promised by Hyperscience. Talking about the accuracy of the handwriting extraction, one of its clients joked, "When we demoed it to my team, they couldn't believe it...they thought we had someone in the background typing." The level of content extraction offered by Hyperscience helps with any manual indexing or touches that the capture teams would normally have to deal with. Clients overall appreciate the level of thought given to supervisory tools for exception handling, citing that the platform is more efficient than their traditional document processing systems. Finally, Hyperscience's clients applaud the level of dedicated support the vendor provides to ensure customer success, being highly responsive and taking regular feedback to further improve product performance.

HFS' take

Hyperscience is filling a critical business need today: having to deal with paper as the primary means of exchanging data and communicating for numerous business processes. The company has invested significantly to shrink the long training times that ML solutions typically need, including the manual upfront labeling, annotating, and compute time required to get things up and running. This bet is paying off, as all of Hyperscience's clients can reap the benefits of speed to market with its platform. Overall, the company has developed a great document processing solution for field-based text extraction using modern technologies, going beyond what traditional and contemporary OCR solutions can produce today. What needs to now follow from Hyperscience is the capability to fully

ingest free-form, unstructured content (from emails, handwritten notes, etc.) and provide full-text extraction and analyses. If it can crack this code, Hyperscience's business cases would shoot up significantly, and it can truly own the handwriting analysis game.

Finally, HFS recognizes that Hyperscience's business premise is built on the assumption that paper document processing is a fundamental way of life for enterprises. As we see more moves toward paperless, digitized environments, we will need more articulation from the startup about its future role as a document processing solution within digitized workplaces. For now, that is a distant dream for many industry verticals such as insurance and healthcare, where up to 80% of work is still done with paper.

Vendor factsheet

- Hyperscience has its global HQ in New York, NY; an R&D center in Sofia, Bulgaria; and a sales office in London, UK
- The company has over 140 employees
- Peter Brodsky is the CEO and co-founder of Hyperscience. Before his time at Hyperscience, Peter was a Director at Soundcloud and was also founder and CTO of Instinctiv. Before that, he built and sold SaySoSoft, which made scientific software that was used at every major research institution around the world
- Other co-founders include Krasimir Marinov, VP of Engineering, and Vladimir Tzankov
- Total funding of \$48 million includes Series A and Series B rounds
- Hyperscience was named one of Built in NYC's Best Places to Work

Solution portfolio

Hyperscience offers an intelligent document processing solution that automates key functions critical to processing documents (typically >95% automation, with 70-90% on day 1 and improvement overtime) with higher accuracy (up to 99.5%) than other solutions available today (over 99.5%). Specifically, Hyperscience ingests, classifies, separates, and deduplicates documents and then extracts and exports data from those documents for downstream systems.

Industry coverage

The Hyperscience platform is a horizontal offering that is used in numerous industries for a variety of use cases (e.g., mortgage underwriting and claims processing). However, financial services, insurance, and government organizations that rely heavily on paper-intensive, manual processes are some of the biggest users today.

Partnerships

Hyperscience has expanded its partnership program significantly to include system integrators, technology vendors, and technology consultants. Some key partnerships include Accelirate, Blue Prism, Doculabs, Image Access Corp, Lydonia, Reveal Group, Softmotive, and UiPath.



About HFS

Insight. Inspiration. Impact.

HFS is a unique analyst organization that combines deep visionary expertise with rapid demand side analysis of the Global 2000. Its outlook for the future is admired across the global technology and business operations industries.

Its analysts are respected for their no-nonsense insights based on demand side data and engagements with industry practitioners.

HFS Research introduced the world to terms such as “RPA” (Robotic Process Automation) in 2012 and more recently, the HFS OneOffice™. The HFS mission is to provide visionary insight into the major innovations impacting business operations such as Automation, Artificial Intelligence, Blockchain, Internet of Things, Digital Business Models and Smart Analytics.

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