Banking on the Solimar® Print/Director to Save Time and Money

European Banking Holding Group

In 2001, the company boards of two large European banks agreed to a merger transaction, creating a new holding group organization. The resulting company is now one of the largest financial services providers in the United Kingdom, with business interests in retail banking, commercial banking, personal finance, insurance, investment holdings, stock brokerage, and trust management. With more than 20 million customers and a wide variety of financial products and services, the merger created collective expertise and scale to challenge the world's largest financial services companies.

Mentecaptus Limited, an Authorized Solimar Systems Distributor in the UK, interviewed a senior level IT executive within the newly created organization to discuss how technology allowed the two companies to operate as one. The merger presented many challenges for the data center operations, but with the implementation of the Solimar® Print/Director system, the problems were easily solved.

The Challenge

Mergers and acquisitions often create operational nightmares for organizations presented with blending different employee cultures, internal processes, and IT environments. Combining and implementing large disparate IT and data center systems with different operating systems, hardware platforms, and print devices is often the most significant challenge when merging organizations.

During the course of its merger transaction, the company was confronted with relocating and implementing £8 million worth of disparate IT equipment. To make matters worse, the IT group also needed to support the increased workload and demands of a much larger organization with a greater number of business users. To satisfy these requirements, they sought a new output management solution that could leverage its existing dissimilar IT environment while at the same time supporting and improving the existing output process.

The company identified four specific goals for the new output solution to address:

- Enable the relocation and connectivity of its mainframe into the main data center, providing mainframe users with greater output distribution flexibility and access
- Increase print efficiencies to control and enable employees' use of the most cost-effective and efficient print device possible
- Improve the internal business processes of users, providing the right information to the right people in the right format at the right time
- Reduce overall output distribution expenses in order to lower the total cost of recurring operations

"Using the Solimar Print/Director significantly reduces development time. It is very cost effective and operator friendly."

IT Executive
European Holding
Banking Group

Business Profile

European Banking Holding Group
Two large European banks merged to create a single organization. The Solimar Print/Director system was implemented to enable disparate IT equipment and data types to easily work together.

Industry
Banking and Financial Services

Geography
United Kingdom

Business Solution
- Output Management
- Device Connectivity
- Data Stream Conversion
- PDF Viewing

Solimar Products
- Solimar Print/Director
  - Base system with XIMAGE™
  - TCP/IP Input and Output
  - PostScript::PDF

Benefits
- Cut document distribution costs and turnaround time by enabling electronic viewing of documents

- Improved efficiencies by enabling user access to print devices and functional capabilities

- Reduced dependency and risk associated with proprietary technology and data formats

- Upgraded data center value by enabling mainframe connectivity

The Solution

Working with Mentecaptus Limited, the company selected the Solimar Print/Director system to help solve its output integration and management challenges. The Solimar Print/Director is a production document delivery solution that combines integrated mainframe to printer connectivity with fast, accurate print stream conversions, intelligent job routing, and advanced queue management capabilities. "Given the contrasting technologies involved in the merger, the Solimar Print/Director was the perfect solution for them", states Roberto Rocci, Sales Director for Mentecaptus Limited. "They needed a solution that would seamlessly consolidate the different printing systems that each company had employed over the years, provide advanced job management capabilities, and satisfy their growing printing requirements".

The Solimar Print/Director connects and manages all production printing by receiving Metacode data from the mainframe via TCP/IP and driving two channel connected, high volume Xerox 4090 printers. The legacy Xerox LCDS/Metacode data streams are converted to PostScript by Print/Director's XCHANGE::PostScript transform module, then automatically routed to the appropriate non-production Xerox DP65 and distributed HP desktop printers. The company also eliminated the print and distribution costs for some of its LCDS legacy data streams, which are now converted to viewable PDF files and automatically split, separated, and electronically distributed to the appropriate department using highly sophisticated criteria-based rules.

As a result of installing and implementing the Solimar Print/Director solution, the new organization can now easily print and automatically distribute a variety of document types to the appropriate output device, including the printing and viewing of customer letters, correspondence, statements, and internal reports. Moreover, they clearly understand the value of the Solimar Print/Director product and what it has meant to their bottom line financial results. "Solimar is now part of our strategic architecture," explains the IT Executive.
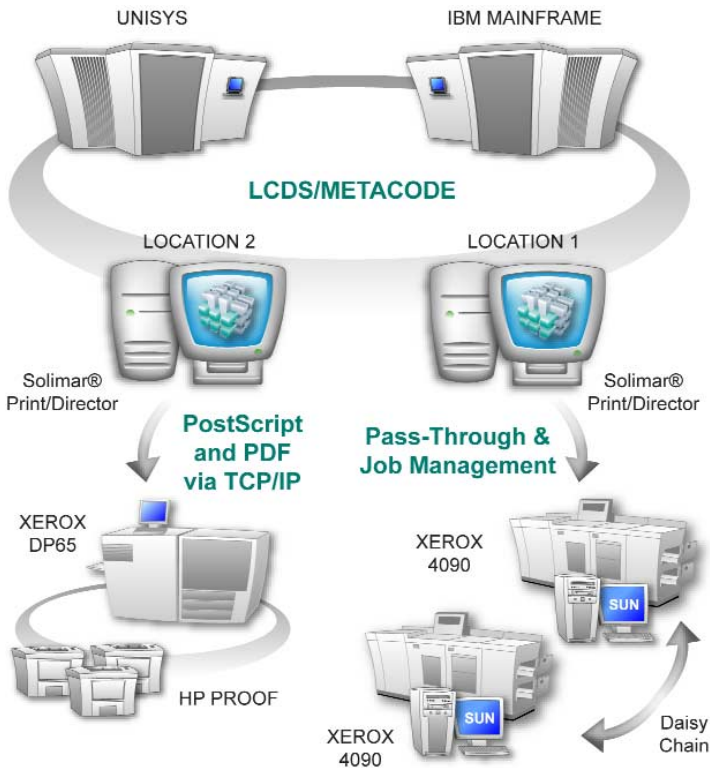
The Results

"Using Solimar Print/Director significantly reduces development time…it is cost effective and operator friendly," adds the IT Executive. The company recognized many quantifiable benefits from the Solimar Print/Director solution including:

- Increased production and flexibility in using various print and viewing data streams
- Improved efficiencies and user access to print devices and functional capabilities
- Upgraded data center value by enabling mainframe connectivity
- Cut costs and turnaround time to print and distribute documents
- Reduced development cost by viewing electronic PDF documents of Xerox LCDS data
- Decreased proprietary dependence and costs by enabling "plug and play" capabilities with various hardware vendors

The company especially appreciates the Solimar Print/Director's multiple platform connectivity capabilities (which facilitates an open architecture system), drag-and-drop print queue management, familiar easy-to-use Windows-based user interface and the excellent technical support provided by Mentecaptus Limited. Rocci says, "The Solimar Print/Director dramatically simplifies their entire output management process."

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> IT Executive
> European Banking Holding Group

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