

**JOHNSON & QUIN, INC.****Business Profile**

Johnson & Quin is a full-service direct mail production company providing the latest in direct mail production, as well as data services, personalization technologies, quality processes and certified data security practices. Founded in 1876, the company has built a strong reputation for delivering innovative and data-driven marketing strategies that help clients achieve their goals.

Industry

Service Bureau

Locations

Niles, IL, USA

Business Solution

- Document Re-engineering
- Reprints
- Workflow Automation

Solimar Products

- Rubika®
- SOLfusion™
- Solimar® Indexing Tools

Benefits

- Accelerated the approval-to-production timeline by up to 90% compared to the previous workflow
- Realized daily processing time savings of up to 4 hours on larger print jobs
- Increased production flexibility to meet challenging SLAs and postal deadlines
- Streamlined 100 labor hours in the QC process, enabling a more strategic allocation of resources
- Enhanced transparency and reporting enabled 24/7 reprint capabilities, allowing operators to select the optimal time to initiate reprints

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MANISH HARIA

CISO and CIO, Johnson and Quin

Johnson & Quin Celebrates Continued Success with Solimar's Next-Gen Automation Solutions

Introduction

In a remarkable demonstration of innovation and adaptability, Johnson & Quin has once again revolutionized its operations through the strategic implementation of Solimar Systems' Chemistry™ platform of cutting-edge intelligent automation solutions. This partnership has yielded impressive results for nearly two decades, dramatically enhancing the company's efficiency and competitive edge in the direct mail services industry.

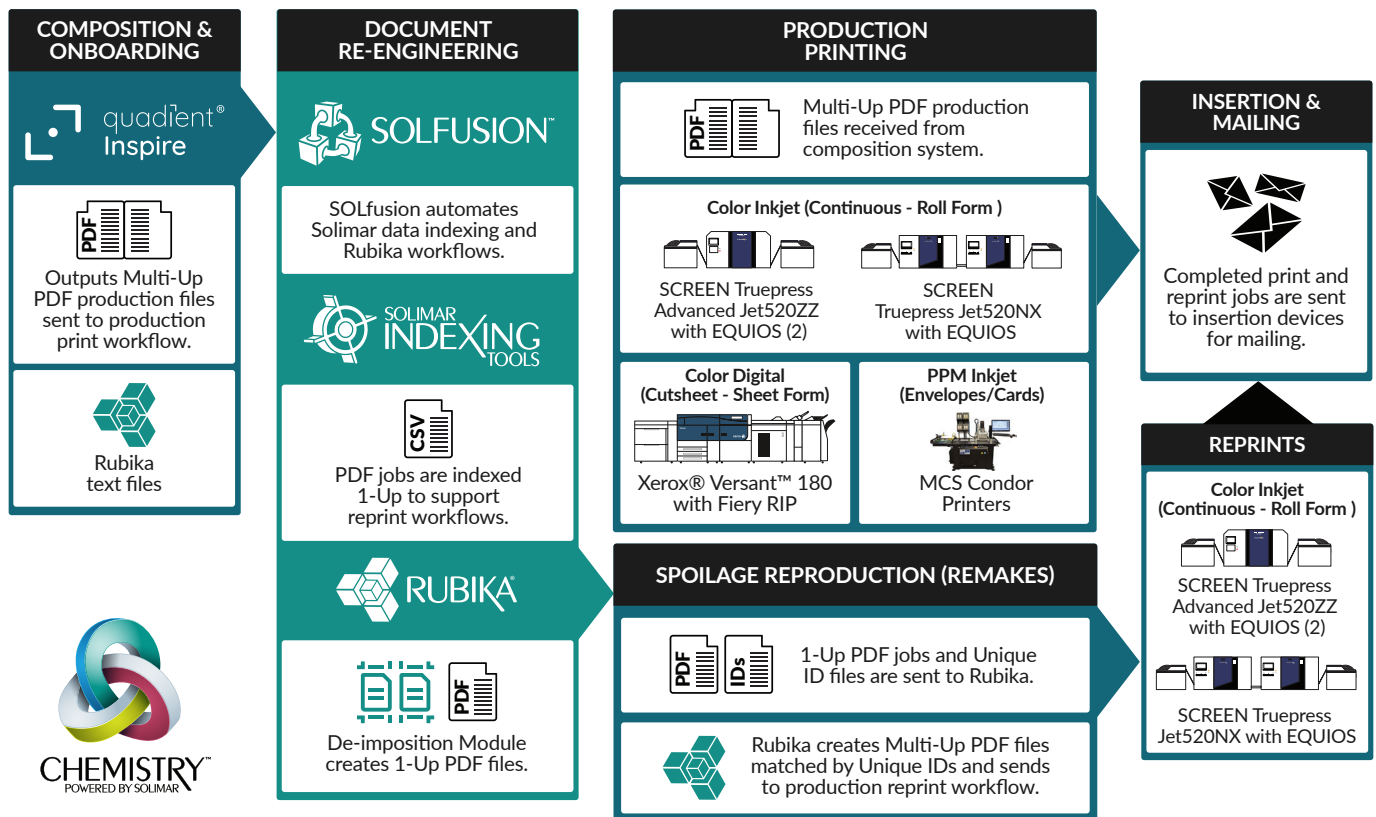
Continuous Improvement with Solimar Solutions

Johnson & Quin's journey with Solimar Systems began with the implementation of Solimar® Print Director™ (SPDE aka Speedy), which assisted them in replacing their existing IBM InfoPrint® Manager and i4100s. This switch resulted in improved data stream transforms and multi-device printing capabilities, setting the stage for a future PDF-based workflow. The change proved to be financially rewarding as well, leading to annual savings exceeding USD 150,000.

Building on this success, the company introduced Solimar's Rubika to add post-composition capabilities, coinciding with the company's adoption of color inkjet and white paper factory. This modular solution automated manual processes, enabled postal savings, and allowed for on-the-fly print data modifications. The Rubika®-led process significantly improved data integrity and dramatically reduced processing time for reprints by an impressive 90%.

Breakthrough in Workflow Optimization

The latest advancements in Johnson & Quin's workflow have led to an astounding reduction in processing time. "The newest advancements have allowed us to reduce the time from approval to production by up to 90% versus the previous workflow," states Manish Haria, CISO and CIO at Johnson and Quin. This significant improvement underscores the company's commitment to leveraging technology for operational excellence.



Innovative Use of the Rubika[®] De-imposition Module

Johnson & Quin's ingenuity shines through in their application of Rubika's new De-imposition Module. This clever implementation has transformed their production and reproduction workflows, yielding substantial time savings. "With the De-imposition module, we are saving up to 4 hours each day of processing time previously needed on our large jobs, which gives us more flexibility in production to meet difficult SLAs and postal cutoffs," states Nicholas LaCapra, IT Manager at Johnson & Quin. The re-imagined process not only streamlines operations but also enhances transparency and flexibility throughout their operations. "The new process allows transparency through reporting and round-the-clock reprint capabilities where production operators determine the best time to start the reprints," notes Haria.

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NICHOLAS LACAPRA
IT Manager, Johnson and Quin



SOLfusion™

Automates output production tasks such as external processes & scripts, indexing PDF documents, and executing Rubika® configurations.



Rubika®

Post-composition re-engineering solution to automate manual processes, enable postal savings, add value to documents, and modifies print data.



Solimar® Indexing Tools

Powerful PDF indexing tools to design, test and manage indexing templates for data extraction.

Optimization of Quality Control

The new automated process has also revolutionized Johnson & Quin's quality control procedures. By eliminating unnecessary steps and enhancing reporting capabilities, the company has optimized an impressive 100 labor hours in the QC process. This efficiency gain allows for more strategic allocation of resources, further enhancing the company's operational prowess.

A Partnership Driving Growth

Johnson & Quin's utilization of Rubika exemplifies how businesses can leverage software updates and technical support to achieve significant operational improvements. The company's trust in Solimar's Chemistry platform suite of intelligent automation solutions, coupled with valuable insights gained through being active members of the Solimar Customer Advisory Council, has enabled them to make substantial strides in automation over the years.

These innovative workflow improvements have yielded persistent and compounding benefits, including labor savings, cost reductions, and enhanced production flexibility. As a result, Johnson & Quin has improved its speed of delivery and consistently meets critical SLAs, solidifying its position as a leader in the industry.

A Legacy of Innovation

Johnson & Quin's success story is rooted in a rich history of seizing opportunities and embracing technological advancements. Founded nearly 150 years ago as a book manufacturer, the company has continually evolved to meet changing market demands. In the 1930s, it transitioned to general commercial printing, and since the 1980s, it has established itself as a leading direct mail services provider.

The company's forward-thinking approach was evident in 1978 when it acquired its first cut-sheet laser printer, pioneering digital print technology in the US Midwest. Today, Johnson & Quin utilizes a fleet of high-speed, continuous-feed digital inkjet presses from SCREEN, producing hundreds of millions of mail pieces annually.

With its broad range of capabilities, Johnson & Quin ensures that client projects of all scales—from small, ongoing direct mail programs to sophisticated customer communication campaigns—are produced, tracked, and delivered to exacting standards. This commitment to exceptional service, coupled with its intelligent workflow powered by Solimar Systems, positions Johnson & Quin at the forefront of the printing and direct mail industry.

As Johnson & Quin continues to innovate and adapt, their partnership with Solimar Systems remains a cornerstone of their success, driving efficiency, cost savings, and customer satisfaction well into the future.

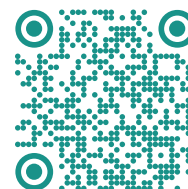
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Additional Solimar Success Stories

For more examples of how Solimar helps organizations lower IT costs, modernize print capabilities, maximize technology investments, and gain control of their printing environment, please scan the QR code or visit www.solimarsystems.com/case-studies/.



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REV 1124-v1.2