



2024 Solimar CAC Meeting

IWCO ▶

Making Better HappenSM

AUGUST 6-7

@ IWCO – Chanhassen, MN

Welcome!



Mary Ann Rowan
Chief Experience Officer



Pat McGrew
Managing Director



Ryan McAbee
Chief Analyst





2024 Solimar CAC Meeting

Today's Agenda

- **9:00 am—12:00 pm**
 - Welcome & continental breakfast
 - Industry Updates, Pat McGrew & Ryan McAbee
 - IWCO Overview, Carroll Schilley & Tony Picciano
 - Solimar Customer Success Use Cases, Mary Ann Rowan
 - Partner Updates – HP & RISO
- **12:00 pm—1:00 pm Hosted Lunch**
- **1:00 pm—2:00 pm Workflow Technology Discussion**
- **2:00 pm—3:00 pm Factory Tour in 2 groups**
- **3:00 pm—4:00 pm Open Discussion with Q & A**
- **6:00 pm—Group Dinner @ Jimmy's Bar & Grill**

IWCO

Making Better HappenSM

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Chemistry™ – Powered By Solimar Systems

INTelligent **A**UTOMATION

The title "INTELLIGENT AUTOMATION" is rendered in large, bold, white, sans-serif capital letters. The letter "I" is blue with a white starburst effect. The letter "A" is also blue with a white starburst effect. A colorful, 3D-rendered knot (resembling a trefoil knot) is positioned between the "T" and "M". To the right of the word "AUTOMATION", there are three white gear icons of varying sizes, partially overlapping the letters "O", "M", and "A".

THE GATEWAY TO WORKFLOW-DRIVEN AI

2024 Solimar Customer Advisory Council Members





News You Can Use

Pat McGrew
Managing Director



www.mcgrewgroup.com



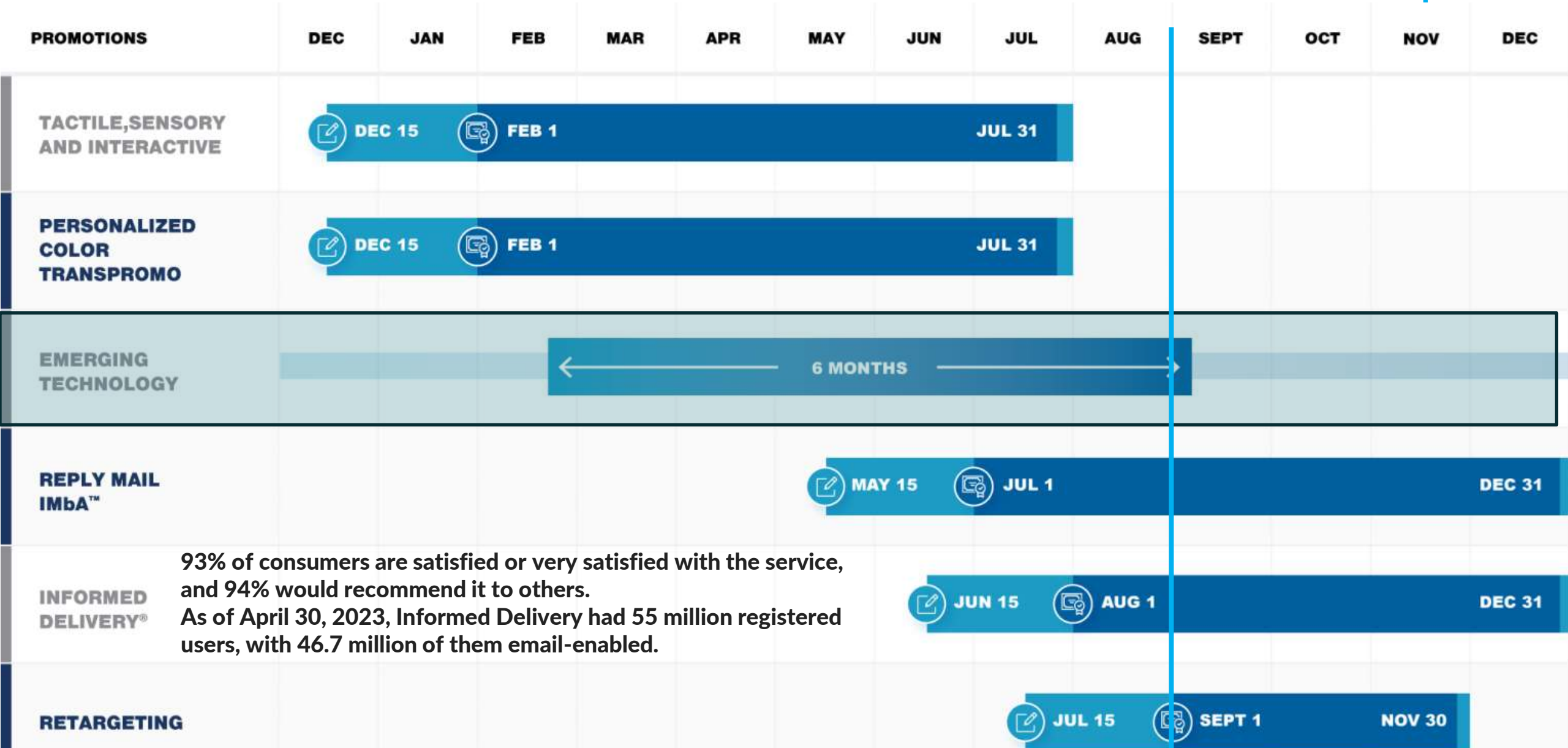


What's
NEW?

What's Going On!

- ▶ Quick Legislative Update
- ▶ CrowdStrike Ramifications
- ▶ Planning for 2Q24

2024 Opportunities Mostly the Same as 2023



93% of consumers are satisfied or very satisfied with the service, and 94% would recommend it to others. As of April 30, 2023, Informed Delivery had 55 million registered users, with 46.7 million of them email-enabled.

US State Privacy Legislation Tracker 2024



← January 2024

US State Privacy Legislation Tracker 2024



July 2024 →

- https://iapp.org/media/pdf/resource_center/global_data_transfer_contracts.pdf
- https://iapp.org/media/pdf/resource_center/State_Comp_Privacy_Laws_Chart.pdf
- https://iapp.org/media/pdf/resource_center/key_dates_us_comprehensive_state_privacy_laws.pdf
- https://iapp.org/media/pdf/resource_center/us_state_ai_governance_legislation_tracker.pdf

2024 to 2025 – Time to Plan!

- **Workflow assessments to tighten gaps and resolve bottlenecks: evidence shows that efficient, automated workflows enable capacity and increase margins**
- **Investigate GPT for problem solving: Gemini, Copilot, Claude, ChatGPT, Perplexity. CAVEAT: Ask for citations. GPT engines do not evaluate the veracity of sources.**
- **Review options for Robotic Arms, Co-Bots, and AMRs to augment personnel.**

2024

2025



Were You CrowdStrike'd? Yes!

- The CrowdStrike outage took down millions of servers.
- Initial reports by one insurer estimated \$5B in direct losses for affected Fortune 500 companies alone. The global impact is much higher.
- Tied to CrowdStrike Falcon Monitoring auto-update.
- CrowdStrike said that **buggy test software** was to blame for the outage that crashed more than 8.5 million Windows systems.
- Banking, healthcare, airlines, LinkedIn, Teams, any Microsoft Azure client, and many printers are still experiencing disruptions.



Were You CrowdStrike'd?

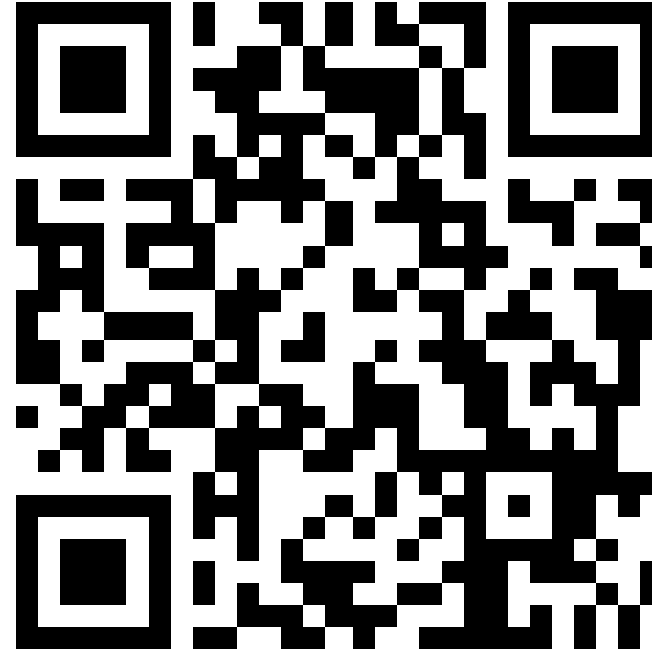
- The IT industry calls this a **single-point failure** — an error in one part of a system that creates a technical disaster across industries, functions, and interconnected communications networks.
- What could you have done – not much because it was kernel-level code.
- Best advice review the previous CAC deck where we talked about Zero Trust and a set of protocols the government already provides, the SSDF (Secure Software Development Framework).
- Consider an air-gapped, staging server license from Solimar.



May 28-
June 7, 2024
Düsseldorf/
Germany
www.drupa.com

drupa

What Mattered @drupa Ebook





- ▶ Industry Evangelist
- ▶ Managing Director, McGrewGroup, Inc. / MC2 Services
- ▶ 30+ years helping customers create success through communication products



@PatMcGrew
www.linkedin.com/in/patmcgrew
 Reach out on Twitter or find me on LinkedIn



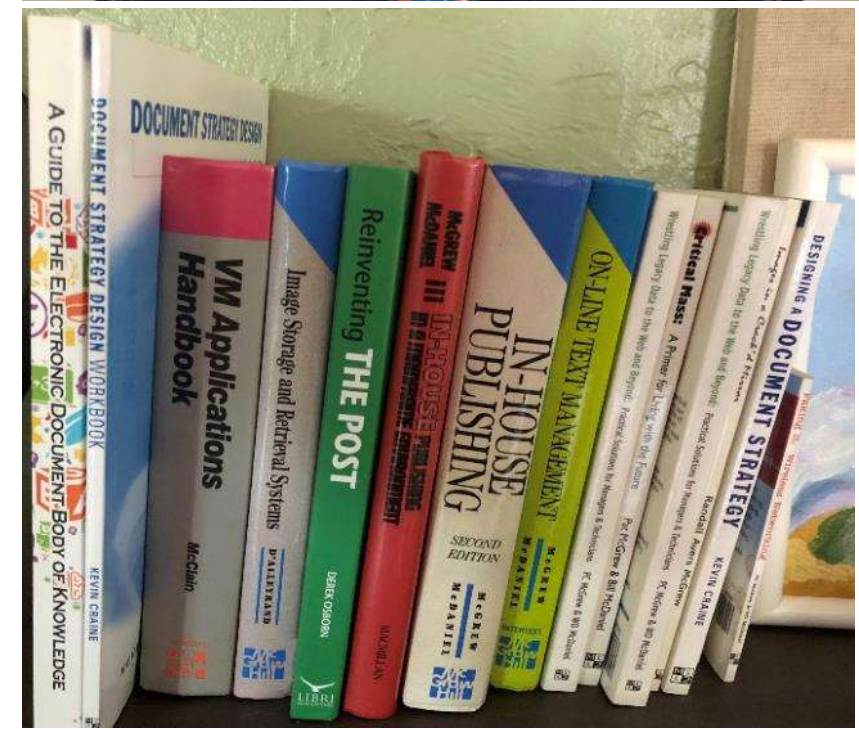
PCM@McGrewGroup.com or
McGrewGroupProjects@gmail.com
 Drop a note!



Set up a Meeting!
 Happy to sign NDAs!



Always Open! +1 720 220 5097
 We keep an eye on all communication channels!



PIXEL DOT

Elevating Print with Tech



 ryan@pixeldotconsulting.com

 [/mbossed](#)

 +1 973 747 6826  www.pixeldotconsulting.com



The Print University

Scan the QR-code of visit the website
theprintuniversity.com



Assessment in a box

Scan the QR-code of visit the website
assessmentinabox.com



The Content Funnel

Scan the QR-code of visit the website
assessmentinabox.com/contentfunnel



IWCO ▶

Making Better HappenSM

AUGUST 6-7

@ IWCO – Chanhasen, MN

DIRECT MAIL SUCCESS STORY

IWCO ▶

Making Better HappenSM



Carroll Schiley
Director, Production
Technology Applications



Tony Picciano
Applications
Engineer

Solimar CAC

About IWCO

August 7, 2024



- ▶ **Singular focus** to drive Direct Mail performance
- ▶ **55+ years** in business
- ▶ **1,000+** employees | 3 locations
- ▶ **1-to-1 Direct Response** marketing team
- ▶ **Advanced analytics** and scientific creative testing
- ▶ Leader in **digital printing**
- ▶ Capacity for **3+ billion** mail pieces per year
- ▶ Expert in **postal regulations** and logistics



IWCO History Overview

1969 - 2020

1969

1969: Founded as Instant Services; one (4) sheetfed press / four (4) employees

1976: Rebranded as Instant Web

1983: Combined three (3) companies: Instant Web, Victory Envelope, United Mailing

1995

1995: Pioneered first commercial application of **commingling**

2000: Introduced **Total Package Platform:** print, envelope, lettershop under one roof

2006: Expanded **Creative Services**

2004: Rebranded as IWCO Direct

2010 -2011: Acquired assets of DGI for further expansion of capabilities

2010: Geographic Expansion Doubles Size; acquired largest competitor, Transcontinental Direct; expanded to PA; added **Mail-Gard capabilities**

2010

2020

2011: Continuous Digital Installation; first U.S. installation of continuous digital inkjet

2014: Expansion **creates largest continuous digital platform in U.S.** Added **Marketing Services**

2017: Joined Steel Partners' portfolio of companies
Company recognized for safety and creativity

2018: Idealliance Circle of Excellence Winner, Bob Rosser
Envelope Manufacturer's Association (EMA) Member of the Year

EMA vice chairman of the board of directors
Achieved G7® Colorspace Master Qualification for litho and digital print

2019: EMA Industry Safety Year Leader Award
Governor's Safety Award for Meritorious Achievement
Printing Industry Midwest Creative Professional of the

Industry Vice Chair of the Postmaster General's Mailers' Technical Advisory Committee (MTAC), Bob Rosser

IWCO History Overview

\$45MM Digital Platform Transformation Investment Completed 2022-2024

2021	2022	2023	2024 - 2026
<p>2021: Board of Directors for the Association for PRINT Technologies, Rick Neumann Association of National Advertisers (ANA) International ECHO Award winner</p> <p>Announced \$45 million investment to build on market-leading solutions</p>	<p>2022: Acquired by Cerberus Capital Management, L.P. ("Cerberus")</p> <p>Gary Masse appointed CEO</p> <p>ANA International ECHO Award and Gold Mailbox Award winner</p> <p>Began phased installation of all digital production platform with hybrid inline finishing for a personalized package - start to</p>	<p>2023: Rebranded as IWCO</p> <p>Hyper-personalization drives 1:1 message / image variability powered by our 100% digital platform</p> <p>Variable componentry allows selective insertion of personalized and generic components tailored to each recipient</p>	<p>3 Year Plan - Continued investments:</p> <p>Digital platform and enhanced finishing capacity</p> <p>Client-facing technologies</p> <p>Marketing and Creative Services (MCS)</p>

Epic inserters offer unique, personalized formats



HP T490



42"-wide digital press runs at 1000 ft./min. w/high-quality ink set for full color printing, personalizing in a single production pass.

HP T250



Also provide variable form size w/superior ink set, running at 500 ft./min. Additional finishing options including vertical and horizontal perforating, MICR imaging, and aqueous or UV coatings, both with gloss and matte finish.

Total Inserting Capacity = 225M pieces/month

Why clients choose IWCO?

We are transforming traditional direct mail.

Precise audience targeting, direct mail creative, and a digital production platform that drives hyper-personalization

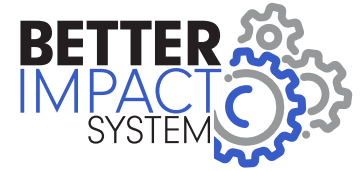


We optimize open rates
amplify the right call-to-action
integrate with other channels



Hyper-Personalization

Personalized messaging to each recipient increases engagement and response



Speak to your customers on a first name basis.

Create 1:1 messaging to customers and potential customers by leveraging unique data points and incorporating them in your pieces for a personalized message unique to each recipient.

- ▶ **Embrace the power** of prospect and customer data
- ▶ Drive 1:1 message and image variability with **hyper-personalized content**
- ▶ **Motivate prospects and customers** to react and respond
- ▶ **Improve response** and gain customers



Full-Color Variable Printing

BENEFITS OF DIRECT MAIL HYPER-PERSONALIZATION WITH IWCO

Individual-Based Hyper-Personalized 1:1 Content Hyper-Personalization of Letters

IWCO
Making Better Happen™

Sample A, Sample
1234 Anytown
Anytown, ST 12345-6789

Dear Sample A, Sample:

We have used technology to help you achieve your goals. Our capabilities, performance, and customer service are a true differentiator and ensure marketing continues to be a profitable investment for your business. Our proprietary data-driven personalization tools help you optimize and improve performance. With data, strategy, creative, execution, media, and the most sophisticated postal logistics strategy in the industry, we deliver better performance.

Our state-of-the-art digital production center is segmented by your industry leading systems, making it easier to manage your direct mail and campaign content. Working in real-time, we ensure your direct mail is delivered to the right person at the right time.

Sincerely,
IWCO

Get serious about
Results

Call **IWCO today** at (952) 474-0961 or visit www.iwco.com

- 1. **Direct**
- 2. **Strategy**
- 3. **Creative**
- 4. **Execution**
- 5. **Media**
- 6. **Analytics**
- 7. **Postal Logistics**

IWCO
Making Better Happen™

Respond by: XX/XX/XXXX

Sample A, Sample
1234 Anytown
Anytown, ST 12345-6789

XX/XX/XXXX

Dear Sample A, Sample:

IWCO has built our reputation and earned the trust of our customers by collaborating with North American marketers for more than 54 years. Along with experience, this trust reflects our full range of direct mail services as well as the most sophisticated postal logistics strategy in the industry. In fact, we pioneered crossmailing more than 20 years ago and continue to compress time-to-market and maximize in-home delivery targeting.

Our strategic capabilities provided a national reach and further strengthened our ability to produce and deliver highly effective direct marketing campaigns. It also gave us the opportunity to introduce MailCard™ business continuity and disaster recovery service to our customers, ensuring peace of mind in case of a business interruption.

Our big idea? We are Making Better Happen™. Our experience, combined with a highly collaborative approach and response service, makes our customers' direct marketing programs perform like no other.

Sincerely,
IWCO

P.S. Visit us at iwco.com and subscribe to our blog **BTB Insights™** for weekly marketing tips and tricks.

Call us today at 952-474-0961 or visit iwco.com

Sample A, Sample
1234 Anytown
Anytown, ST 12345-6789

XX/XX/XXXX

Dear Sample A, Sample:

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Sincerely,
IWCO

P.S. Visit us at iwco.com and subscribe to our blog **BTB Insights™** for weekly marketing tips and tricks.

Get serious about
Results

Call **IWCO today** at (952) 474-0961 or visit www.iwco.com

IWCO Services:

- ▶ **Strategy**
- ▶ **Creative**
- ▶ **Data**
- ▶ **Production**
- ▶ **Analytics**

Variable Componentry

Personalized components tailored to each recipient



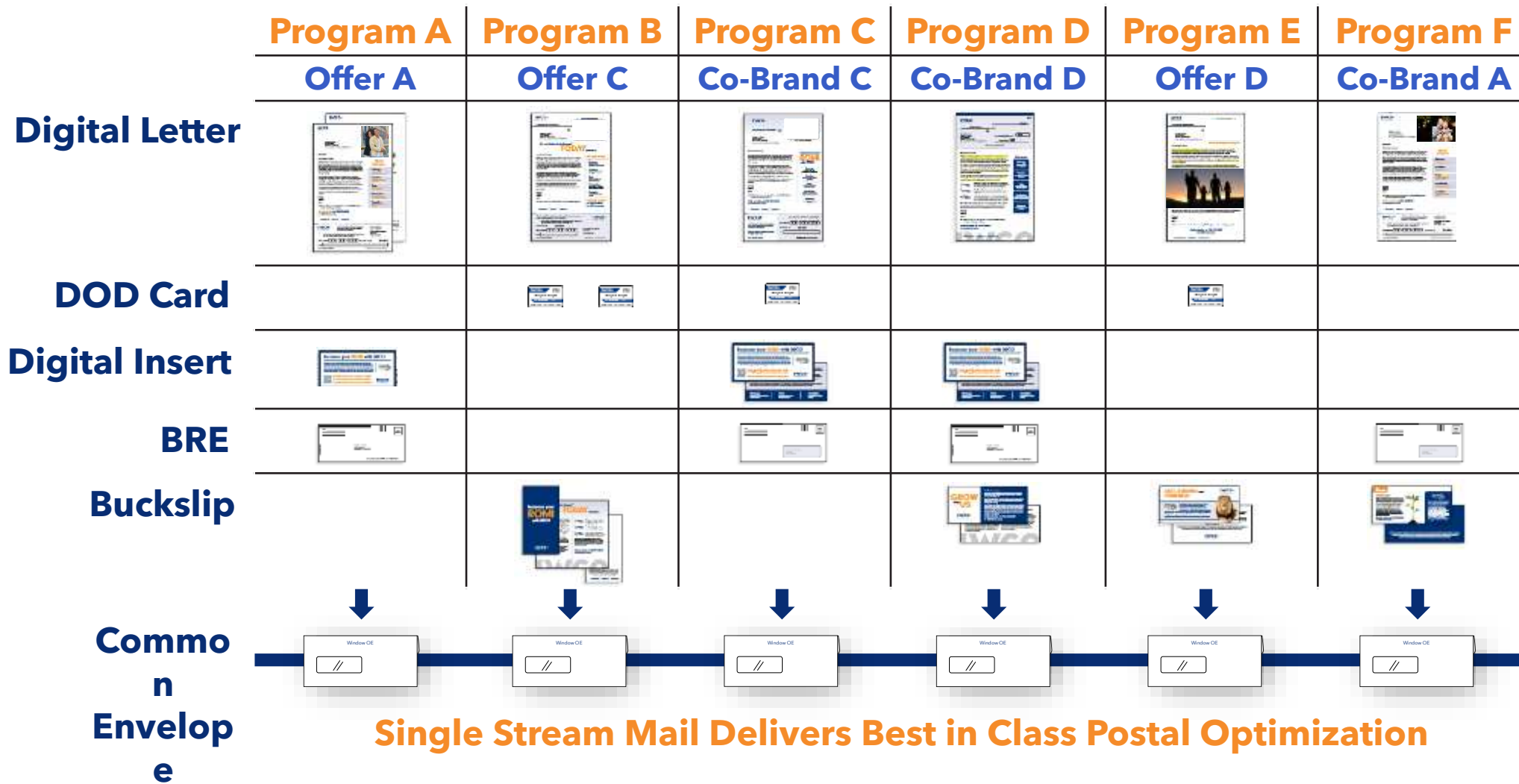
Send every customer just the pieces that fit.

Speak directly to your customers and potential customers by combining targeted messages and imagery with hyper-personalized content and components tailored to each recipient.

- ▶ **Selectively insert** personalized and generic components
 - ▶ Digital letter
 - ▶ DOD card
 - ▶ Digital inserts
 - ▶ Buckslip
 - ▶ BRE
- ▶ Allows multiple programs to be merged into a **single mail stream** resulting in lower postage costs

Variable Componentry

Combine variable formats & hyper-personalized creatives into a single mail stream



Selective components driven by:

- ▶ LOBs
- ▶ Brands
- ▶ Co-brands
- ▶ Programs
- ▶ Offers
- ▶ Creatives
- ▶ Demographics
- ▶ And More

Single Stream Mail Delivers Best in Class Postal Optimization



Postal Optimization

Campaign production and deployment



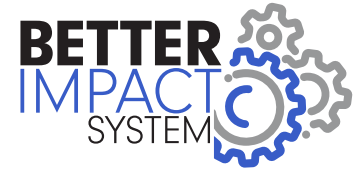
Make your postage spend deliver for you.

Leverage our 55+ years of postal expertise, with a production capacity of 3+ billion a year, precision in-home date management and companion platform expertise.

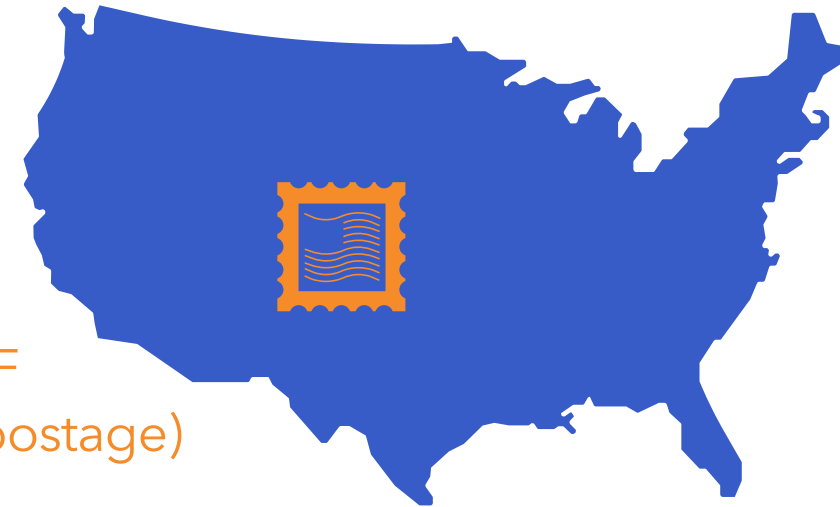
- ▶ **Postage is 60%** of your direct mail campaign costs
- ▶ High volume direct mail campaigns
- ▶ Largest digital production platform
- ▶ Synchronization with multichannel
- ▶ **Best postage** in the industry

Postal Regulation and Logistics Experts

Lowest price postage in the industry



- ▶ 24/7 operations
- ▶ Pioneers in printing, handling, and commingling of direct mail
- ▶ Proven postal optimization solutions
- ▶ 96%-97% of the direct mail we produce is sent directly to the SCF (deeper in the mail stream and qualifies for the lowest possible postage)
- ▶ Tenured USPS partnership
- ▶ In-house postal advocates and postal affairs experts
- ▶ BETTERAddressing: Eliminates misaddressed / wasted mail efforts (~10%+)
- ▶ Predictable and reliable in-home delivery execution
- ▶ Largest one-pass commingling platform in North America



IWCO's Proprietary Postal Optimization Solution

Commingling and Logistics Expertise

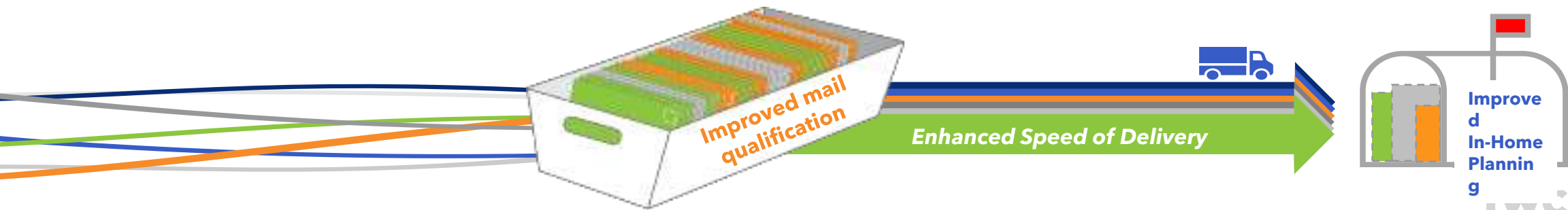


Commingling:

Automated merging of multiple mail streams of completed mail into one mail stream sorted by zip code.

Results:

- ▶ Commingling results in more full mail trays
- ▶ Small volume mailings (trigger programs, test packages, etc.) can capitalize on the benefits and postage savings achieved by large volume mailings
- ▶ Lower postage costs realized through:
 - ▶ Improved presort qualification
 - ▶ Enhanced logistics planning



IWCO's Proprietary Postal Optimization Solution

Commingling and Logistics Expertise

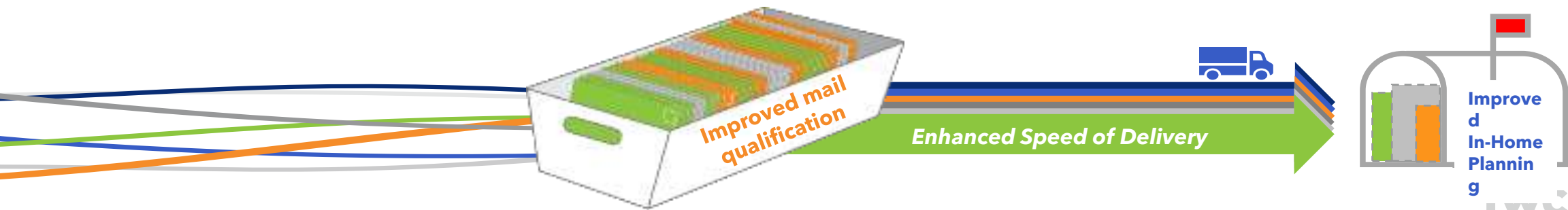


Postal Logistics:

Efficient and expedited execution of mail transportation and mail delivery to USPS SCF and NDC locations.

Results:

- ▶ Mail is transported directly to the USPS SCF and NDC postal facilities near its final destination
- ▶ Benefits include:
 - ▶ Qualified for SCF and NDC entry discounts
 - ▶ Enhanced speed of delivery
 - ▶ Improved in-home date planning and execution



CONTACT



Carroll Schiley



952-470-3210



carroll.schiley@iwco.com

Business Challenges

**IWCO
Environment**

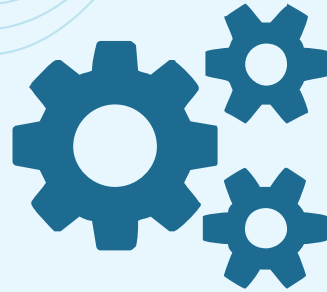
**2 locations:
MN & PA**

**Canon & Screen
inkjet presses**

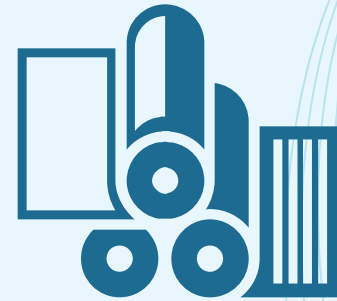
**Added New
Digital Web
Presses (7)**



**Multiple Print
Data Streams**



**Various DFEs
requirements**

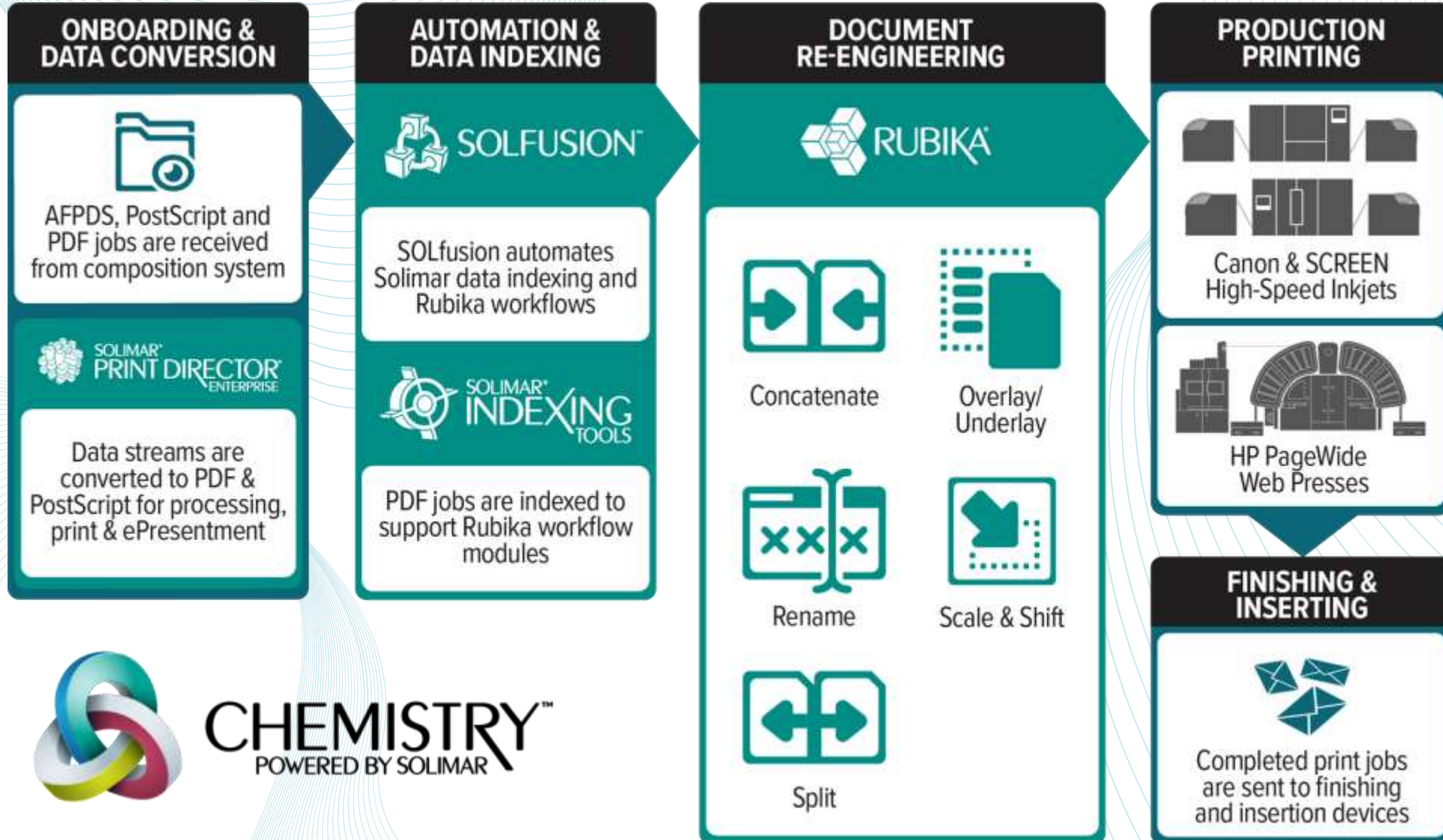


**Existing finishing
equipment issues**

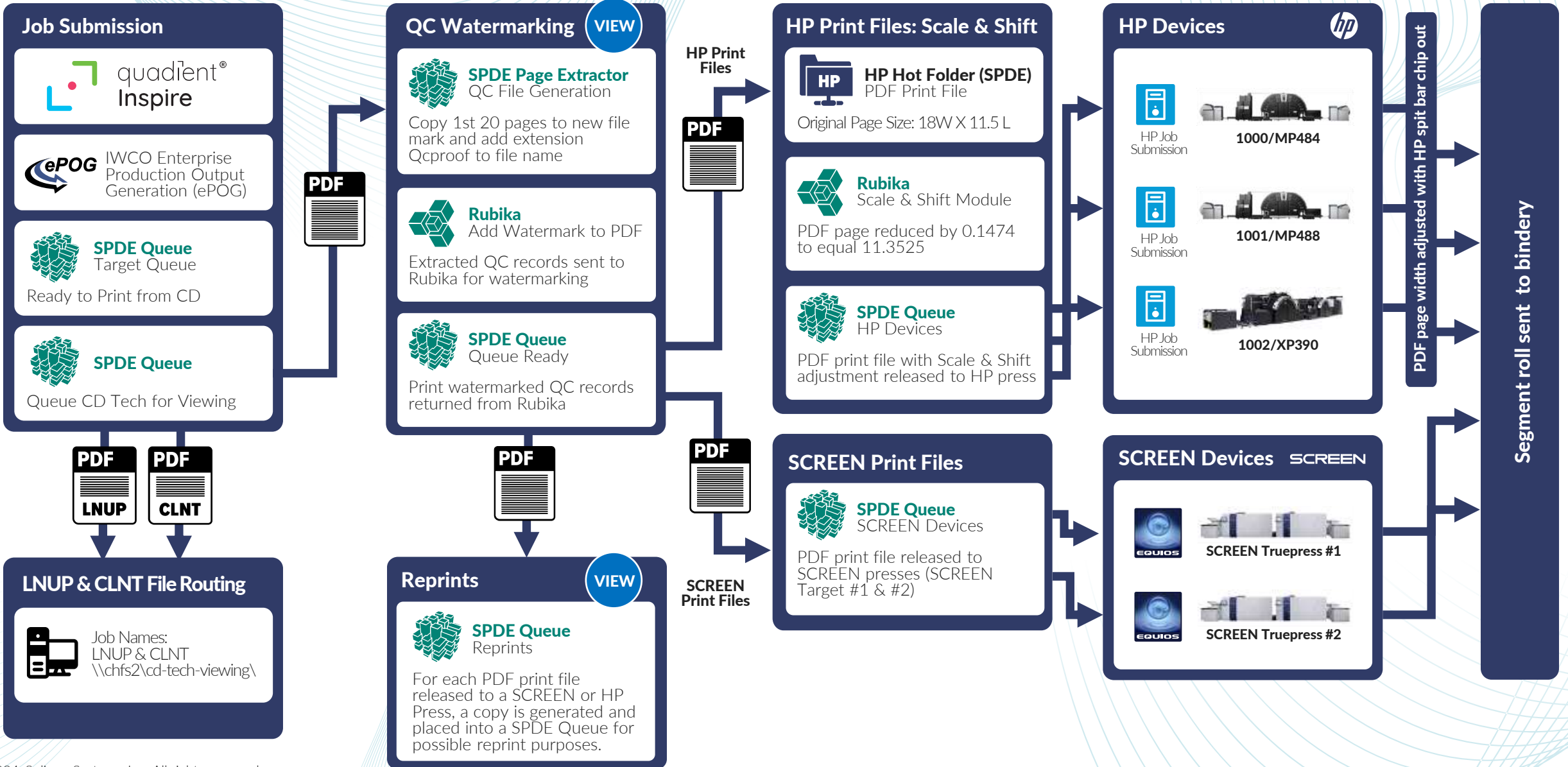


**Manual Quality
Control (QC)**

IWCO Production Environment



CHEMISTRY™
POWERED BY SOLIMAR



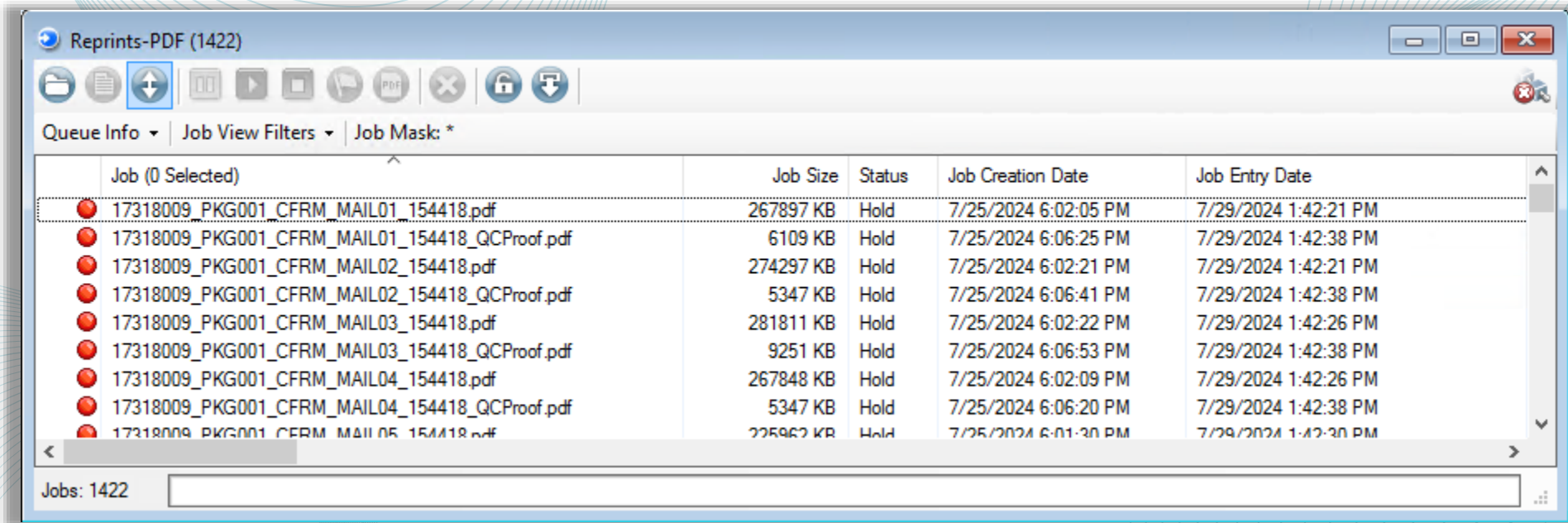
BACK TO WORKFLOW

QC Watermark



BACK TO WORKFLOW

Reprints



Reprints-PDF (1422)

Queue Info ▾ | Job View Filters ▾ | Job Mask: *

Job (0 Selected)	Job Size	Status	Job Creation Date	Job Entry Date
● 17318009_PKG001_CFRM_MAIL01_154418.pdf	267897 KB	Hold	7/25/2024 6:02:05 PM	7/29/2024 1:42:21 PM
● 17318009_PKG001_CFRM_MAIL01_154418_QCProof.pdf	6109 KB	Hold	7/25/2024 6:06:25 PM	7/29/2024 1:42:38 PM
● 17318009_PKG001_CFRM_MAIL02_154418.pdf	274297 KB	Hold	7/25/2024 6:02:21 PM	7/29/2024 1:42:21 PM
● 17318009_PKG001_CFRM_MAIL02_154418_QCProof.pdf	5347 KB	Hold	7/25/2024 6:06:41 PM	7/29/2024 1:42:38 PM
● 17318009_PKG001_CFRM_MAIL03_154418.pdf	281811 KB	Hold	7/25/2024 6:02:22 PM	7/29/2024 1:42:26 PM
● 17318009_PKG001_CFRM_MAIL03_154418_QCProof.pdf	9251 KB	Hold	7/25/2024 6:06:53 PM	7/29/2024 1:42:38 PM
● 17318009_PKG001_CFRM_MAIL04_154418.pdf	267848 KB	Hold	7/25/2024 6:02:09 PM	7/29/2024 1:42:26 PM
● 17318009_PKG001_CFRM_MAIL04_154418_QCProof.pdf	5347 KB	Hold	7/25/2024 6:06:20 PM	7/29/2024 1:42:38 PM
● 17318009_PKG001_CFRM_MAIL05_154418.pdf	225962 KB	Hold	7/25/2024 6:01:30 PM	7/29/2024 1:42:30 PM

Jobs: 1422



CHEMISTRY™
POWERED BY SOLIMAR

EXISTING FINISHING ISSUES

“Without Solimar, we would have had to go through all of the blades on the cutters and replaced them at a cost of \$10,000 each.”

IWCO 
Making Better HappenSM



CHEMISTRY™
POWERED BY SOLIMAR

*Solimar DIGITAL RETROFIT
solutions delivered cost
savings over:*

\$140,000+

IWCO 
Making Better HappenSM

Chemistry™ – Powered By Solimar Systems

INTelligent **A**UTOMATION

THE GATEWAY TO WORKFLOW-DRIVEN AI

- Industrial PDF Optimization
- JDF Integration & Reporting
- Job & Piece Level Tracking
- Production Cut-sheet Inkjet Printing
- Job Householding, Barcoding & Messaging
- Online Proof, Approval, Hold & Rejection
- Data Security & Compliance
- PDF/UA Accessibility Solutions

PDF Centricity

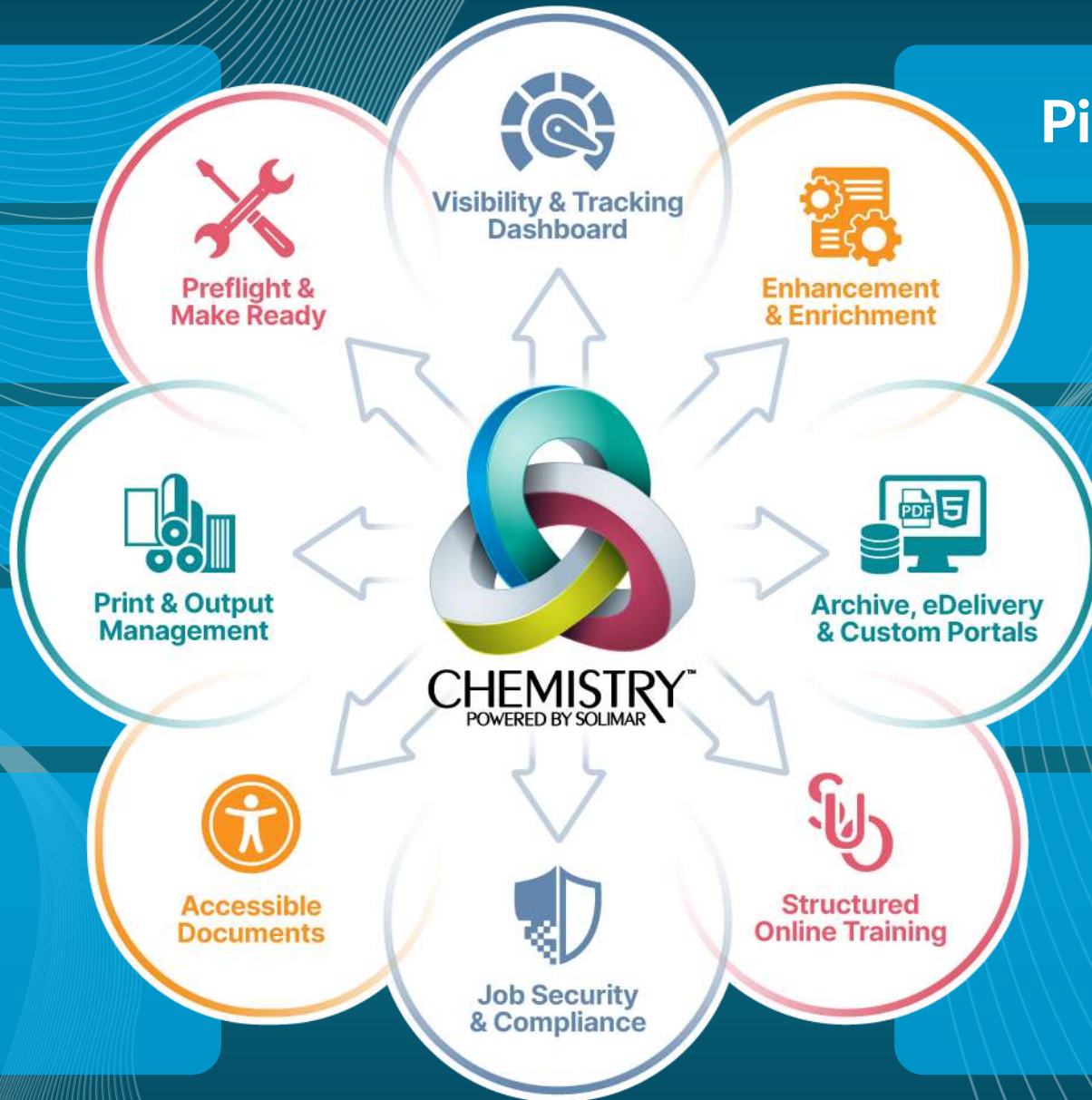
JDF Reporting

Live Visibility

Householding

Optimized for:

- Print
- eDelivery
- Archive



Piece Level Tracking

DIY Templates

Data Security

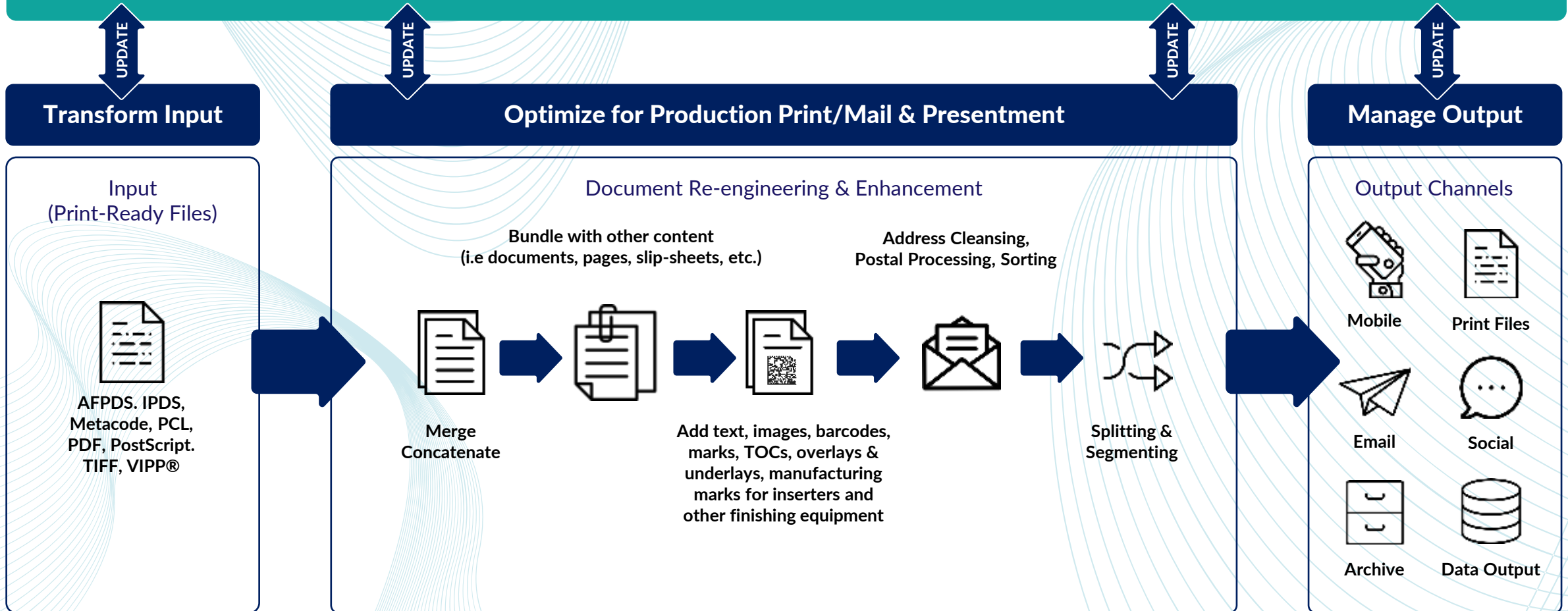
Accessibiity

Universal:
Direct Mailers –
Transactional –
In-Plants & more –

Digitally Retrofit Data, Documents & Workflows for Print & eDelivery



JDF Job Ticketing, Templated Process Automation, Tracking & Visibility Dashboard



Create Optimized PDF from Any Print Stream

INCOMING PDLs	OUTGOING PDLs								
	AFPDS	HTML5	IPDS	METACODE	PCL	PDF	POSTSCRIPT	TIFF	XML
AFPDS	✓	✓	✓	✓	✓	✓	✓	✓	✓
IPDS	✓	✓	✓	✓	✓	✓	✓	✓	✓
LCDS/METACODE	✓	✓	✓	✓	✓	✓	✓	✓	✓
LINE DATA	✓	✓	✓	✓	✓	✓	✓	✓	✓
PCL	✓	✓	✓	✓	✓	✓	✓	✓	✓
PDF	✓	✓	✓	✓	✓	✓	✓	✓	✓
PostScript	✓	✓	✓	✓	✓	✓	✓	✓	✓
TIFF	✓	✓	✓	✓	✓	✓	✓	✓	✓
VIPP®	✓	✓	✓	✓	✓	✓	✓	✓	✓

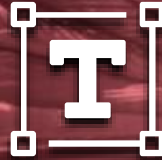


PDF OPTIMIZATION

PROOF · PRINT · ARCHIVE



RESOURCES



FONTS



COLOR



IMAGES



OBJECTS



STRUCTURE

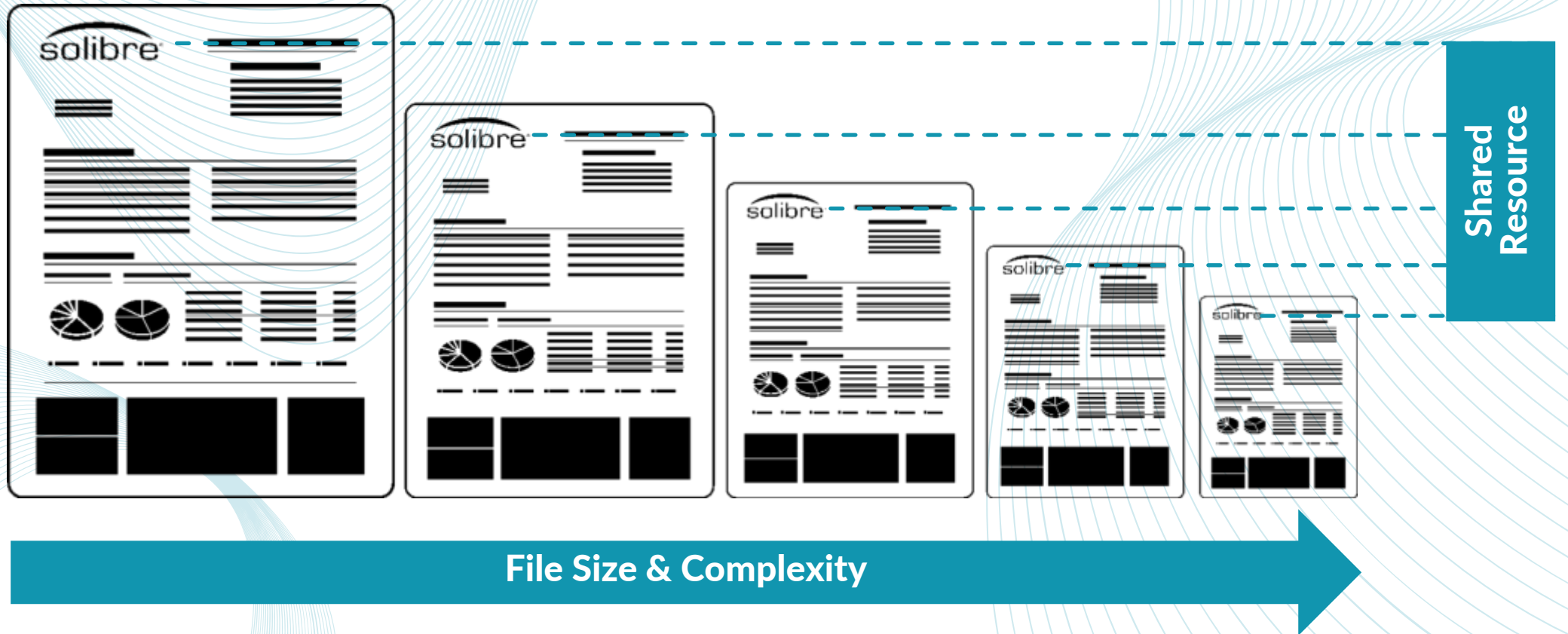


OBFUSCATE



PREFLIGHT

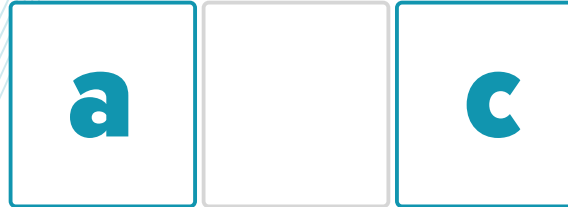
Combine & Reuse Resources



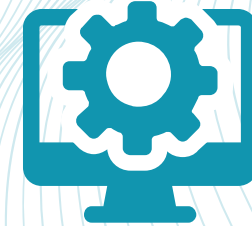
Embed & Consolidate Fonts



Reduce/Merge fonts

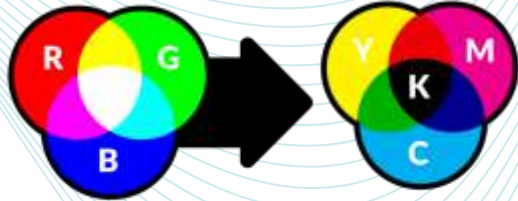


Replace subsets with
full font families

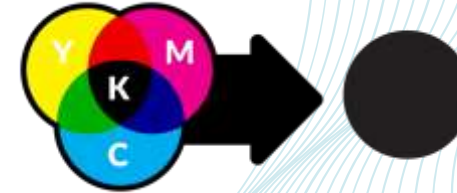


Some DFEs can't print
subsets & certain types
of fonts

Color Tuning



RGB > CMYK



CMYK > K for true black
Crisper images & use less ink & save \$



CMYK > Grayscale
Save \$ when color printing isn't needed



Set ICC Color Profiles
Build templates per job and per printer

Optimize Image Sizes

Original File



1200dpi



Optimized Print File



300-600 DPI
CMYK



eDelivery & Archive



75-100 DPI
RGB

Correct Structural Issues



-FLATTEN-
Transparencies
Remove Empty
XObjects



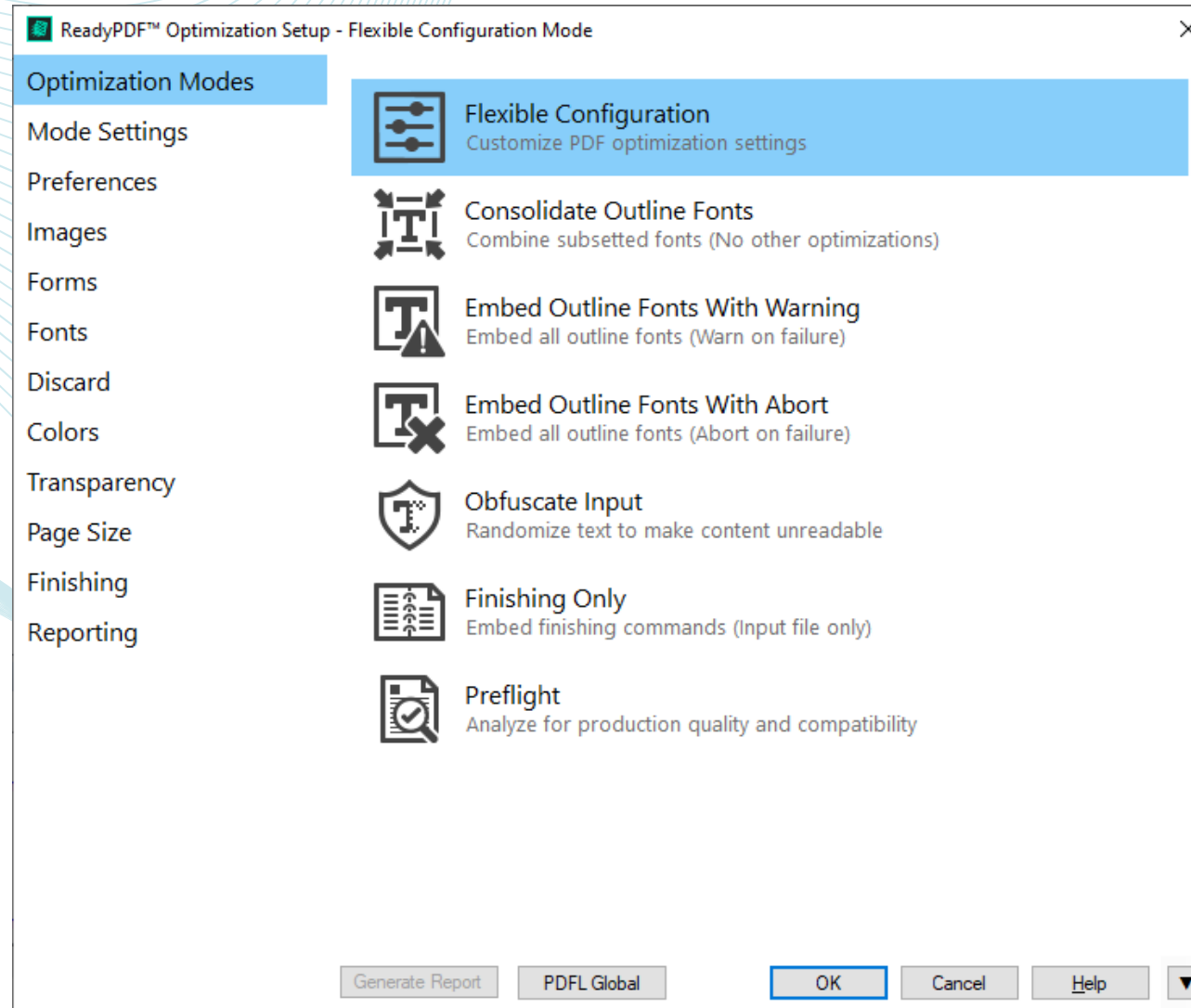
-REMOVE-
Bookmarks
from print
production
files



-REMOVE-
Annotations
Comments
Tags
Thumbnails
Metadata



No Code Configuration Templates



Before & After Reporting:

- Color Usage
- Fonts
- Embedded Fonts
- Fonts Not Embedded
- XObject Forms, Images & Details
- Image Optimization
- Inline Images and Details
- Transparencies
- Removed and Discarded Items
- Optimization Stages and Times
- & more

ReadyPDF Report		SOLIMAR SYSTEMS		
Filename: Optimized: December 21, 2022, 11:19:28		SPDE Version: 9.2.002598 / Report Version: v14.33 Processing Time: 49.828 seconds		
Image Usage	Color Usage	Font Usage	Optimization Time	
General Information		Input File	Output File	Difference
PDF Version		1.3	1.5	
PDF Producer		(null)		
Contains DPM Finishing		No	No	
Compression		No Compression	Fully Compressed	
File Size		96,268,598	7,303,977	-88,964,621 + 92%
Total Pages		4,003	4,003	0
Pages with Transparency		3,964	3,964	0
Size of Page Contents		7,865,301	5,616,891	-2,248,410 + 29%
Number of Shadings		0	0	0
Number of Text Objects		51,278	47,420	-3,858 + 8%
Number of Paths		113,687	113,687	0
XObject Images +		Input File	Output File	Difference
Images Used Below Low-Res Threshold		0	0	0
Images used between the Low-Res and High-Res threshold		5,266	6	-5,260 +
Images Used Above the High-Res Threshold		0	0	0
Total XObject Images		5,266	6	-5,260
Total XObject Image Instances Used		5,273	5,273	0
Size of Image Data		15,269,419	12,090	-15,257,329 +
XObject Image on Average Reused		1 Times	879 Times	+ 878 Times

Automate Industrial PDF Workflows



Production Print



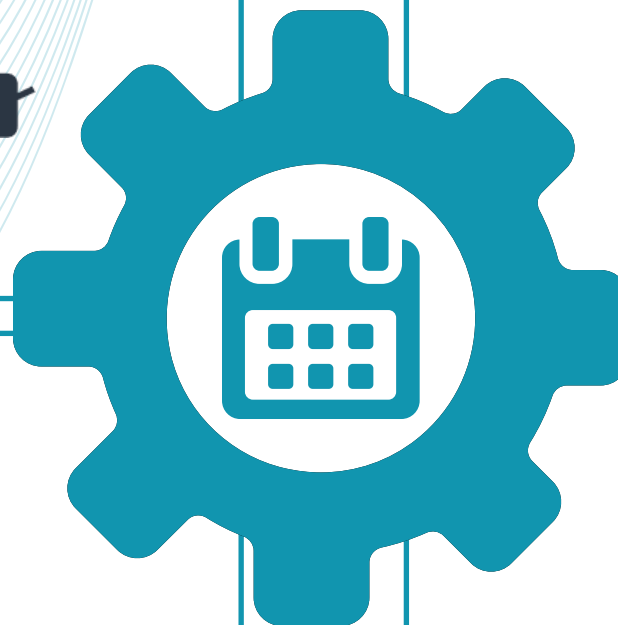
Secure Proofing



eDelivery & PDF/UA



Secure Archive & HTML5



Applications Tested:



Transaction Statements
Mono & Color



Direct Mail (DM)
Letter & Mailer



Book for VITS Books
System Demo



16 Panel
Z-fold



Posters -
Duplex



Postcards -
Duplex

RIP SPEEDS

102% UP TO ↑

IMPROVEMENT

Reduced the time to the first page sent to the print engine.

FILE SIZES

98% UP TO ↓

REDUCTION

Optimized network bandwidth with reduction of the original file size.

FONTS

88% UP TO ↓

REDUCTION

Consolidated, embedded, subsetted and reduced the number of fonts.

COLOR SPACES

20% UP TO ↓

REDUCTION

Optimized managed, separation, and spot color spaces.

IMAGE DATA

14% UP TO ↓

REDUCTION

Downsampled images to optimize delivery, archive and storage.



ReadyPDF default configuration produced significant results.



Reduces file sizes to optimize use of the network bandwidth.



Optimizes color spaces for color consistency and faster processing.



Optimizes fonts, graphics, page sizes and orientations, and image resolution.



Reduces ink consumption by applying color profiles and conversions.



Deletes unneeded overhead from file transforms and legacy indexing.



Detects and corrects problems before they hit the production floor.



Reduces file sizes to optimize use of file storage and archive cost.



XML-accessible file reports are generated for analysis.



IWCO ▶

Making Better HappenSM

AUGUST 6-7

@ IWCO – Chanhassen, MN

PDF OPTIMIZATION SUCCESS STORY

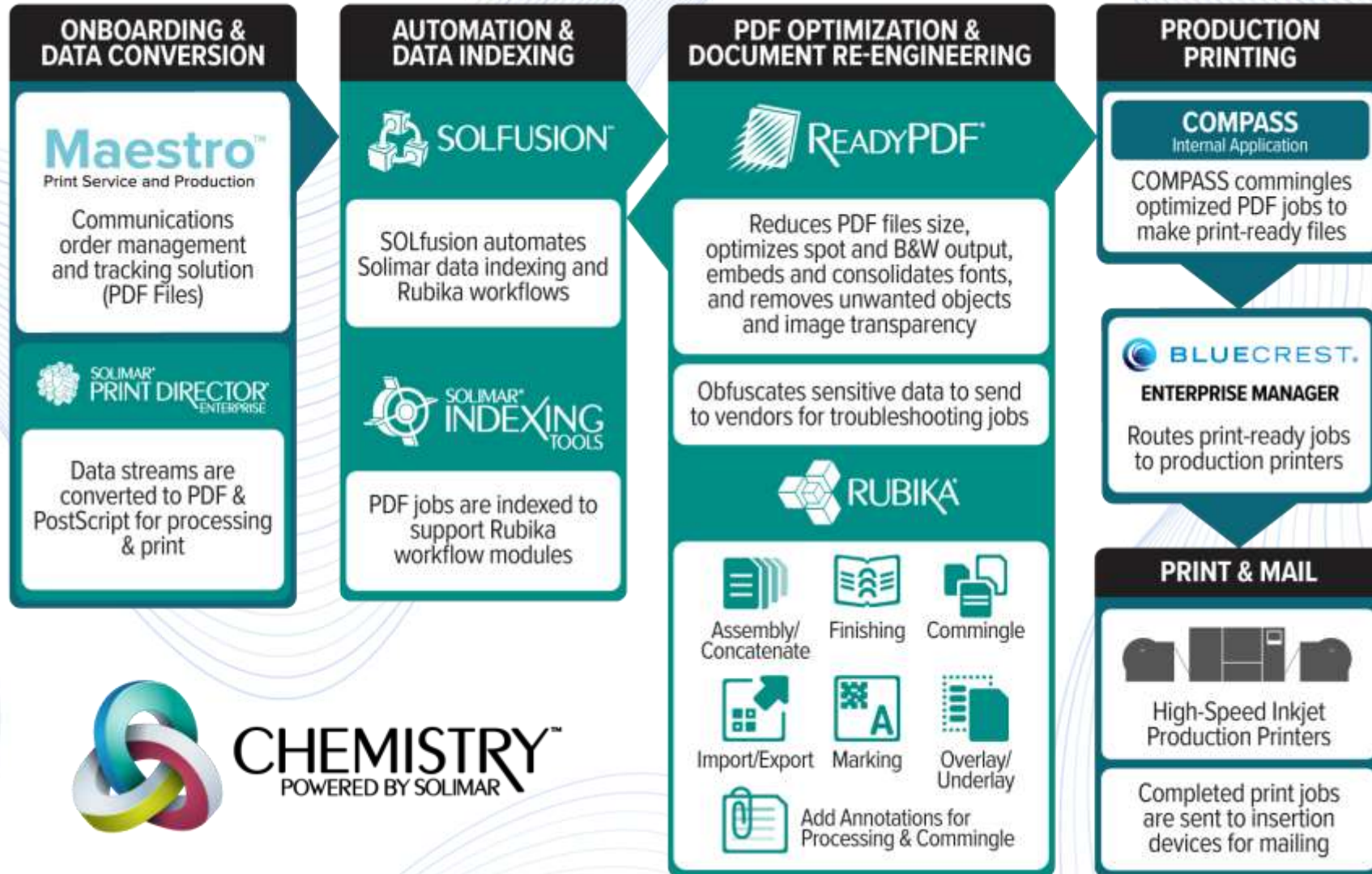


Eric Hollingsworth
Vice President of Operations



Carrie Sublett
Graphics Manager

RevSpring Environment



PDF Optimization



FTP Upload

Customer uploads a zip file containing multi-page PDFs per addressee.



Upload Workflow

Customer-composed PDFs merged into one PDF and moved to ReadyPDF input hot folder.



ReadyPDF Optimization

- RGB -> CMYK
- Embed missing fonts
- Substitute Type 1 fonts
- Flatten transparent graphics
- Remove unwanted objects
- Optimize file size



Maestro Job Created

Corrected file processed and comingled with other customer documents.



Print Job Created

Combined print job sent to a location for printing.



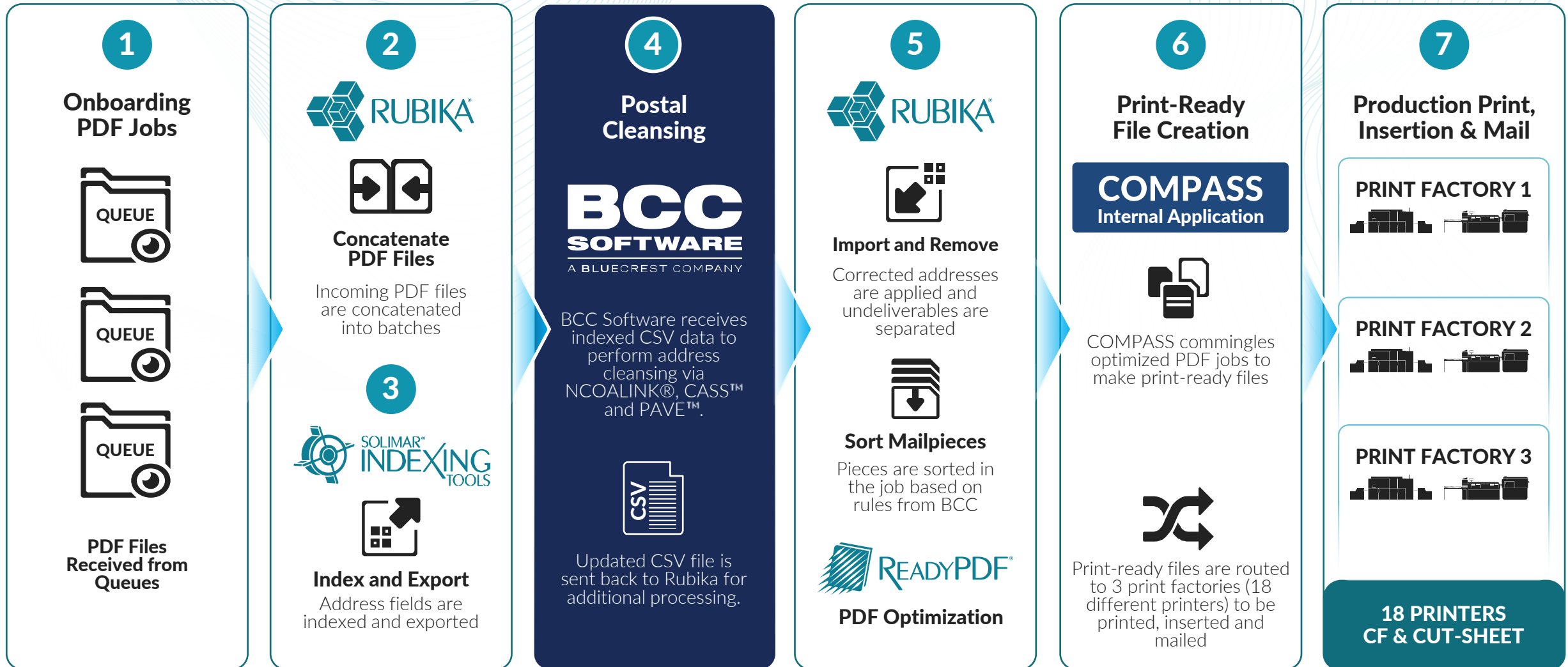
ReadyPDF run on combined print job



RIP

If print job is unsuccessful after ReadyPDF, a manual check and discovery will be performed to determine cause. If cause cannot be remedied with ReadyPDF, design team can consult on source of issue.

Postal Cleansing Workflow





CHEMISTRY™
POWERED BY SOLIMAR

With ReadyPDF, 90% of files that previously failed due to fonts, transparencies, or other common issues now process quickly and correctly.”



Watch the RevSpring Interview

RevSpring Keeps Customer Financials Running Smoothly with Solimar

Solimar Systems, Inc.

SOLIMAR
SYSTEMS

RevSpring Keeps Customer Financials Running Smoothly with Solimar

Pat McGrew
Managing Director

McGrew
group

Eric Hollingsworth
Vice President
of Operations

RevSpring

Carrie Sublett
Graphics
Manager

RevSpring

Ryan McAbee
Chief Analyst

PIXEL DOT
CONSULTING

14:43

vimeo

Automated Optimized PDF Output Data and Documents for Print, Finishing & Edelivery

INCOMING APPLICATIONS

BOOKS
LABELS
PRINT ON DEMAND
RAW DATA
TRANSACTIONAL

COMPOSITION & DATA MANAGEMENT SYSTEMS

COMPOSITION

MIS SYSTEMS

HOME GROWN APPLICATIONS

POSTAL CLEANSING

STOREFRONTS

CAMERAS

SOLIMAR ENTERPRISE SOLUTIONS



OPTIMIZED OUTPUT MANAGEMENT & MULTI-CHANNEL DELIVERY



Document Facelifting



solibre®

Solibre Corporation Variable Annuity

Page 1 of 4

Jonathan H. Marshall
12623 NEWBURGH ROAD
LIVONIA, MI 48017

QUARTERLY STATEMENT

STATEMENT PERIOD: April 1, 2020 - June 30, 2020
ACCOUNT NUMBER: 0300 0004 0000 0004
PIN NUMBER: 2138
AGENT/ST: JONATHAN H. MARSHALL
AGENT/ADVISOR: Lisa Elizabeth Moore
2004 Urban Park Center, Suite 201
Atlanta, GA 30122

Account Summary

Value last statement	\$88,380.83	Contract date	5/20/1995
Additions	+750.00	Maturity date	3/15/2020
Withdrawals	-0.00	Summers to date	\$0.00
Fees and Charges	-0.00	Value if surrendered	\$85,293.56
Change in market value	+871.31	Charge if surrendered	\$2,588.88
Value this statement	\$87,802.24		

Account Allocations

Allocation of Current Holdings

Allocation of Current Premium

FUND NAME	INVESTMENT OBJECTIVE	ALLOCATION % BY FUND
SC VIF Balanced	Balanced	18%
SC Bond Day Value	Domestic Equity	30%
SC VIF Growth Opportunities	Domestic Equity Growth	30%
SC VIF Value 900	Domestic Equity Growth and Income	19%
SC VIF High Income	Fixed Income	18%

Value of Current Holdings

INVESTMENT OBJECTIVE	% OF PORTFOLIO UNTERREED	UNITS	UNIT VALUE	UNIT VALUE	TOTAL VALUE
Balanced	40%				\$27,120.90
SC VIF Balanced	20%	11,808.179	\$1,148,395	\$13,560.45	
Thurston Balanced	10%	4,755.977	\$1,425,623	\$6,780.23	
Selected Balanced	10%	5,816.438	\$1,185,700	\$6,780.23	

solibre®

Solibre Corporation Variable Annuity

Page 1 of 4

Jonathan H. Marshall
12623 Newburgh Rd
Livonia, MI 48150-1001

QUARTERLY STATEMENT

STATEMENT PERIOD: April 1, 2019 - June 30, 2019
ACCOUNT NUMBER: XXXX XXXX XXXX 0004
PIN NUMBER: 5555
AGENT/ST: JONATHAN H. MARSHALL
AGENT/ADVISOR: Lisa Elizabeth Moore
2004 Urban Park Center, Suite 201
Atlanta, GA 30122

Account Summary

Value last statement	\$95,380.83	Contract date	5/20/1995
Additions	+750.00	Maturity date	3/15/2020
Withdrawals	-0.00	Summers to date	\$0.00
Fees and Charges	-0.00	Value if surrendered	\$85,293.56
Change in market value	+871.31	Charge if surrendered	\$2,588.88
Value this statement	\$97,802.24		

Account Allocations

Allocation of Current Holdings

Allocation of Current Premium

FUND NAME	INVESTMENT OBJECTIVE	ALLOCATION % BY FUND
SC VIF Balanced	Balanced	18%
SC Bond Day Value	Domestic Equity	30%
SC VIF Growth Opportunities	Domestic Equity Growth	30%
SC VIF Value 900	Domestic Equity Growth and Income	19%
SC VIF High Income	Fixed Income	18%

Digital Inserts

TERRAZA
FREE DRINK
The Jewelz Card

- Facelift Output
- Mask Sensitive Data
- Update Forms
- Introduce Color
- Data Mining
- Add/Change Barcodes
- Digital Inserts
- Promotional Messages
- Sequence Numbering

Add Dynamic Messaging – Illinois SB1440



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We Help You
Grow Your Business
Join Us Now!

Unlock Your Brand's Potential with Innovative Marketing Solutions!

“ Partnering with MARCOM transformed our brand from a hidden gem into a market leader.

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INNOVATIVE SOLUTIONS

Cutting-edge solutions combining AI technology with deep consumer insights to deliver hyper-personalized campaigns that boost engagement and drive growth.

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With a proven track record of elevating brands and achieving exceptional ROI, we are at the forefront of the industry, guiding our clients to success and shaping the future of the industry.

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800 1234 6789 www.marcom.biz

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MARCOM

We Help You
Grow Your Business
Join Us Now!

Unlock Your Brand's Potential with Innovative Marketing Solutions!

“ Partnering with MARCOM transformed our brand from a hidden gem into a market leader.

Call For Appointment
123 456 789 001

This is not a bill. This is a solicitation for goods or services. Call toll-free 800.555.1234 or go to www.abc-co.com to be removed from this mailing list.

Add Dynamic Messaging – Illinois SB1440

MOTOR VEHICLE NOTIFICATION
Vehicle Service Division

Vehicle Info: 2023 NISSAN ARIYA

Notice Date: March 11, 2024
Phone Number: 1-800-555-1234
Record ID: 071JQ10560
Respond By: April 1, 2024

FINAL NOTICE

RESPONSE TO THIS NOTICE REQUESTED
TIME SENSITIVE

ATTENTION: Patricia Corcoran

This letter is to inform you that the coverage on your 2023 NISSAN ARIYA may be expiring or may have already expired. Please contact 1-800-555-1234 today to get your coverage up to date.

Without coverage in place, you are at risk of being financially liable for any and all repairs. However, you still may have time left to activate coverage on your vehicle before it's too late. No inspection will be required and final acceptance is subject to your ability to meet eligibility requirements.

We reserve the right to revoke your eligibility for service coverage after 5 days.

Call **IMMEDIATELY** as this will be our **FINAL ATTEMPT TO NOTIFY YOU 1-800-555-1234**.

RESPOND BY:
April 1, 2024

PHONE NUMBER:
1-800-555-1234

HOURS OF OPERATION:
Monday - Friday 7:00 AM - 7:00 PM CST, Saturday 9:00 AM - 4:00 PM CST

THIS DOCUMENT HAS A COLORED PANTOGRAPH AND MICROPRINTING.

Record ID: 071JQ10560 Expiration Date: 4/1/2024

Registration Fee Voucher

\$ 199.00

TO THE ORDER OF: PATRICIA CORCORAN 37-17081
10555 MAIN ST
DES PLAINES, IL 60016-0616
Signature required for redemption

MEMO: _____ Signature: _____

THIS IS NOT A CHECK
USSA Automotive Protection Group is not affiliated with any auto dealer or manufacturer.

This is not a bill. This is a solicitation for goods or services. USSA Automotive Protection Group is not affiliated with any auto dealer or manufacturer.

MOTOR VEHICLE NOTIFICATION
Vehicle Service Division

Vehicle Info: 2023 NISSAN ARIYA

Notice Date: March 11, 2024
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Registration Fee Voucher

\$ 199.00

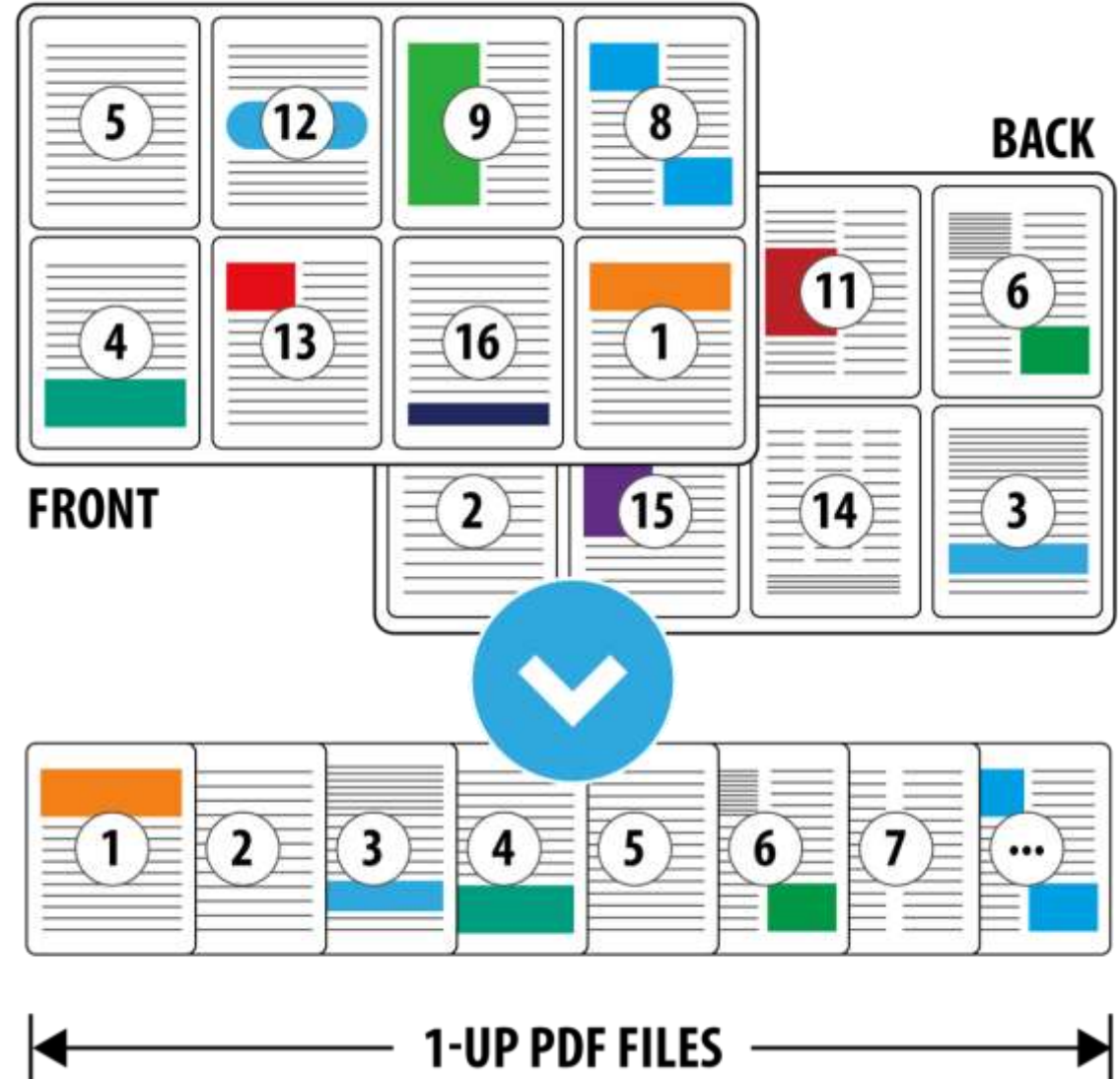
TO THE ORDER OF: PATRICIA CORCORAN 37-17081
10555 MAIN ST
DES PLAINES, IL 60016-0616
Signature required for redemption

MEMO: _____ Signature: _____

THIS IS NOT A CHECK
USSA Automotive Protection Group is not affiliated with any auto dealer or manufacturer.

De-Imposition

- Create 1-up documents from imposed PDF document
- Uses the same, simple, UI as our imposition module to extract and output individual pages one up
- Supports N-Up, Book Block and Booklet impositions
- Ideal for Reprints and repurposing offset catalogs and other content



Imposition / Re-Imposition

The screenshot displays a software interface for imposition and re-imposition. The main window, titled "MAINWINDOW", shows a 5x4 grid of 20 numbered pages (1-20). The right sidebar contains settings for input pages, output media, and sheetlet layout.

INPUT PAGES

- Page Size: Other
- Width: 144 Points
- Height: 144 Points
- Scale Pages - X Offset: 100%
- Scale Pages - Y Offset: 100%

OUTPUT MEDIA

- Page Size: Letter
- Width: 612 Points
- Height: 792 Points
- Page Margin: 0 Points
- Orientation: Portrait

SHEETLET LAYOUT

- Sheetlets Count: 20
- Sheetlet Margin: 0 Points
- Order: Across

Navigation icons: |← →|, |← →|, |← →|, |← →|, |← →|, |← →|, |← →|, |← →|

AUTO LAYOUT

Buttons: SETTINGS, CANCEL, OK





IWCO ▶

Making Better HappenSM

AUGUST 6-7

@ IWCO – Chanhassen, MN

**MAYO
CLINIC**

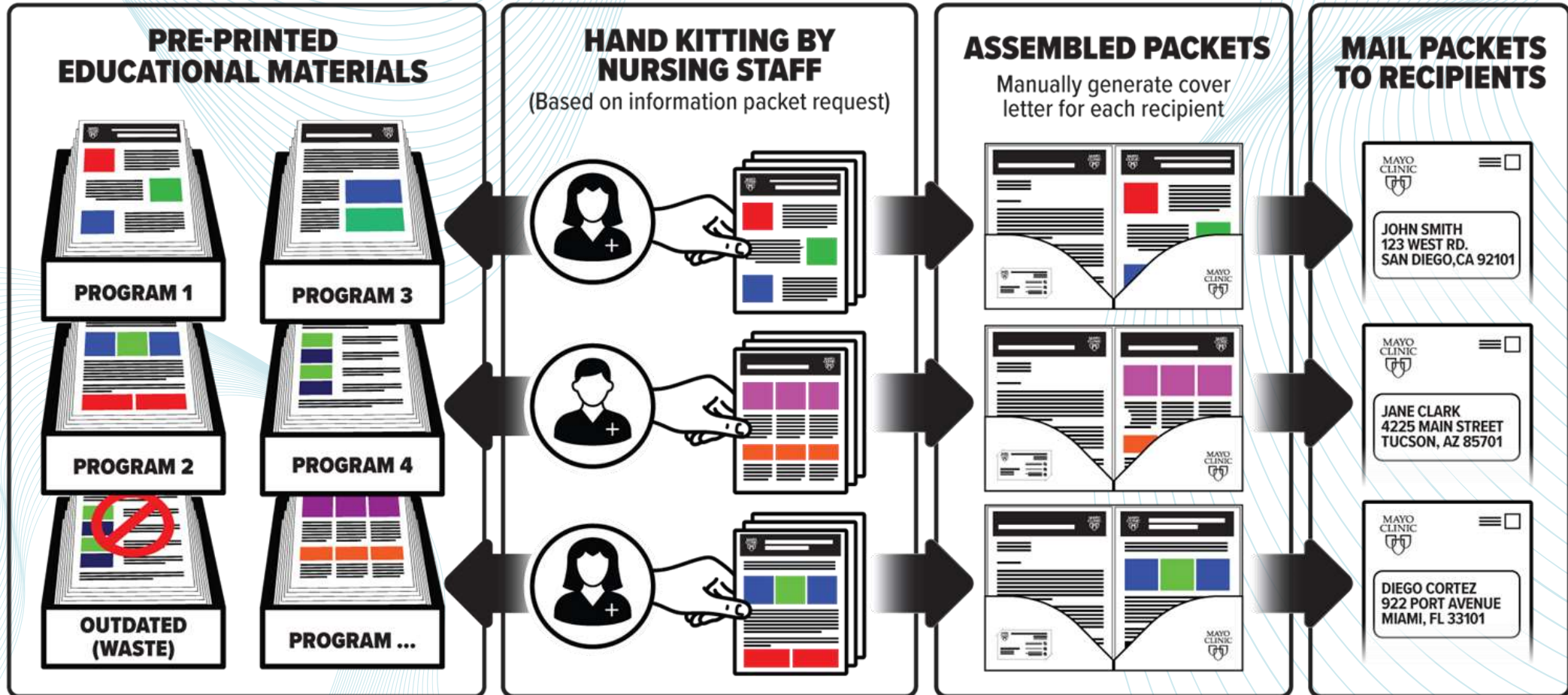


Tony Fenner

Manager,
eDocument Solutions
Mayo Clinic

Mayo Clinic – Patient Care Folders

BEFORE: STOCK MANAGEMENT & HAND KITTING

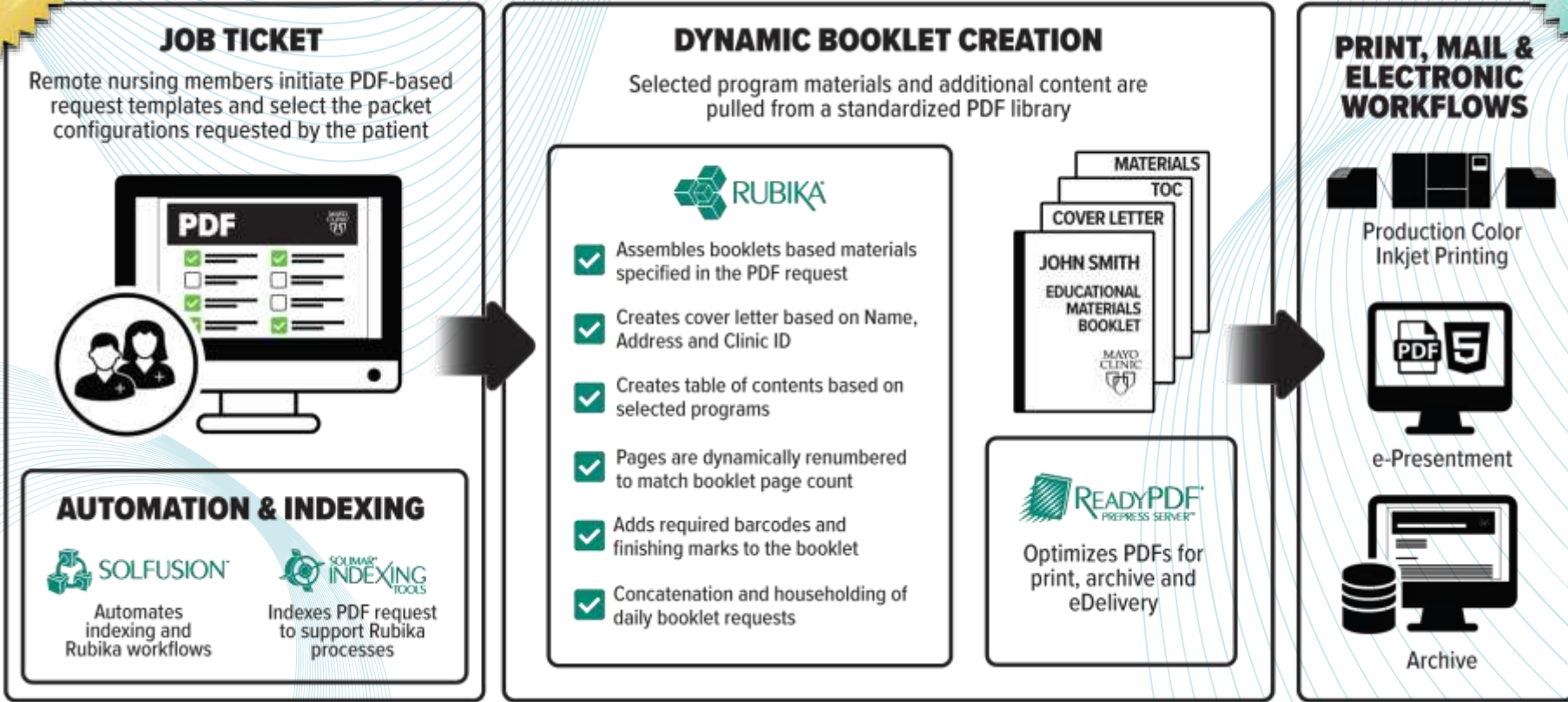




Personalized Patient Booklets



AFTER: IN-HOUSE DYNAMIC PERSONALIZED BOOKLET CREATION



“Being able to electronically facilitate sending our patients written education materials is a critical part of our maintaining a virtual care program.”
 Kris, Mayo Clinic Primary Care Clinical Nurse Specialist

Householding Project



Householding Collection Letters



- Collection letters sent for each visit number. One patient could have multiple visit numbers for one visit/appointment. If those visits all hit collections, each visit number receives its own letter.
 - We originally were able to bring letters based on the address, patient number and letter ID (we exclude other letters just to ensure the patient is not losing other letters or documents if they were all brought together into one.
- Additionally, bringing the letters together we can reduce the total sheet counts as well by 1500 sheets per day.
 - We have redesigned these individual page letters from one page per visit number to a maximum of 2 sheets per patient; holds up to 210 visits.

Current Savings Rate:

TOTAL HOUSEHOLDED

April-June: 92,331

POSTAGE SAVED

\$49,858

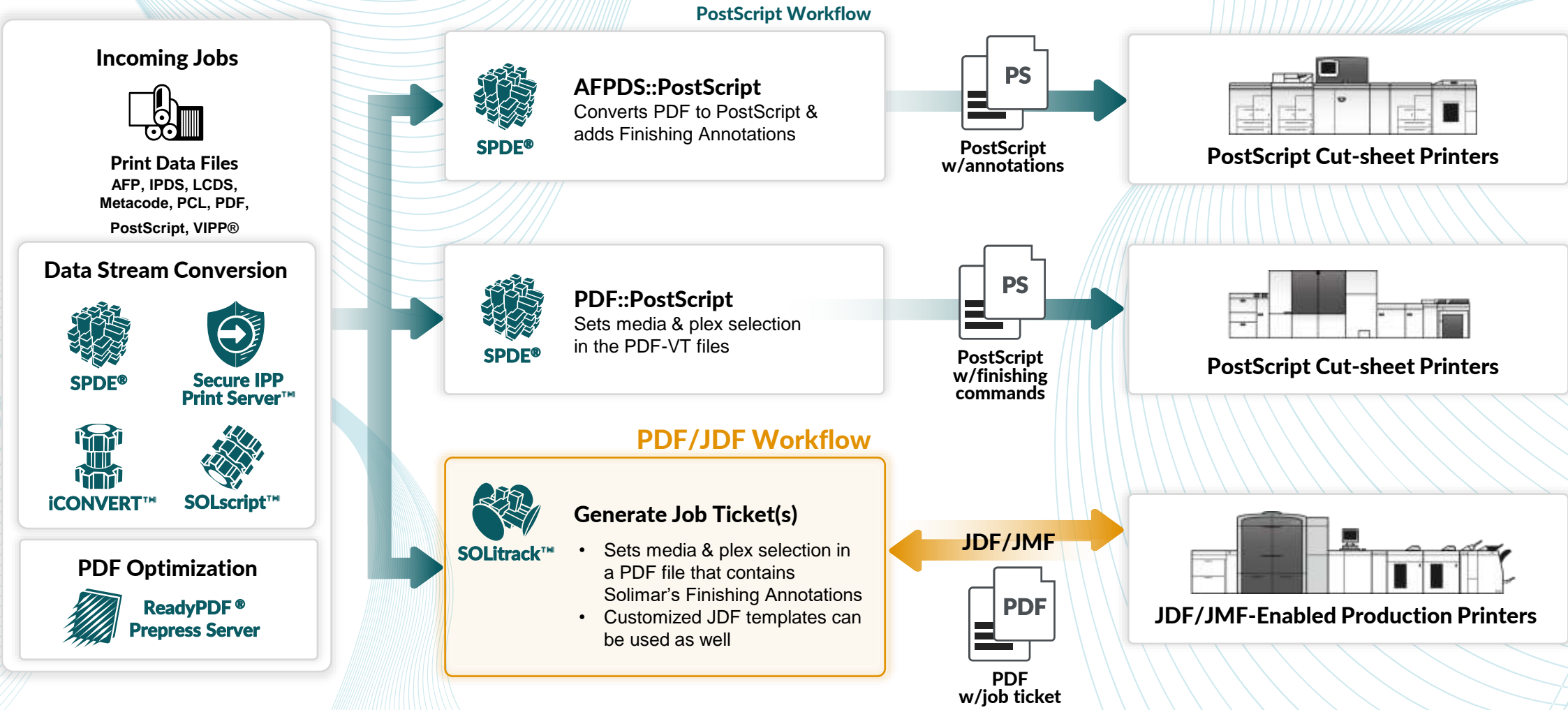
TOTAL HOUSEHOLDED

Annual: 369,324

POSTAGE SAVED

\$199,434.96

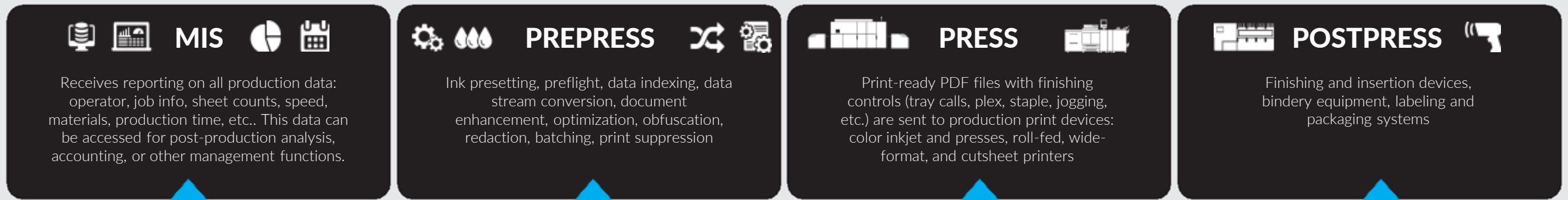
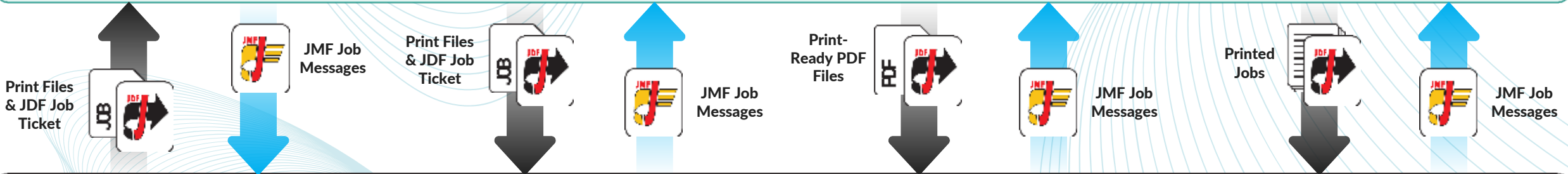
Cut-sheet Inkjet Print Workflows



PDF + JDF Job Ticketing



JDF Workflow System – Real-time job and device status and production visibility



Solimar JDF Job Ticketing seamlessly routes PDF jobs through desired workflows

Large PSP in Japan PDF/JDF Workflow

Visibility & Tracking Dashboard



SOLITRACK™



Job Ticketing

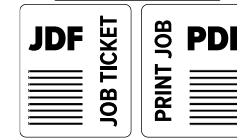
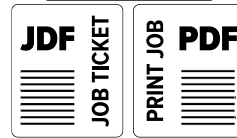
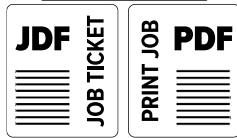
Workflow
Visibility

Job
Batching

Job/File/Piece
Tracking

Alerts &
Notifications

Reporting



EQUIOS Digital Front Ends (14)



SV110 Digital Front Ends (8)



Network Devices (15+)



Production Inkjet Printers (14)



Production Printers (8)



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AUGUST 6-7

@ IWCO – Chanhassen, MN



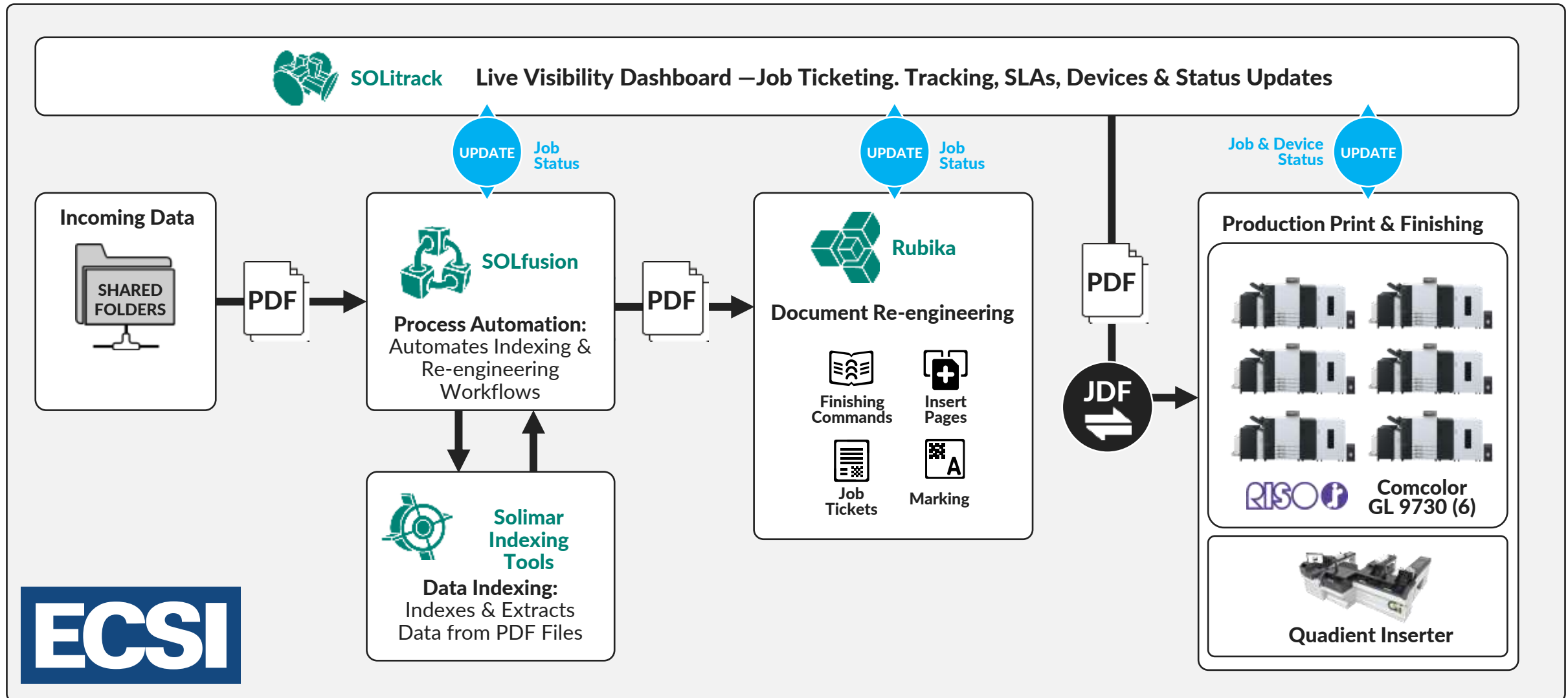
Maggie Curry

National Account Manager

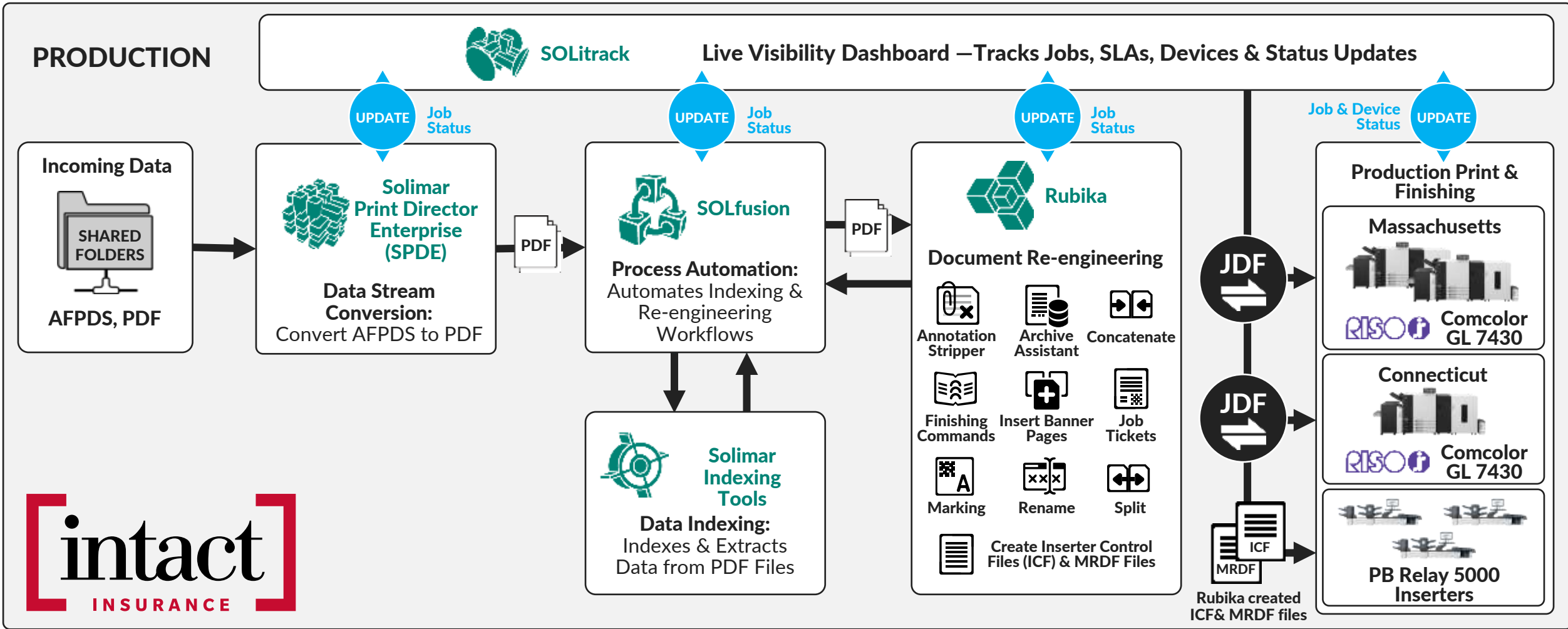
Maggie@RISO.com



ECSI Heartland- PDF Workflow with JDF/JMF



Intact Insurance – PDF + JDF Workflow Diagram





CHEMISTRY™
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“We in-sourced our print and went from a fully manual fulfillment and assembly operation to 70% of the output moving over to automated insertion.”





CHEMISTRY™
POWERED BY SOLIMAR

“Having 2 print centers provides redundancy. We have achieved 100% on time SLA since Go Live.”





VALEZUS

T2200 | T1200



Membership ID cards printed on a cutsheet inkjet



CareFirst Administrators 1501 S. Clarke Street, 7th Floor, Baltimore, MD 21234-5744

Demo Name
XXXX Demo Street
DEMCLAND,XX 00000

Important Information About Your New Health Insurance Card

Enclosed you will find your new Health Insurance identification card(s) for the health plan that will be administered by CareFirst Administrators, an Independent Licensee of the Blue Cross and Blue Shield Association. Please discard your identification card issued by your prior health plan administrator.

- Information about your identification number is outlined below:
 - Many states now require that your Social Security Number (SSN) not be published on any public documents. You will note on your identification card and your explanation of benefits from CareFirst Administrators that you have been assigned an Alternate Identification Number.
 - Please destroy any old identification card(s) you may have and present your new card to your Providers, Hospitals, Labs, and Pharmacies on your next visit.
 - Your alternate identification number or your SSN can still be used for claims processing and to get your prescriptions filled.
 - When filling prescriptions at your local pharmacy, please be sure to let them know that your Pharmacy Benefits Manager is noted on the back of your member ID card, along with the appropriate contact information for prescription assistance.
- Access to your claims history, benefits, forms and other information is available 24/7 by logging into your "My CFA Account" using the link on the "Member" page of the CFA website (www.ctablu.com) – this online tool is an easy, convenient way to access information specific to your plan.
- If you need additional identification card(s), or have any other questions, please contact CareFirst Administrators Member Services at the number listed on the back of your identification card(s).

By accepting this card and any benefit to which this card entitles the holder, the holder acknowledges that the policy pursuant to which this card is issued constitutes a contract solely between group and CareFirst Administrators, and that CareFirst Administrators is an independent corporation operating under a license from the Blue Cross and Blue Shield Association that permits CareFirst Administrators to use the BlueCross Blue Shield names and Service Marks in the State of Maryland, the District of Columbia and portions of Northern Virginia.

Web access for viewing eligibility and claim information is available 24/7. We will set you up with access to view all claims processed based on your ID number. You can obtain information on accessing your claim information through the web by visiting the www.ctablu.com web site or asking a member services representative.

Please see the reverse side for important information.

Member Name Demo Name Member ID 000000000	Coverage Level Employee Only	Member Name Demo Name Member ID 000000000	Coverage Level Employee Only
Group No. DEMO Benefit Plan STANDARD BIN/PCN/GRP 000000/XX/XXXX Effective Date 1/1/2013 BCBS Plan 192/692	Copy OV00 ER00	Group No. DEMO Benefit Plan STANDARD BIN/PCN/GRP 000000/XX/XXXX Effective Date 1/1/2013 BCBS Plan 192/692	Copy OV00 ER00

Member Name Demo Name Member ID 000000000	Coverage Level Employee Only
Group No. DEMO Benefit Plan STANDARD BIN/PCN/GRP 000000/XX/XXXX Effective Date 1/1/2013 BCBS Plan 192/692	Copy OV00 ER00

Member Name Demo Name Member ID 000000000	Coverage Level Employee Only
Group No. DEMO Benefit Plan STANDARD BIN/PCN/GRP 000000/XX/XXXX Effective Date 1/1/2013 BCBS Plan 192/692	Copy OV00 ER00



T-231147320- ID cards on a GL

Les Amputés de guerre
 Tél. : 1 800 250-3030 - Téléc. : 1 800 219-8988
www.lesamputesdeguerre.ca - amp@lesamputesdeguerre.ca

Numéro de carte de crédit (à compléter par le donateur)
 Numéro de carte de crédit (à compléter par le donateur)
 Numéro de carte de crédit (à compléter par le donateur)

**ATTACHEZ ICI
PLAQUE
STAMP
HERE**

LES AMPUTÉS DE GUERRE - QUÉBEC
 THE WAR AMPS - QUEBEC
 SERVICE DES PLAQUES PORTE-CLÉS
 KEY TAG SERVICE
 606 RUE CATHARIN BUREAU 530
 CP 11037 SUCC. CENTRE VILLE
 MONTRÉAL QC H3C 4W6

Comment donner :
 Utilisez l'enveloppe-réponse ci-jointe pour faire votre don par cheque (à l'ordre de : Les Amputés de guerre) ou par carte de crédit (veuillez inclure la partie supérieure du formulaire).
 Faites un don mensuel par carte de débit ou de crédit en utilisant le formulaire qui se trouve au dos de l'enveloppe-réponse.
 Par téléphone au 1 800 250-3030 ou par télécopieur au 1 800 219-8988.
 Visitez amputesdeguerre.ca ou consultez le dépliant ci-joint pour faire un don en ligne ou par l'intermédiaire de votre institution financière.

Protégez vos clés
 Attachez ces plaques à code confidentiel à vos trousseaux de clés. En cas de perte, la personne qui trouvera vos clés pourra composer le numéro au dos de la plaque ou les déposer dans une boîte aux lettres au Canada. L'association vous les retournera gratuitement.

PRUDENCE AU VOLANT • DRIVESAFE
 274964261
 2024-2025

PRUDENCE AU VOLANT • DRIVESAFE
 274964261
 2024-2025

Nous vous remercions de votre appui. Tout don est bienvenu.
 Les reçus seront envoyés au plus tard en février prochain.

Numéro d'enregistrement d'organisme de bienfaisance : 13196 9628 RR0001

Comment donner :

- Utilisez l'enveloppe-réponse ci-jointe pour faire votre don par cheque (à l'ordre de : Les Amputés de guerre) ou par carte de crédit (veuillez inclure la partie supérieure du formulaire).
- Faites un don mensuel par carte de débit ou de crédit en utilisant le formulaire qui se trouve au dos de l'enveloppe-réponse.
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 274964261
 2024-2025

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QC-B 2024



**BlueCross
BlueShield**



TRACK EVERY PIECE



LIVE VISIBILITY



JDF JOB TICKETING



REMOTE CONTROL



RAPID INTEGRATION

The screenshot displays the Solitrack software interface. At the top, there are four printer status cards: "Color Inkjet Press #1 - JDF Enabled", "Color Inkjet Press #2 - JDF Enabled", "CUT-SHEET #1 - JDF Enabled", and "WIDE FORMAT - JDF Enabled". Below these is a section for "LOCATION #1: Color Inkjet 001 - JDF". A job titled "Probe Health Insurance.000007.2023.01.12.pdf" is shown with details: "Created: 1/12/2023 10:09:44 AM", "Last Update: 1/12/2023 1:01:16 PM", "File Size: 941 KB", and "Job Status: Processing (1 errored)". A progress bar is visible. Below this, another job entry is partially visible with "Created: 1/11/2023 10:09:44 AM", "Last Update: 1/11/2023 1:01:16 PM", "File Size: 941 KB", and "Job Status: Errored".

PDF

PRINTING
Color Inkjet 001 - JDF

JDF

JOB TICKET
MEDIA
PLEX
FINISHING

Live Mobile Visibility into Factories



**Secure (SSA)
Skinnable
Login**



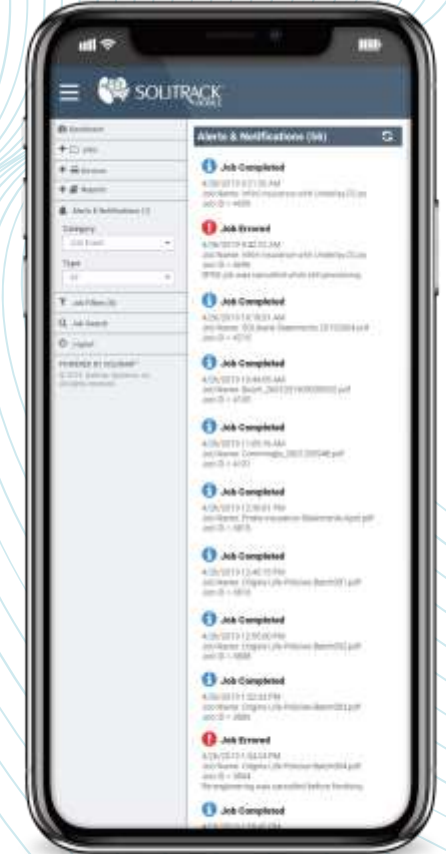
**Find/View
Jobs In
Production**



**Proof, Approve
Hold & Reject Jobs
& Individual Items**



**Device
Status
Updates**



**Receive
Alerts Per
Location**

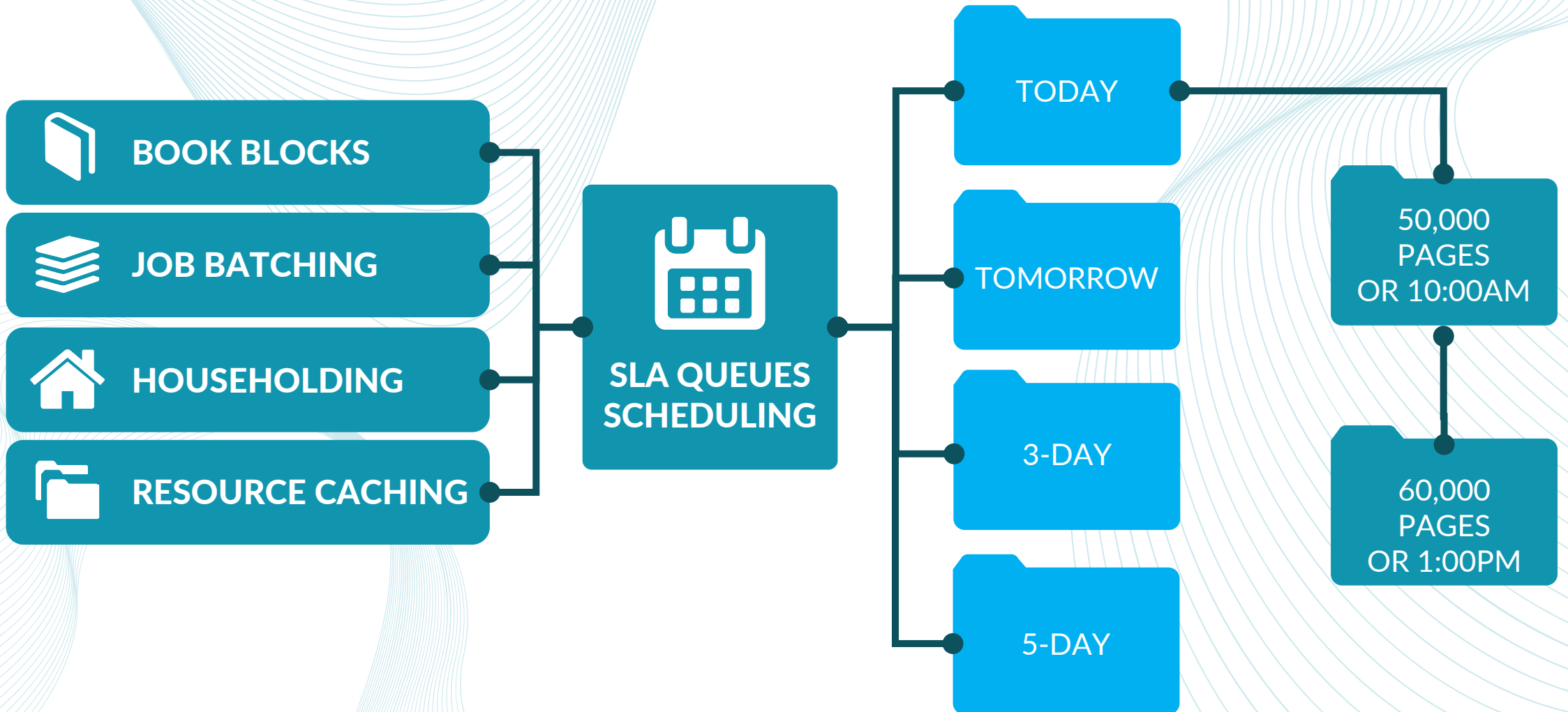
Skinnable Due Out Schedule



Scheduled Jobs (Due Today)

Job Name	SLA Status	Job Status	Workflow	Total Impressions	Due Date
SOLibank-US_4_8_000003b.pdf (2)	Due Today	Processing (1 held)	CorpAir-Inspectron_OpenLoop		4/29/2020 1:42:39 PM
SOLibank-US_4_8_000003a.pdf (2)	Due Today	Processing (1 held)	CorpAir-Inspectron_OpenLoop		4/29/2020 1:42:39 PM
Solibank-US_1549_3098_0000038.pdf (2)	Due Today	Processing (1 held)	CorpAir-Inspectron_OpenLoop		4/29/2020 1:42:36 PM
SOLibank-US_100_200_0000039.pdf (2)	Due Today	Processing (1 held)	CorpAir-Inspectron_OpenLoop		4/29/2020 1:42:36 PM
SOLibank-US_4_8_0000037.pdf (2)	Due Today	Processing (1 held)	CorpAir-Inspectron_OpenLoop		4/29/2020 1:42:35 PM
SOLibank-US_4_8_0000034.pdf (2)	Due Today	Processing (1 held)	CorpAir-Inspectron_OpenLoop		4/29/2020 1:42:35 PM
Solibank-US_1549_3098_0000035.pdf (2)	Due Today	Processing (1 held)	CorpAir-Inspectron_OpenLoop		4/29/2020 1:42:33 PM
Solibank-US_1549_3098_0000032.pdf (2)	Due Today	Processing (1 held)	CorpAir-Inspectron_OpenLoop		4/29/2020 1:42:31 PM
SOLibank-US_100_200_0000036.pdf (2)	Due Today	Processing (1 held)	CorpAir-Inspectron_OpenLoop		4/29/2020 1:42:30 PM
SOLibank-US_100_200_0000033.pdf (2)	Due Today	Processing (1 held)	CorpAir-Inspectron_OpenLoop		4/29/2020 1:42:30 PM

Smart SLA & Quantity Batching



USPS Piece Level Tracking

SOLITRACK MOBILE Back

SOLibank-US_100_200_000000c.pdf Page 1 of 10 (100)

Filters (0)

	MingleName	MingleData1	MingleAddress1	Ap
	SEAN CONNERY	XXXX XXX XXX XXX 111	1007 WEST STREET	No
	DANIEL CRAIG	XXXX XXX XXX XXX 001	2007 JAMES BLVD	No
	PIERCE BROSANAN	XXXX XXX XXX XXX 121	3007 BOND AVENUE	No
	TIMOTHY DALTON	XXXX XXX XXX XXX 147	54321 MOORE PLACE	No
	SEAN CONNERY	XXXX XXX XXX XXX 111	1007 WEST STREET	No
	DANIEL CRAIG	XXXX XXX XXX XXX 001	2007 JAMES BLVD	No
	PIERCE BROSANAN	XXXX XXX XXX XXX 121	3007 BOND AVENUE	No
	TIMOTHY DALTON	XXXX XXX XXX XXX 147	54321 MOORE PLACE	No
	SEAN CONNERY	XXXX XXX XXX XXX 111	1007 WEST STREET	No
	DANIEL CRAIG	XXXX XXX XXX XXX 001	2007 JAMES BLVD	No

Associated Notes

USPS Tracking
USPS Tracking® 9400 1000 0000
0000 0000 00
Date Created: 5/1/2020 12:14:59 PM
Added By: CORP\gsmith

Edit | Remove

+ Add

USPS.com® - USPS Tracking® Re x +

tools.usps.com/go/TrackConfirmActio...

Tracking Number:
9400100000000000000000

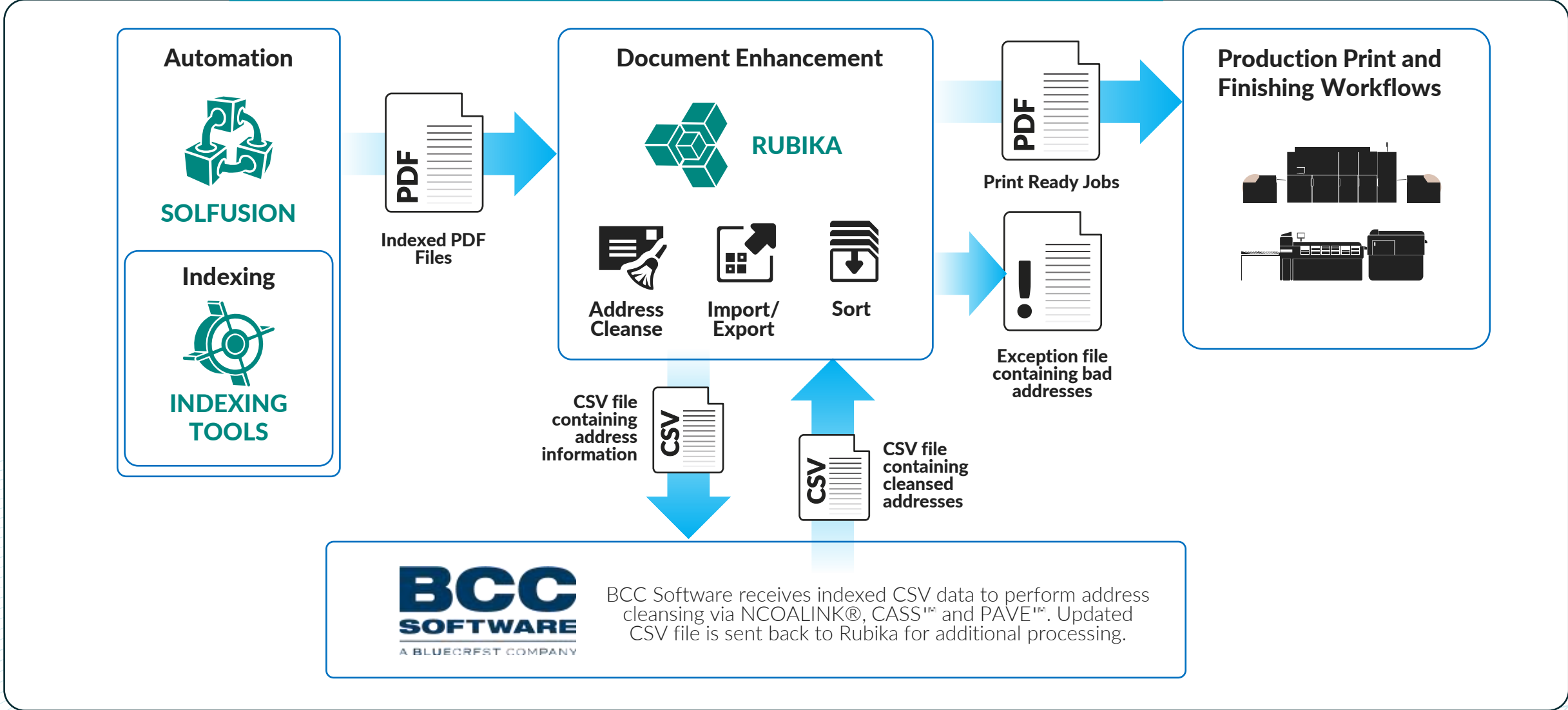
Remove Feedback

Piece Level Status Reports

The screenshot displays the Solitrack Mail Tracking - Mailed report interface. The main table lists job details with the following columns: Job Name, Job ID, Total Impressions, Total Mailpieces, Mailed, and Mail Delivered. The Mailed column shows 100% for most jobs, while the Mail Delivered column shows 32% for several. A red box highlights the Mailed column, and another red box highlights the Mail Delivered column. The interface includes a sidebar with navigation options like Dashboard, Jobs, Devices, and Reports, and a bottom navigation bar with buttons for Mail Tracking - Delivered and Mail Tracking - Returned Mail.

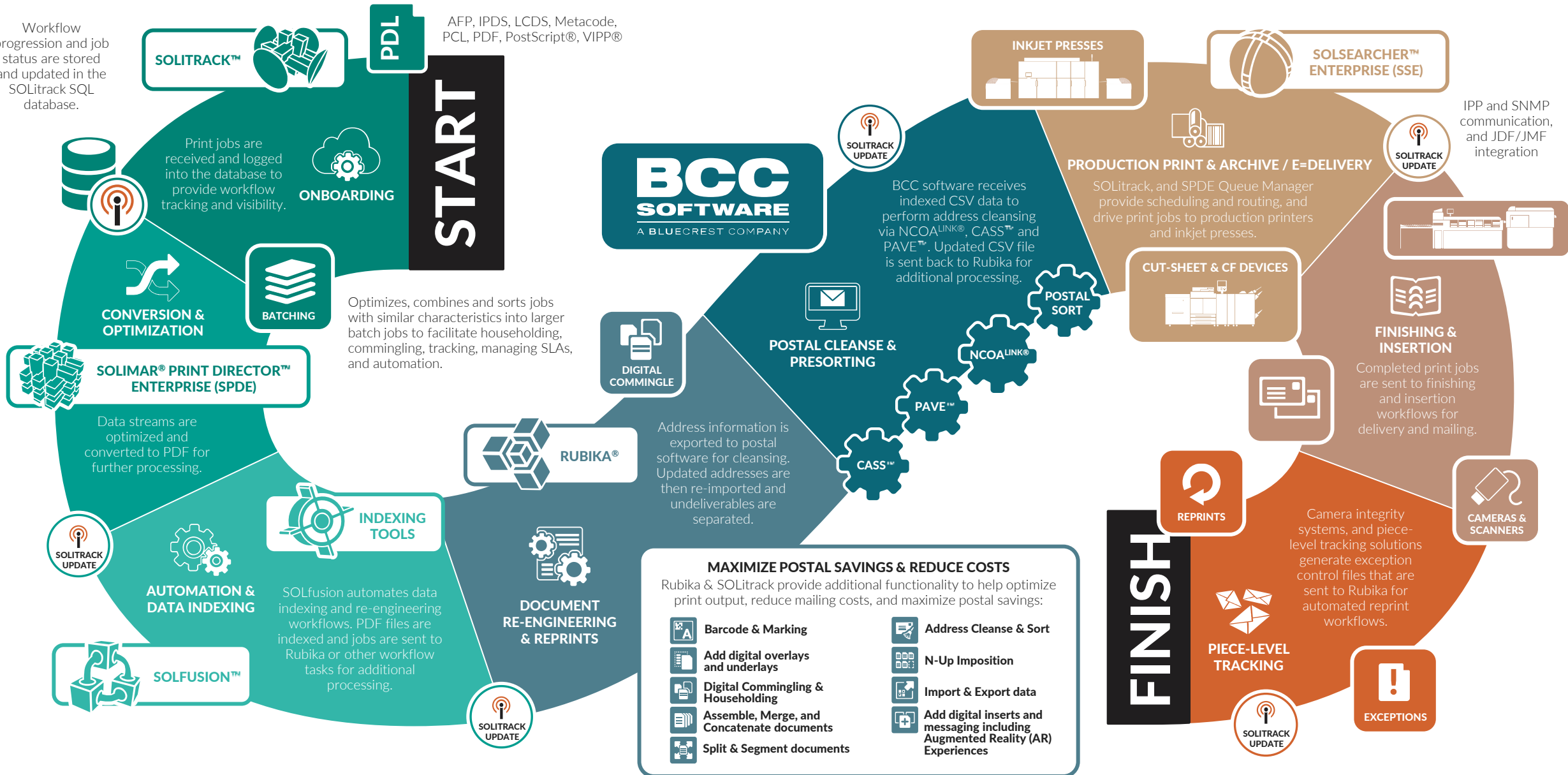
Job Name	Job ID	Total Impressions	Total Mailpieces	Mailed	Mail Delivered
Solibank-US02_1549_3098_000000	87062	4253	1547	100%	32%
Solibank-US02_1549_3098_000001	87136	4253	1547	100%	32%
Solibank-US02_1549_3098_000002	87209	4253	1547	100%	32%
Solibank-US02_1549_3098_000003	87289	4253	1547	100%	32%
Solibank-US02_1549_3098_000004	87305	4253	1547	100%	32%
Solibank-US02_1549_3098_000005	87386	4253	1547	100%	32%
Solibank-US02_1549_3098_000006	87406	4253	1547	100%	32%
Solibank-US02_1549_3098_000007	87478	4253	1547	100%	32%
Solibank-US02_1549_3098_000008	87560	4253	1547	0%	32%
Solibank-US02_1549_3098_000009	87636	4253	1547	100%	32%

State of Colorado – BCC Integration & Piece Level Tracking of Jobs



Piece Level Tracking with USPS Integration

Workflow progression and job status are stored and updated in the SOLitrack SQL database.



Dynamic Reports & Ink/Media Usage

☰ SOLITRACK MOBILE

Dashboard

- + Jobs
- 🖨️ Devices
- 📄 Reports
 - Start Date
 - End Date
 - 📄 Job by Equios Template
 - 📄 Jobs By Device
 - 📄 Jobs By Status
 - 📄 Jobs By Workflow
 - 📄 Jobs By Checkpoint
 - 📄 Ink Usage
 - 📄 Media Usage
 - 📄 Jobs By Data Type
- 🔔 Alerts & Notifications (1000+)
- 🔍 Job Filters (0)
- 🔍 Job Search
- 🔌 Logout

Ink Usage

Device	Black	Cyan	Magenta	Yellow
EQUIOSH	26	39	52	65
EQUIOSZ	18	27	36	45
EQUIOSX	10	15	20	25

Media Usage

Device	NextIJ_600x450dpi	NextIJ_600x600dpi
EQUIOSH	17	15

Self-Service Proofs & Approvals





IWCO ▶

Making Better HappenSM

AUGUST 6-7

@ IWCO – Chanhassen, MN



Rolando Martinez

Head of Global Market Development
& Solutions - PageWide Inkjet Printing



Driving the Digital Transformation



Quality



Versatility



Productivity



Sustainability



Economics

Unlock Profitable Growth



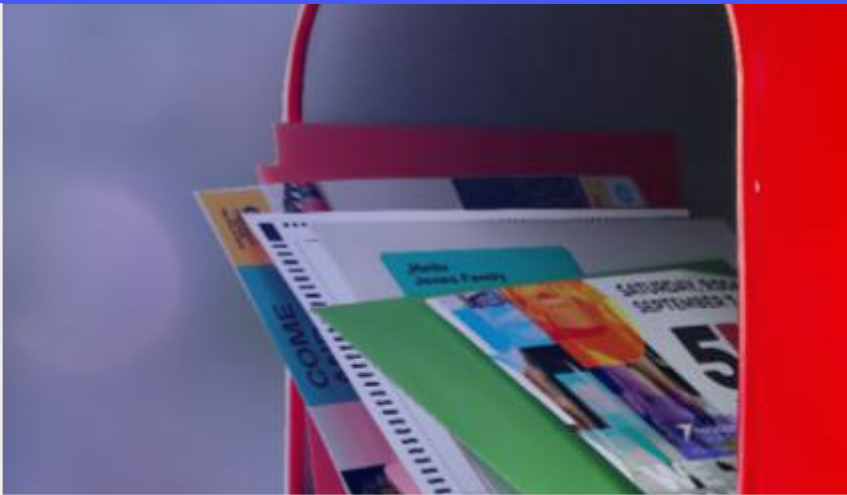
HP PageWide Press Key Segments Growth



PUBLISHING

Books, journals, magazines, newspapers

11% Page Growth



DIRECT MAIL

Advertising mail, customer communications

14% Page Growth



COMMERCIAL

Marketing collateral, cards, directories, posters, tickets, menus, ballots

13% Page Growth

CAGR (2016-2023)



Industrial HP Thermal Inkjet Innovation

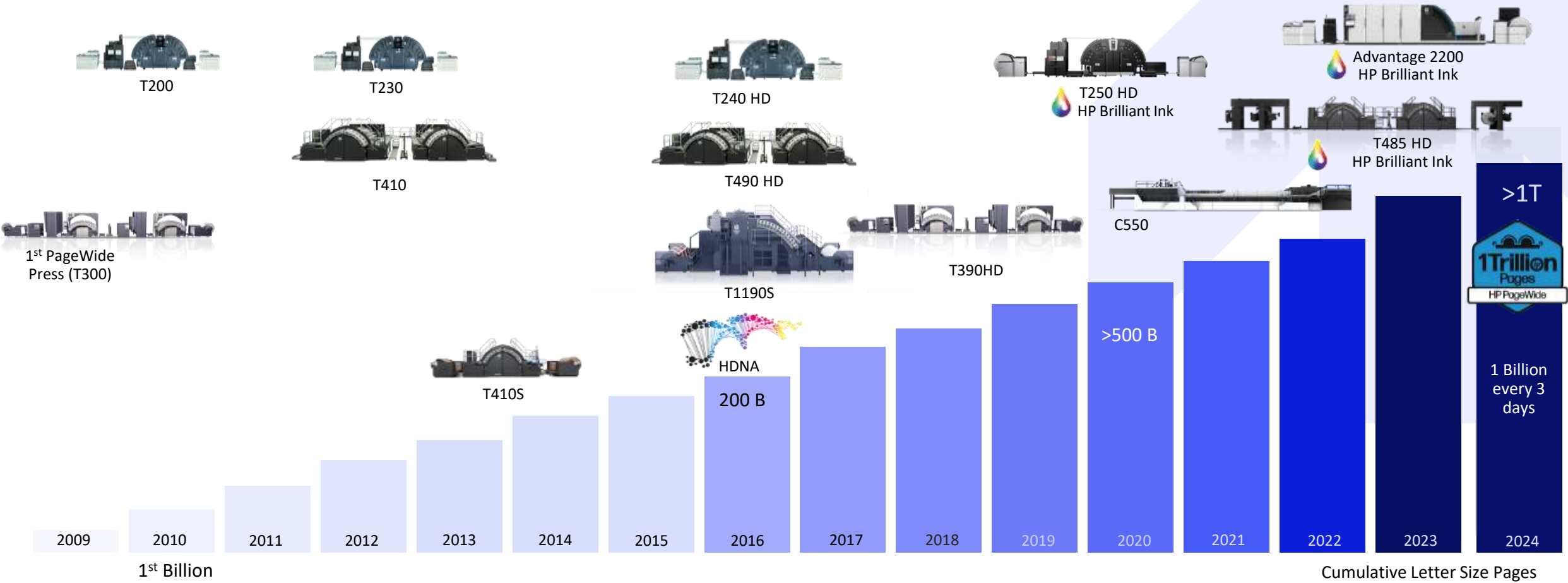
Driving Digital Adoption

2X color productivity

2X print quality

2X media versatility

1.6X productivity



In drupa 2024 we are breaking boundaries

Commercial

NEW Thicker Stock, MICR configuration



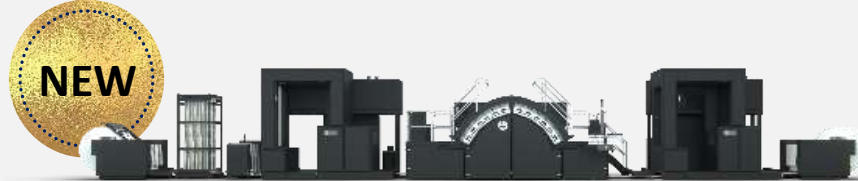
HP PageWide WebPress **Advantage 2200**



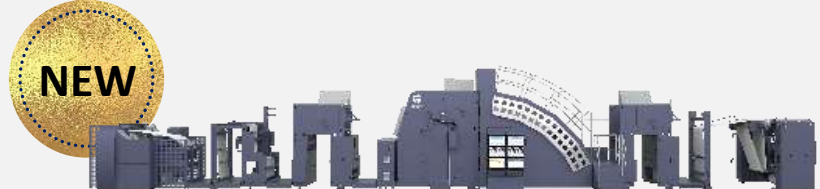
HP PageWide Web Press **T485 HD**

NEW PageWide Plus Package
(Smart Workcell Controller, EC Mode, On-press Color Profiling)

Packaging



HP PageWide WebPress **T470S Press**



HP PageWide WebPress **T700i Press**



HP PageWide WebPress **T1195i Press**

Next-Level Productivity – Versatility – Automation

HP PageWide Plus Package & Advantage 2200 Enhancements

NEW



Productivity

Up to **60%** higher productivity
Performance Economy
Color Mode (up to 800 fpm color)



Versatility

Win more work with media up to
320 gsm / 18 pt.
Higher Paper Weight*

Meet more customer needs!
MICR Capability for A2200



Automation

Increase production efficiency by up to
15x Smart Workcell Controller

Profile papers **10X** faster with
On-PressColor Profiling

* Exclusive for HP PageWide Advantage 2200



How HP and Solimar unlock profitable growth



IWCO
Making Better HappenSM

Business Profile

IWCO is a leading provider of data-driven direct marketing solutions. The company's full range of services includes strategy, creative, and execution for omni-channel marketing campaigns, along with one of the industry's most sophisticated postal logistics strategies for direct mail.

Industry

Print Service Bureau

Benefits of Workflow Software and Digital Printing Expertise

- Eliminated the need for machine-specific workflow solutions to feed digital front ends (DFEs)
- Saved close to \$200K between equipment replacement costs and automated positioning of chipout areas
- Saved 7.5 hours per day using a new quality control job batching process
- Post-composition scale and shift process dynamically handles various device chipout requirements

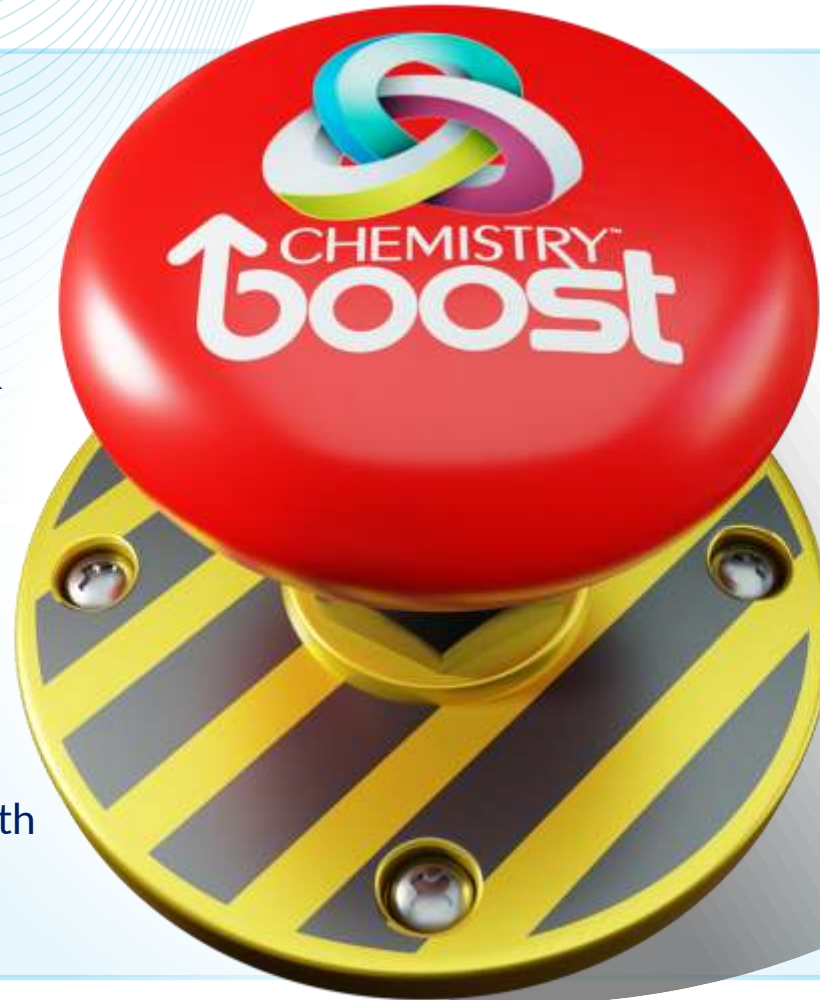
Success Cases - ROI Results Achieved



MATRIX

Matrix Imaging Solutions

95% PDF files size reduction for archive & e-Delivery



IWCO

Making Better Happen™

IWCO

Saved \$110K+ in optimizing finishing equipment



State of Colorado

Visibility dashboard with online proofs/approval live in 45 days



BORNS GROUP

Borns Group

Grew revenue \$400K in year 1 and achieved white paper factory



Solimar JDF Job Ticketing Article & Video



BLOG ARTICLE

Three Automation Wins with Practical JDF

JDF in practice can be a powerful tool to support automation in your print workflow. Let Solimar show you how to win with JDF in your print workflow!



SOLIMARSECRETS VIDEO

JDF: The Key to Successful Print Shop Automation

Pat McGrew, Managing Director, McGrewGroup, and Drew Sprague, President & CEO, Solimar Systems, discuss the growing importance of Job Definition Format (JDF) in the print industry.

Zero-Trust Whitepaper & Video



WHITEPAPER

Zero-Trust Test Environment Whitepaper

Contact your Solimar team to learn more about creating a Zero-Trust Testing Environment with special licensing and functionality for obfuscation and redaction to make your testing PII-safe.



SOLIMARSECRETS VIDEO

Zero-Trust Test Environments in the Print Industry

Pat McGrew, Managing Director, McGrewGroup, and Ryan McAbee, Chief Analyst of PixelDot Consulting explore the importance of zero-trust test environments in the print industry.

AUGUST 2024 EVENT

August 12 - August 15

BCC Software Information Exchange Conference 2024

The Radisson Blu Aqua Hotel,
221 N Columbus Dr, Chicago, IL



I'm co-presenting an integrated mail
cleansing workflow with Eric
Hollingsworth from RevSpring.

SEPTEMBER 2024 EVENT

September 10 - September 12

Printing United Expo 2024

Las Vegas Convention Center, 3150
Paradise Rd, Las Vegas, NV



RISO Booth:
Central Hall —
C539

SCREEN

SCREEN Booth:
Central Hall —
C1185



PRINTING United provides access to the latest solutions for apparel, graphics/wide-format, and functional printing applications, while also extending into the commercial, packaging, and in-plant printing segments.

SEPTEMBER 2024 EVENT

September 24 - September 26

2024 Xplor Summit

**Hilton Orlando Lake Buena Vista,
1751 Hotel Plaza Boulevard,
Lake Buena Vista, FL**

Booth#:14

Solimar Systems is an Xplor Silver Association Partner, as well as a 2024 Xplor Summit sponsor.



I'll be co-presenting with Tony Fenner from Mayo Clinic. We will share commingling, householding and batching workflows with huge ROI savings in postal, paper, envelopes and manual processes.



OCTOBER 1-2
@ RevSpring – Nashville, TN



Eric Hollingsworth
Vice President of Operations



Carrie Sublett
Graphics Manager



In-Person CAC Meeting & Factory Tour – **RSVP!**

Tuesday, October 1

- 6:00 pm–9:00 pm, Welcome Reception

Wednesday, October 2

- 8:30 am–12:00 pm
 - Industry Insights from Pat McGrew & Ryan McAbee
 - RevSpring Overview
 - Solimar Updates, Mary Ann Rowan
 - Partner Updates – Allyant and RISO
- 12:00 pm–1:00 pm, Hosted Lunch
- 1:00 pm–2:00 pm, Factory Tour
- 2:00 pm–3:00 pm, Technical Demo/Discussion
- 3:00 pm–4:00 pm, Open Discussion, Q & A
- 6:00 pm – Group Dinner

NOVEMBER 2024 EVENT

November 12 - November 14

2024 INg Fall Workshop

**Las Colinas Ritz Carlton, 4150
North MacArthur Boulevard,
Irving, TX**

**Agenda & Membership Info:
The Imaging Network Group**



The Fall Workshop is for select member companies and esteemed vendor partners in the transactional and direct mail industry. The objective of this conference is to bring together print and electronic service providers, along with some of the biggest name vendor partners to interface into a vibrant network of industry creativity, experience, and information.

Learn More at SUO - Solimar University Online

The screenshot shows the Solimar University Online (SUO) website. At the top left is the Solimar University Online logo. To the right are navigation links: "ALL Courses", "My SUO", and "About SUO", followed by a search icon and a user profile picture. Below the navigation is a teal banner with the text "Welcome to SUO - Solimar University Online". Underneath the banner is a section titled "New Content:" containing six content cards arranged in a 2x3 grid. Each card has a title, a "Start learning" button, and a small thumbnail image.

Content Title	Start Learning Button
Solimar University Online Solimar Launches Rubika 4.5 with Document De-Imposition to Streamline Offset to Digital Print Migration	Start learning
Solimar University Online Solimar Director Enterprise (SPDE) Version 9.3 Update	Start learning
Solimar University Online Mail Merge with Rubika	Start learning
Solimar University Online 4 Key Strategies for Data Security	Start learning
Solimar University Online 8 Ways to Get the Most from Your Inkjet with Rubika	Start learning
Solimar University Online 3 Reasons to Make the Move to JDF	Start learning

Solimar Video Library

SolimarSecrets

Want to learn some SolimarSecrets?

Watch brief videos on print workflow automation and market insights from subject matter experts and industry analysts.

Search: ADF Automation Best Practices AR Optimization PDF Security Workflow

4 Key Strategies for Data Security
Solimar Systems offers a multifaceted approach to data security, including retention, defacement, data retention control, and encryption. It enables organizations to protect their sensitive data effectively and reduce the risk of unauthorized access or data breaches.
(Length: 1:06)

8 Ways to Get the Most from Your Inkjet with Rubika
Learn how to get the most from your inkjet with Rubika. This video provides eight practical tips to optimize your workflow, reduce costs, and improve productivity.
(Length: 3:04)

SolimarShorts

See the power of the Solimar suite of workflow solutions

SolimarShorts covers many of the most important industry facts. From strategic insights, each SolimarShorts gives a quick glimpse into the power of Solimar's suite of solutions and how organizations can make operations and printing efficiency, add value to existing applications, Transformational Implementation, and other workflow optimization opportunities.

Search: ADF Document Efficiency Making Efficiency Transformational Workflow

Maximizing Your Inkjet Investment With Chemistry: Workflow Concepts for Optimizing Inkjet Production Printing
Inkjet printing technology can enhance efficiency, productivity, and cost savings, making it a valuable investment for both established enterprises and those adopting inkjet technology for the first time.
(Length: 1:26)

ADF - Part 1 of 2
Overview of how to automate your ADF workflow.
(Length: 12:40)

Success Stories

Helping organizations around the world be more successful

Solimar Customer Success stories - including solution implementation and the benefits descriptions. View All Case Studies.

Speed is Key to Growth at MCG using Solimar Systems
MCG built a suite of digital solutions that includes the ability to create, manage and amend documents remotely, digitally track and process and electronic presentation communications, and approval and approval of printed and electronic documents all powered by the Solimar Chemistry Platform.
(Length: 10:28)

One Billion Served at F55I: The ePresentation Power of Solimar's SOLsearcher Enterprise
Solimar Systems recently joined with Henry Ford, President and Director, Fee Development Manager to understand how F55I became integral to the ePresentation platform and overall flow.
(Length: 12:31)

How Solimar Keeps Customer Financials Running Smoothly with

What our customers and partners are saying...

See what our customers and partners have to say about Solimar's suite of enterprise workflow solutions. Our insights come from analysis and interviews with industry experts.

How the Chemistry Platform optimizes SOI for the State of Colorado's print and mail facility
Interview with Mike Simpson, Colorado State Printer, State of Colorado Integrated Document Services (ISD) on how Solimar's Chemistry Platform optimizes SOI for their professional facility. Research on [YouTube TV video](#).

Optimizing workflow with the Solimar Chemistry Platform
Interview with Gilbert Gomez, Website Data Designer, State of Colorado Integrated Document Services (ISD) on how Solimar's Chemistry Platform optimizes workflow with the Solimar Chemistry Platform. Research on [YouTube TV video](#).

SOLIMAR
BOYD GROUP

SOLIMAR
WOLVERINE

New features & highlights

See all the new features and highlights from the latest Solimar solutions. View All Press & Product Releases

Search: ReadyPDF Rubika ReadyPDF Print Server Migration PDF RIE

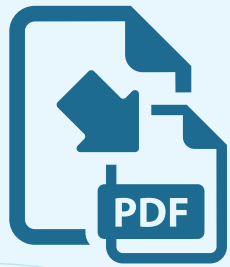
Solimar Launches Rubika 4.5 with Document De-Imposition to Streamline Offset to Digital Print Migration
Solimar Systems, Inc. unveiled the latest version of its award-winning Rubika document re-engineering solution. Rubika 4.5 introduces a simplified user interface for some of the more complex tasks and workflow efficiencies at its core, enabling customers to streamline their operations and achieve significant savings within their businesses.

Solimar Systems Unveils Robust Enhancements in ReadyPDF Progress Server 9.2
Solimar Systems, Inc. has announced the release of version 9.2 of its award-winning PDF application solution, ReadyPDF® Progress Server™. ReadyPDF 9.2 offers many enhancements to its current features and new additions to boost functionality and improve user experience.
(Length: 11:57)

Testimonials

Product Updates & Features

Keypoint Intelligence Whitepaper Findings



40%

APPROXIMATELY

File Size Reduction
Across All PDFs



30

MINUTES

Time Savings Achievable For
Each 8-hour Day/Shift



Keypoint Intelligence Awards
ReadyPDF Prepress Server:
Outstanding Achievement
in Innovation:
Production Printing

Zero-Trust Whitepaper & Video



WHITEPAPER

Zero-Trust Test Environment Whitepaper

Contact your Solimar team to learn more about creating a Zero-Trust Testing Environment with special licensing and functionality for obfuscation and redaction to make your testing PII-safe.



SOLIMARSECRETS VIDEO

Zero-Trust Test Environments in the Print Industry

Pat McGrew, Managing Director, McGrewGroup, and Ryan McAbee, Chief Analyst of PixelDot Consulting explore the importance of zero-trust test environments in the print industry.

Solimar Blogs

[READ](#)



Artificial Intelligence Starts with Intelligent Automation

While adopting AI solutions offers immense benefits, companies also have a golden opportunity to lay the foundation for success by focusing on intelligent process automation.

[READ](#)



Streamlining Communication and Cutting Costs Through Householding

A global healthcare system improved its communication distribution, reduced their print and mail expenses, and enhanced their patient experiences by consolidating redundant mail items with Solimar's initiative and powerful document re-engineering and householding solutions.

[READ](#)



Solimar Systems Streamlines Patient Education Delivery, Boosts Nurse Productivity

A globally renowned healthcare provider optimized their manual educational packet assembly process by integrating Solimar Systems' automated solutions to dynamically build and print the packets.

[READ](#)



Security Doesn't Stop Outside the Print Room

We have seen the good, the bad, and the ugly over the past 30 years, adopting security measures as an organization and adding security features to our products to better support our customers in creating a secure production printing environment.

[READ](#)



The Power of JDF in RISO Cut-sheet Print Workflows

Leveraging industry best practices, Solimar supports RISO production cut-sheet print solutions using Job Definition Format (JDF) and Job Messaging Format (JMF) to provide an infrastructure for efficiency through automation.

[READ](#)



Secure Customer and PII Information with Redaction and Obfuscation

Solimar Systems' redaction and obfuscation features are easy to implement and embed into automated workflow processes and help to protect PII to streamline business operations and minimize issues with current and upcoming security legislation and audits.

CUSTOMER SUCCESS STORIES

 SOLIMAR | Confidence to Sell More with Solimar System Solutions at Kennickell Group



Pat McGrew
Managing Director




Al Kennickell
President




Ryan McAbee
Chief Analyst


WATCH

 SOLIMAR | One Billion Served at FSSI: The ePresentation Power of Solimar's SOLsearcher Enterprise



Pat McGrew
Managing Director




Brandon Fee
Development Manager




Ryan McAbee
Chief Analyst


WATCH

 SOLIMAR | Production Flexibility with Solimar Systems Keeps Customer Communications Flowing



Pat McGrew
Managing Director




Mike Zimmerman
Digital Print and Mail Solutions Architect




Damien Bernard
Print and Mail Program Manager




Ryan McAbee
Chief Analyst


WATCH

 SOLIMAR | Speed is Key to Growth at MCG using Solimar Systems



Pat McGrew
Managing Director




Shayne Huston
President & CEO




Ryan McAbee
Chief Analyst


WATCH

 SOLIMAR | RevSpring Keeps Customer Financials Running Smoothly with Solimar



Pat McGrew
Managing Director




Eric Hollingsworth
Vice President of Operations




Carrie Sublett
Graphics Manager




Ryan McAbee
Chief Analyst


WATCH

 SOLIMAR | Rapid Response for the State of Colorado with the Solimar Chemistry Platform



Pat McGrew
Managing Director




Mike Lincoln
Colorado State Printer




Ryan McAbee
Chief Analyst


WATCH



Professional Services Partner



Solimar Global Channel Partners



KONICA MINOLTA



LAKE IMAGE





SOLIMAR SYSTEMS HEADQUARTERS SAN DIEGO, CA SINCE 1991

Solimar At-a-Glance

- **Experts in PDF Multi-channel Distribution**
 - Off-the-shelf configurable software
 - No code / low code for rapid onboarding
 - Minimal remote professional services
 - JDF Integration with job ticketing & reporting
 - Job & piece level tracking & management
 - Live factory visibility with customizable dashboards
- **Steady-State Architecture**
 - Scalable, multi-tenant, language localization, globalized releases
- **Active Members & Focus:**
 - AFP Consortium
 - CIP4 – Advisory Council, XJDF standards
 - PDF Standards Committee (2.0/3.0)
 - Solimar University Online (SUO)
 - Solimar Customer Advisory Council – 35 members

Universal, Modular, Scalable, No Code, Workflow Solutions



CHEMISTRY™
POWERED BY SOLIMAR

DATA STREAM TRANSFORMS & OPTIMIZATION



SOLSCRIPT™
Transform
Engine for VIPP®
Environments



ICONVERT™
Transform
Engine for AFP
Environments



**SECURE IPP
PRINT SERVER™**
Encrypt Data and
Documents at Rest
& in Transit



**SOLIMAR®
PRINT DIRECTOR™
ENTERPRISE (SPDE)**
Transforms &
Queue Management

AUTOMATED DATA INDEXING & RE-ENGINEERING



SOLFUSION™
Workflow Process
Automation



INDEXING TOOLS
Data Indexing,
Accessibility &
Redaction



RUBIKA®
Document
Re-engineering

ONBOARDING APPLICATIONS



Applications
Books, Catalogs
Commercial, Direct
Mail L&P, Signage,
Transactional



Data Sources
Composition
FTP/Hot Folders
Preflight
Storefronts
Web2Print



Print Data Files
AFP, IPDS, LCDS,
Metacode, PCL, PDF,
PostScript, VIPP®



**ReadyPDF®
Prepress Server**
Cache Resources
Downsample Images
Obfuscate Text Fields
Optimize Files & Fonts
Tune Color Profiles

SOLITRACK™
Visibility Dashboard
Job/SLA Tracking
Batching
Alerts & Reporting

**JDF/JMF
Integration**

MULTI-CHANNEL DELIVERY



**SOLSEARCHER™
ENTERPRISE (SSE)**
Archive & eDelivery
Storage Management



Preferences:
Accessibility
PDF/UA
PDF/A



Security:
Auto-Deletion
Encryption
Obfuscation
Redaction
Secure IPP



**Automated
Reprints**

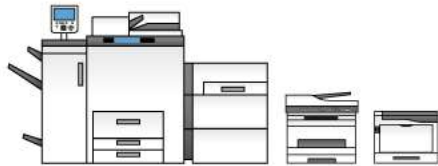


Piece Level Tracking:
Proof/Reject/Approve
Track Delivery & Returns
USPS Integration



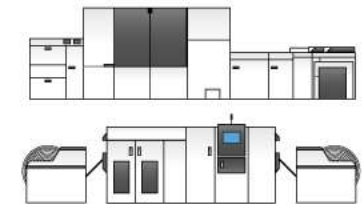
**Mobile Apps
Custom Portals**

DISTRIBUTED PRINT



Office Printers & Multi-function Devices

CENTRALIZED PRINT & MAIL



Production Printers & Inkjet Presses

Job reporting sent
back to SOLITRACK

JOB DATA

PDF

PDF print
jobs sent to
printers



Production
Print Queue(s)



IWCO ▶

Making Better HappenSM

AUGUST 6-7

@ IWCO – Chanhassen, MN

Thank you!

I'll share this deck via an email link.

I'm happy to arrange a web meeting to demonstrate any of the products and workflows with you and your team.



Mary Ann Rowan

Chief Experience Officer
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