XLPRINT CASE STUDY

Cestrum Group

Overview

Cestrum Group is a UK based, manufacturing company. The company's origin dates back to 1954 when Dr Sam Bonetti, a distinguished Italian civil engineer, pioneered the use of PVC-U for the building industry. Today Cestrum Group is made up of four autonomous companies including Cestrum Technologies Limited, Cestrum Building Products Limited, Cestrum Conservatories Limited and Clayton Glass Company Limited. The group employ around 350 full time staff and generates revenue in excess of £ 34 Million. Cestrum expect to double turnover over the next 3 years.

The Problem

Cestrum Group use Sage CS/3 business software for general accounting and management information. The Sage CS/3 software runs under a UNIX operating system.

The standard business financial documents produced by Sage CS/3, which include invoices, statements, remittance advices, sales orders and purchase orders, were all printed onto continuous pre-printed business forms, using basic impact dot matrix printers.

Cestrum were using three dedicated impact printers to produce these business documents: Two heavy duty Epson printers (for production of high volume batch printing including customer invoices and sales orders) and one smaller Epson dot matrix printer (for transaction printing of purchase orders and general reports).

Cestrum needed a more flexible approach to printing; they needed to improve the quality of their business documents and speed up production.

The Solution

The software solution able to integrate the Sage CS/3 business software application with the latest digital multifunction laser technology from Xerox, is XLPrint's Paris system.

Various Paris modules were used to provide a complete solution.

Paris Designer

Paris Designer was used to create the business forms in digital format. This removed the need to use pre-printed stationery. The Paris system produced the complete document, including forms, direct to the Xerox DC460 at print time, printing onto plain A4 stationery. (*The Paris process is PC based and WYSIWYG, there are no command languages to use*.)

Paris Spooler

Paris Spooler was used for production. Print jobs are sent from the Sage CS/3 Unix system to the Paris Spooler. Data is sent via TCP/IP using standard LPR/LPD protocols. Paris Spooler reads the LPR control block with its LPD and invokes the appropriate Paris Environment. Paris Spooler then automatically produces a Postscript print file which is sent via the network directly to the Xerox DC460 for laser printing.

Summary

Cestrum have now replaced 6 impact printers with 2 Xerox DC460s and Paris Software across multiple sites. The new architecture enables Cestrum to:

- Greatly increase the quality of documents printed without making any changes to the Sage CS/3 business software.
- Increase the production speed of producing documents.
- Improve the workflow and business process of producing documents by migrating production from pre-printed continuous business forms to A4 cut sheet, negating inventory in pre-printed stationery.
- Enable the functionality to direct Sage CS/3 output direct to fax and further improve business process and reduce cost.

Cestrum IT Manager, Richard Lycett (who implemented the new document output solution) is very pleased with his Paris software and says,

"Paris is a fine product. It has revolutionised the way in which we produce documentation throughout the Cestrum Group".

Who are XLPrint?

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Every day, XLPrint's software is responsible for the production of millions of pages of electronic documents which are printed, emailed, faxed or stored in document archive systems.

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