



Cathedral Chooses Solimar for Enterprise Output Management and Web Document ePresentation

Business Profile

Successful service bureau uses Solimar® Print/Director to control production printing operations and SOLsearcher™ Enterprise to automate secure document Web ePresentation.

Industry

Print Service Bureau

Locations

- Rome, NY
- Lincoln, RI
- Cheektowaga, NY

Business Solution

- Web ePresentation
- Enterprise Output Management
- Host Connectivity
- Device Optimizations
- Print Transforms

Solimar Products

- Solimar® Print/Director™
 - AFP/IPDS Transforms
 - LCDS/Metacode Transforms
 - PCL Transforms
 - PDF Transforms
 - PostScript Transforms
 - VIPP® Transforms
- SOLsearcher™ - Web Presentation
- SOLindexer™ - Indexing System
- SOLscript™ - VIPP® Optimization
- XIMAGE™ - Form Creation

Benefits

- Reduced labor requirements by 30 hours per week
- Reduced programming staff requirements by 20 hours per application
- Increased control and management of all output
- Automated workflow to populate Web ePresentation system
- Fast and easy Web-based document search & retrieval based on keyword searching



With more than 60 years experience, Cathedral Corporation is a high quality provider of personalized and variable print and Web ePresentation services for customers in several industries: banking, credit unions, healthcare, investment management, non-profit, government, telecommunications, utilities, higher education and churches. Cathedral delivers personalized financial communication programs, direct mail campaigns, and essential documents to over 5,000 business and non-profit organizations nationwide by focusing on customized, targeted one-to-one print and electronic communication. Offering a comprehensive range of applications, Cathedral tailors each job to a customer's specific needs whether it is financial statements, healthcare EOBs, tax forms, refund checks, fundraising campaigns, or educational admissions programs.



Employing approximately 160 people, Cathedral services its customer base from facilities in Rome, NY (Corporate Headquarters), Lincoln, RI, and Cheektowaga, NY. From design to delivery, Cathedral has the proven expertise and state-of-the-art resources to handle all print and electronic document presentation needs, while offering a 100% Quality Guarantee to its customers.

Solimar Systems recently interviewed Marianne Gaige, Cathedral President/CEO and Mary Keating, Cathedral, VP of Information Technology to discuss how implementing the Solimar Enterprise Output Management System has automated both its production print processes and Web ePresentation capability.

“At Cathedral, we view Solimar Systems as a strategic partner rather than a vendor.”

Marianne Gaige, President/CEO
Cathedral Corporation

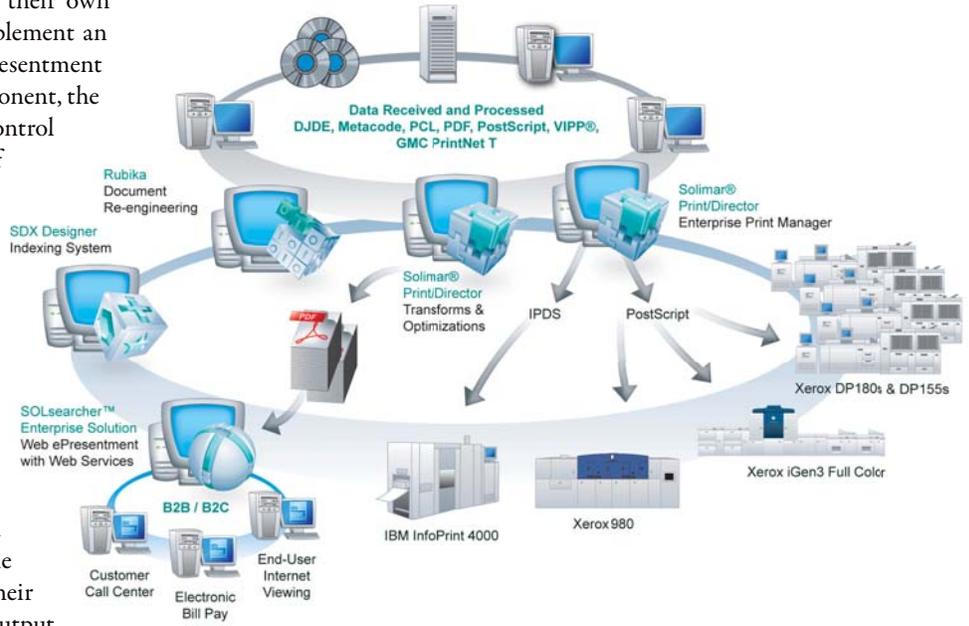
The Challenge

With multiple operational sites, Cathedral found it increasingly difficult to manage and coordinate workloads of its production print facilities. Cathedral analyzed its print based business and discovered that many of its business processes required too many manual steps, which required high levels of human labor. They realized that the lack of automation was slowing production, while significantly increasing operational costs. Management felt that productivity could be improved by streamlining their print output workflows. At the same time, they wanted to offer their customers an easy way to search, retrieve and view online electronic documents from anywhere on a 24/7 basis. Unlike some organizations that generate electronic documents by printing and manually scanning, Cathedral wanted to find a solution that was automated, efficient, and without manual operations.

The Solution

After evaluating offerings from several vendors plus their own internally developed systems, Cathedral chose to implement an Enterprise Output Management System and Web ePresentation Solution from Solimar Systems. The cornerstone component, the Solimar® Print/Director system was implemented to control the data center environment by ingesting a variety of data stream types (DJDE, LCDS, Metacode, PCL, PDF, PostScript and VIPP®), transforming and optimizing the data, and providing digital workflow control by efficiently managing the output devices.

The feature-rich Solimar Print/Director system was so robust that it replaced an internally developed application and a legacy connectivity server. “Through the use of Print/Director’s XCHANGE::PostScript module, we have been able to easily transform mainframe LCDS output to PostScript for distribution to our various printers,” says Mary Keating. The SOLscript™ product was implemented to process their Xerox VIPP® applications. SOLscript enables the output of VIPP® applications to a variety of printers and viewing devices that support PostScript, PDF, or IPDS, including an IBM InfoPrint 4000 continuous feed printer and an iGen3 full color device.



“Saving over 1500 man-hours of labor per year translates into a significant amount of cost reductions, and that money immediately impacts our bottom line results.”

Mary Keating, Vice President IT
Cathedral Corporation

SOLsearcher™ Enterprise was implemented to serve as Cathedral’s Web ePresentation system. SOLsearcher Enterprise is a powerful and highly secure web-based document distribution solution that indexes, stores, searches and retrieves large collections of electronic transactional documents. “As a result of the Solimar solution, we are now able to use an automated process to produce PDFs directly from the print stream,” states Mary Keating. “Then the PDFs get pushed to the Web ePresentation automated process where they are picked up, indexed, and stored in the SOLsearcher repository. The secure PDFs are made available for online viewing to the appropriate customer base via an Internet browser by searching using keywords.”

The Results

The product combination of Solimar® Print/Director, SOLscript™ and SOLsearcher™ Enterprise is the optimum software suite for Cathedral’s requirements. The modularized Solimar solution has streamlined their operations and allowed them to operate more efficiently. “At Cathedral, we view Solimar Systems as a strategic partner rather than a vendor,” says Marianne Gaige. “When working with us, they have shared their industry knowledge, experience, and technology to help us automate our business processes. As a result of our cooperative partnership with Solimar we are reaping the benefits of an integrated, customer-centric approach to personalized communications,” adds Gaige.

The Solimar Print/Director implementation has enabled Cathedral to eliminate manual workflow processes and reduce its labor costs for its production print business. “The Solimar Print/Director implementation is saving us an average of 30 hours per week in labor alone,” says Keating. “Saving over 1500 man-hours of labor per year translates into a significant amount of cost reductions, and that money immediately impacts our bottom line results.” The SOLsearcher Enterprise implementation has enabled Cathedral to avoid 20 man-hours of programming time for each Web ePresentation application. “By not having to allocate our programming resources to develop each new application, it allows us to use our programming staff in other critical areas,” states Keating. According to Keating, Solimar’s technical expertise and knowledge have contributed to the success of the implementation. “Since the Solimar solution has been in place, our experience with the technical support team has been very positive and especially helpful.”



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