

Daiwa Sports Ltd.

Overview

Formed in 1977, Daiwa Sports are the largest fishing tackle manufacturer in Europe. The factory at Wishaw 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. Six of the current staff were involved in the production of the very first fishing rods to roll off the production line in 1978. Annual turnover is about £11m and a substantial increase is projected for both angling and non-angling products. Daiwa have attained both 'investors in people' status and ISO 9002 accreditation.

The Position

Daiwa produce a variety of business related documents every month: statements, routing sheets, purchase orders, invoices and remittances.

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. Documents are also printed on networked Hewlett Packard laser printers and IBM and Epson impact printers using pre-printed continuous stationery.

The Problem

The initial reason for wanting to change was the increasing unreliability of the ageing Xerox 4235 and the subsequent issues relating to its servicing. The 4235 is old and spare parts are difficult to obtain.

This prompted Daiwa into investigating alternative ways of producing their business documents. A key requirement was that they should continue using electronic forms with minimal change to any existing applications.

The Solution

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

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

After evaluating several competing proposals, Daiwa chose TCL Reprographics and the Paris Solution.

Ongoing support and service

The 'partnering' approach of TCL Reprographics and XLPrint Europe gave Daiwa the confidence it needed regarding ongoing support and service. The Paris solution was also independent of the host AS400 and offered 'distribution' options for the future.

The Solution composition

The TCL solution 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, the data is formatted using pre-determined rules which automatically select the required electronic forms, fonts and logo's. The final documents are distributed to the appropriate printer.

Summary

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

In time, the documents printed on the impact printers will also be migrated onto

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the networked laser printers via Paris, providing further cost savings in terms of hardware maintenance, process time and paper.

Paris options for Email, Fax and Archive

In the future, Daiwa will also be able to enhance their document distribution and storage capabilities by 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
- New multi-function devices can now be used to copy, print and fax by any network user
- Replacement of old unreliable printers (using proprietary data streams and resources) with modern networked Laser printers provides higher quality documents with fewer service issues
- Paris can also be used for other 'office' applications e.g. marketing documents, business reports etc.

Paris Software

Paris is a 32-bit Windows application. The solution consists of three main modules that allow users to:

- Design applications in a WYSIWYG session
- Convert Xerox DJDE applications (optional)
- Print documents to any PostScript or PCL printer attached to the network
- Utilise a number of advanced design features that allow documents to be dynamically created from unformatted data

Other optional modules include a set of tools for Barcode creation and currency translation.