

A scalable **printing** and **networking solution** for fishing tackle manufacturer



The Results:

- Installed scalable printing and networking solution.
- Automated production of business forms.
- Reduced stationery and printing costs.
- Installed copy/print/fax solution.
- Improved quality of documents.

The Challenge:

Upgrading and automating printing solution for fishing equipment manufacturer

The Solution:

Xerox Document Centre® 545, 425, 535, WorkCentre 423 and Paris software



Document Centre 545, 425, 535, WorkCentre 423

Manufacturing Case Study

The Challenge:

The company produces a variety of business-related documents, including statements, routing sheets, purchase orders, invoices and remittances, every month.

The documents are created on their AS400 using an ERP solution called BPCS (Business Planning & Control System) from SSA Global Technologies.

The resulting unformatted data was then sent to a Xerox 4235 and documents were produced using its electronic forms capability.

The initial reason for wanting to change was the increasing unreliability of the ageing Xerox 4235 and the subsequent issues relating to servicing; the 4235 is old and spare parts are difficult to obtain. This prompted the company to investigate alternative ways to produce their business documents. A key requirement was that they should continue using electronic forms with minimal changes to any existing applications.

The Solution:

TCL Reprographics, a local Xerox Concessionaire based in Glasgow, was engaged, as were several other competing companies, and asked for their recommendations for a printing solution.

Following a customer visit to fully understand their requirements, TCL contacted xl print Europe who visited the customer and demonstrated the Paris product. xl print also produced a sample document as a proof statement, using existing customer data.

After evaluating several competing proposals, the fishing tackle manufacturer chose TCL Reprographics and the Paris solution. With TCL Reprographics and xl print Europe backing the solution, they had the confidence they needed for ongoing support and service. The Paris solution was also independent of the host AS400 and offered distribution options for the future.

The TCL solution is comprised of Paris Software, Xerox DC545, DC425, DC535 and WC423, with an existing Xerox N40 retained as a backup printer. TCL also provided network-related services as part of the total solution.

Print data is now sent from the AS400 across the network to the Paris Spooler, and the data is formatted using pre-determined rules that automatically select the required electronic forms, fonts and logos. The final documents are distributed to the appropriate printer.

The Results:

The initial solution has allowed the company enormous flexibility regarding printed output. The original issues regarding dependence on the old Xerox 4235 have now disappeared.

In time, the documents printed on the impact printers will also be migrated onto the networked laser printers via Paris, providing further cost savings in terms of hardware maintenance, process time and paper.

In the future, if required, the company will also be able to enhance their document distribution and storage options using the additional integrated email, fax and archive options available for the Paris solution.

Benefits

- A4 plain paper documents reduce pre-printed stationery and print costs
- Replacement of old, unreliable printers using proprietary data streams and resources with modern, networked laser printers for higher-quality documents with fewer service issues
- New multi-function devices can now be used to copy, print and fax by any network user
- Paris can also be used for other office applications, e.g. marketing documents, business reports, etc.

Customer Profile:

The company is the largest fishing tackle manufacturer in Europe.

The factory in Lanarkshire has produced high-quality fishing equipment in Scotland for over 25 years. They employ 150 staff and are now planning to use the skills and technologies they have developed, in the production of carbon fibre fishing rods, to expand and diversify into new European markets. The company has attained both 'investors in people' status and ISO 9002 accreditation.

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