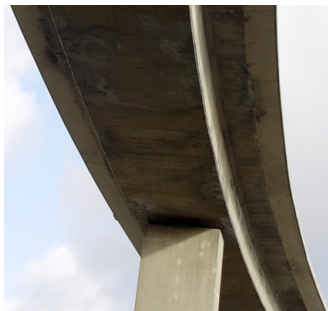


## Xerox partners give Fiat Auto UK the keys



### The Results:

- Replaced outdated impact print equipment
- Eliminated use of expensive pre-printed stationary
- Lowered print and postage costs with scan to email function
- Created customer profile data archive
- Streamlined unmanageable data into viewable web files

### The Challenge:

Overcome specific onsite document limitations for the UK division without impacting the overall data system used by Fiat company headquarters

### The Solution:

Xerox Document Centre® 490, 460 and Paris software



Document Centre 460 and 490

**Manufacturing Case Study**

**The Challenge:**

Fiat Auto (UK) Ltd. had no control over invoice print data that was sent from the company headquarters in Turin, Italy. The UK location had to print 500,000 documents per year using an AS/400 database system with expensive pre-printed stationery and an old impact ribbon printer.

These pre-printed documents were extremely inflexible: they could not be previewed before printing, layouts could not be redesigned, emailing or web sharing was impossible, and valuable information could not be captured from the documents for later use. This presented a considerable waste in material, document and information management.

**The Solution:**

Advanced Business Solutions, the local Xerox concessionaire in the UK, analyzed Fiat's onsite needs. The solution was devised: Combine two networked Xerox Document Centre® multifunction copiers with the document management software Paris® provided by XL Print.

The Xerox Document Centre® DC490 and Document Centre® DC460 allowed Fiat to meet its high-volume print duty cycle with faster speeds and dramatic clarity over the old impact printer (*and, it must be noted, considerably less noise!*). These Xerox multifunction copiers also added the ability to scan, produce size reductions and enlargements, and copy.

The Paris software provided a suite of document management abilities without touching existing application programs. Paris Designer allowed proofing in a Windows point & click environment and select data extraction. Paris Spooler managed the production and distribution of the documents. And Paris Document Manager allowed PDF documents to be indexed, archived, and stored on a central server for quick retrieval.

**The Results:**

Fiat Auto (UK) Ltd. can now redesign and print its AS/400 documents on plain A4 paper with laser quality—eliminating the high cost of continuous stationary and unreliable, low-quality impact printers from its operations.

Fiat can email documents directly to individuals and use document data to compile distribution lists and customer records. This saves time, printing costs and postage.

Ultimately more flexible and responsive, Fiat Auto (UK) Ltd. and its customers can now view, print, fax or email all documents using a standard web browser. Fiat's business documents can be fully customized to meet the needs of the UK location.

**Customer Profile:**

Fiat is an automobile manufacturer that began operations in Turin, Italy, in 1899.

Fiat cars are recognized for their fresh and lively style, for their all-Italian design, and because they offer more tangible responses to customer demands. Since the beginning, "innovation and emotion" have been the most genuine roots of the Fiat tradition: making state-of-the-art technology accessible to everyone and offering "intelligent solutions" on all the models to simplify and improve life.

Currently, the Fiat family also includes such legendary brands as Ferrari, Alfa Romeo, and Maserati.

**Working together...  
getting results.**

**Together we can.**

**For more information**

on the Xerox Alliance Partner Program, visit [www.xerox-solutions.com](http://www.xerox-solutions.com)

In Europe:  
please contact your sales representative.



Document Centre 460 and 490