



# DataProse Selects Solimar Systems for Print Management and Web Presentment Automation

## Business Profile

Successful service bureau uses SOLsearcher™ Enterprise to automate document Web presentment.

## Industry

Print Service Bureau

## Locations

- Oxnard, CA
- Dallas, TX

## Business Solution

- Data Stream Conversion
- Output Management
- Web Presentment

## Solimar Products

- Solimar® Print/Director™
  - AFPDS::PDF
  - TCP/IP Input & Output
  - XCHANGE::PDF
  - XCHANGE::PostScript
- SOLsearcher™ - Web Presentment
- SOLindexer™ - Indexing System
- XIMAGE™ - Form Creation

## Benefits

- Streamlined and improved workflows requiring less labor
- Web presentment with 100% document fidelity
- Improved document viewing experience for users
- Robust system management and control
- Web Services API for B2B and B2C integration
- Secure content and access tracking
- Efficient document storage



Founded in 1990, DataProse helps organisations service their clients and market more effectively through improved billing statements and personalised direct mail. With core competencies in effective data manipulation, database management, cost-effective print technology and Web presentment, DataProse provides integrated turnkey solutions that serve dynamic industry segments such as telecommunications, financial services, utilities, healthcare, non-profit, business services, and consumer services. The company operates production facilities in Oxnard, CA and in the Dallas, TX area, as well as sales offices in San Francisco, CA, and Seattle, WA.



DataProse's methodology for capturing client data from multiple sources and reformatting information content into personalised output helps its clients deliver more meaningful communications to their recipients. As a result, DataProse clients experience a higher return on their investments when using DataProse services.

Solimar Systems recently interviewed Curtis Nelson, Vice President and General Manager at DataProse to discuss how implementing an efficient electronic document Web presentment solution using SOLsearcher Enterprise has enabled DataProse to expand its business.

*“We are now saving \$50,000 per year in storage hardware costs compared to our previous electronic document presentment system.”*

Curtis Nelson, VP & General Manager  
DataProse, Inc.

## The Challenge

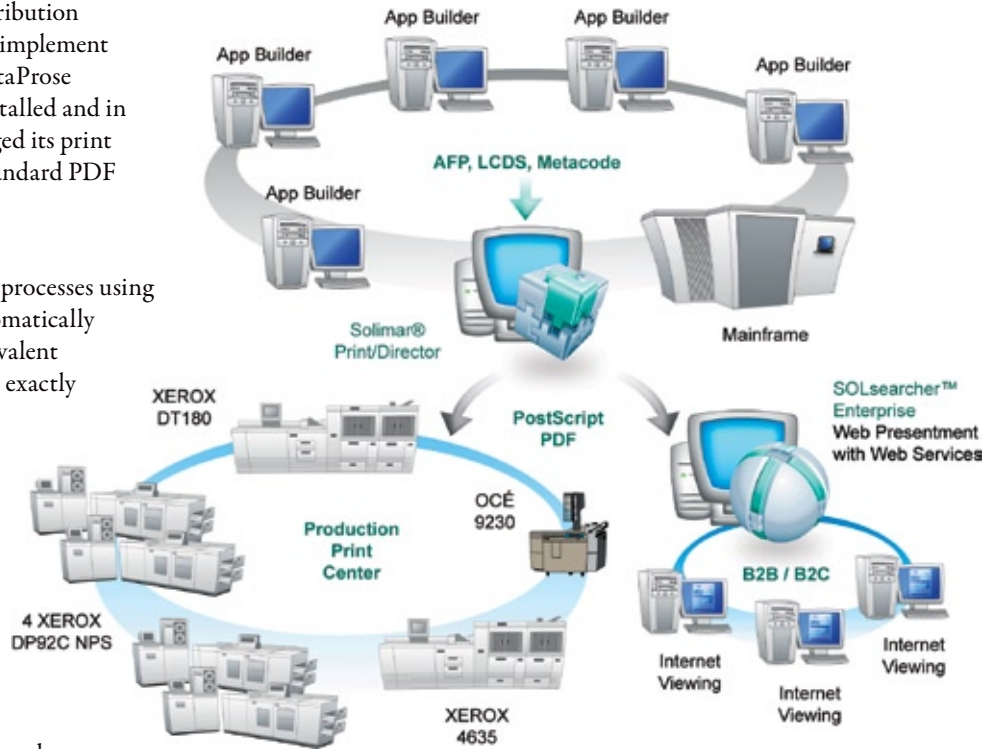
No one faces more data and document delivery challenges than a service bureau, such as DataProse. Service bureau organisations are required to be agile and flexible enough to service a wide variety of customers with a broad range of requirements. In addition to supplying personalised print services for its clients, DataProse offers Web presentment services that enable documents to be viewed via an Internet browser. However, their existing electronic document presentment system was difficult to manage, cumbersome to use, slow to display documents, and was very inefficient when storing documents to disk. “We were storing over 13 million individual files which occupied over 6 terabytes of storage,” explained Nelson. “We knew we had to find a better electronic document distribution solution. We also needed to improve many workflow processes to increase our operational efficiencies.” DataProse believed that many of their existing workflow processes involved too many manual steps, required too much labor and took an exceedingly long amount of time to complete. As a result, their operational expenses were inordinately high while their productivity was lower than desired. Clearly, the lack of output management automation was impacting their ability to grow, scale up, and expand as a company.

## The Solution

After researching various electronic document distribution solutions from several vendors, DataProse chose to implement SOLsearcher Enterprise from Solimar Systems. DataProse already had a companion product from Solimar installed and in production – Solimar Print/Director – that managed its print workflows and automatically produced industry standard PDF documents directly from print data streams.

By repurposing and leveraging its production print processes using the Solimar Print/Director system, DataProse automatically generates electronic documents that are 100% equivalent to its printed documents. “The PDF documents are exactly the same as the printed documents – same images, same line endings, same page boundaries, same everything – which makes an electronic document much easier to view and read online,” says Nelson.

The PDFs generated by Print/Director are automatically indexed by SOLsearcher and placed in a search and retrieval repository where they are available for searching and viewing using keyword(s) criteria. “The entire print and Web presentation workflow is extremely automated and requires little human interaction,” says Nelson. “The improved workflow has significantly reduced our labor costs and the time required to get our work done. The product combination of Print/Director and SOLsearcher have allowed us to become much more efficient.”



## The Results

SOLsearcher’s efficient PDF flate compression technology and unique resource management optimises PDF document storage. “By reducing document file storage requirements, we are now saving \$50,000 per year in storage hardware costs compared to our previous electronic document presentation system,” says Nelson. SOLsearcher’s ability to render and display documents faster over the Web using advanced byte serving technology has significantly increased client satisfaction. Reducing the document viewing “wait time” has enhanced the user experience and increased overall Web presentation usage.

SOLsearcher Enterprise is highly scalable, secure, and well designed for service bureau implementations that manage output for multiple clients. “The SOLsearcher system was the best fit for us and our requirements,” said Nelson. “The feature-to-price ratio was significantly better than other products on the market. Plus, we were able to implement our system in a very short period of time, which allowed us to be up and in production sooner.” Nelson explains why DataProse chose SOLsearcher for their document Web presentation system: “Why did we buy from Solimar? Simple. They have an outstanding reputation, industry experience, and they provide terrific technical support.”

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Curtis Nelson, VP & General Manager  
DataProse, Inc.



**Corporate Headquarters**  
Solimar Systems, Inc. • 1515 Second Avenue • San Diego, CA 92101 • USA  
tel +1.619.849.2800 • fax +1.619.849.2801

**European Headquarters**  
Solimar Systems, Ltd. • Heritage House • 79-80 High Street • Gravesend, Kent DA11 0BH • UNITED KINGDOM  
tel +44 (0)845 230 9850 • fax +44 (0)845 230 9851

[www.solimarsystems.com](http://www.solimarsystems.com)