



High-Speed PostScript and PCL Network Printing



“Solimar has great technical support!”

John Pedrin
SAIC

SAIC

A national leading defense contractor, Science Applications International Corporation (SAIC), provides software and systems engineering services to the United States government in areas of National Security, Energy, Environment, Health, Space, and Transportation. SAIC employs more than 25,000 people around the world, and has corporate offices in San Diego, California. SAIC prints all of their corporate demand documents at their headquarters through a Solimar print server onto two Xerox 4890 highlight color printers.

SAIC has an extensive network configuration with all hosts and users running on a Windows and TCP/IP Ethernet backbone. Host servers consist of a 3090 mainframe, DEC, and Novell Network, with thousands of PC and Macintosh users around the world accessing these servers. Users print their production PostScript, PCL, and ASCII applications onto the Xerox 4890s through the Solimar® Print/Director, a Windows-based print server front end for Xerox printers. Hosts and users print to Solimar via TCP/IP lp, lpr, lpd print daemons and Novell print queues. The Solimar server passes ASCII, EBCDIC and Metacode, and converts PostScript applications to Xerox images and forms, and PCL 4, 5, and 5C applications to Xerox Metacode, including forms, fonts, and images.

The Solimar server then sends the data directly to the Xerox printer through an online channel, or holds the files in print queues for manual release and printing on-demand. The Solimar print server supports an unlimited number of active print queues.

"From day one, I could tell that Solimar was a powerful system because it was built to optimize network printing on the Xerox printers." says John Pedrin, SAIC Systems Programmer. Prior to bringing Solimar in-house, the printers were used only for printing mainframe data processing applications.

By connecting the network to their production printers, SAIC is now able to print many documents that were formerly reproduced on copiers. Most notable is their internal quarterly newsletter called the Computergram. "The Computergram is created and designed page-by-page by designers and managers throughout SAIC, on PC and Macintosh systems using PageMaker and Illustrator," explains Pedrin.

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Business Profile

SAIC

Technology company increased the effectiveness of their documents and reduced expenses by printing its applications in-house, instead of outsourcing to an external organization.

Industry

Defense Contractor

Geography

San Diego, CA

Business Solution

- Output Management
- Device Connectivity
- Data Stream Conversion

Solimar Products

- Solimar Print/Director
 - Base system with XIMAGE™
 - BUS/TAG Input
 - TCP/IP Input and Output
 - XCHANGE::PostScript

Benefits

- Fast and easy Xerox .FRM form creation and editing using familiar Windows® applications
- Enabled an efficient method to archive output
- Provided fast and efficient reprint operations
- Reduced manual operations and cut production costs



"Upon completion of the more than 70 pages, we used to print the entire book on a LaserJet, and then take it to a copy shop for duplicating on large copiers," states Pedrin. "With Solimar, we were able to bring this application in-house, add highlight color, link the files into a book, and print on-demand nearly 200 pages per minute on the 4890s!"

The Computergram is a very important document for employees at SAIC. It keeps them informed of new company business, changes to policies, and schedules of meetings and training classes. "Solimar's highlight color support for PCL and PostScript was the key to bringing this application in-house," says Pedrin. "Highlight color enables managers who write articles for the newsletter to emphasize important information they want employees to know. Even issues on safety in the workplace are highlighted. It saves time as well because the highlight color grabs their attention and helps employees retain the information. And from a cost perspective, the Computergram costs SAIC less to print in-house with highlight color than when it was copied on black and white copiers!"

Before Xerox, SAIC had ion-deposition printers which "jammed frequently, had poor quality, and suffered severe paper problems — it was a nightmare," explains Pedrin. "Now we have reliable printers that run 24 hours a day, seven days a week, with hardly a paper jam or service call. They are great printers!"

Xerox printers brought a powerful tool to SAIC: form overlays. "We implemented form creation and usage immediately when some Xerox printers were installed nearly ten years ago." says Pedrin. "I wrote FSLs and counted dots for years until Solimar came along."

"Now we design documents in Windows applications, add highlight color, proof them on the LaserJet, and run them through Solimar for form (.FRM) creation," explains Pedrin, "We love it! Now we spend more time designing documents that work for us, instead of writing FSLs that were time-consuming and annoying!"

When SAIC has questions and new applications, they call Solimar. "I used to call my Xerox analyst when I had questions. I'd leave a message, and then I'd call Solimar," says Pedrin. "Someone patient and helpful is always there to answer my questions. They are friendly and knowledgeable and can walk me through even issues that are totally printer-related, with no problems. They even follow up with me to assure that my problems are resolved and my questions answered. Solimar has great technical support!"

"Before we printed reports in-house, we would waste a lot of paper due to overruns, or run out of copies and get hit hard for small runs," explains Pedrin. "Now we have a print-on-demand system in-house that's ready to print, reprint, and even archive anything we need. Solimar also enables us to continue to use all of the great features of Xerox printers! With Solimar, we have a powerful printing solution, backed with quality service!"

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