Improved Host Connectivity and High-Speed PostScript Conversion

KinaneCo Printing, Inc.

Based in Syracuse, New York, KinaneCo Printing, Inc. specializes in producing marketing and convenience store signage. KinaneCo's mission is to delight customers by exceeding their every want, anticipating their every need, and treating all customers like they are partners. The company's New York office alone ships over 30,000 convenience store product, shelf tags, and miscellaneous form order guides per month. Solimar Systems interviewed Wendy Colucci of KinaneCo to discuss how the Solimar® Print/Director modernized and greatly improved KinaneCo's print operations.

"Solimar Tech Support is by far the best I have EVER experienced!"

Wendy Colucci
KinaneCo Printing, Inc.

KinaneCo already used the Print/Director as a front-end solution to their Xerox 4090 LPS before moving to production PostScript printers. Previously, Print/Director was used to print network PCL applications to the 4090. When KinaneCo outgrew the 4090, they simply added the RJE input and TCP/IP output modules to provide host connectivity. They also added Solimar's Xerox emulation module, XCHANGE, to convert legacy Xerox print streams to PostScript. As a result of Print/Director's modular design, this simple upgrade provided the capability to print KinaneCo's current Xerox DJDE and Metacode applications onto their new PostScript printers and eliminated the need for the DOS-based RJE system they had been using.

Colucci explains, "We were able to eliminate an offset press running some of our applications and our dependency on the closed Xerox technology. Before Solimar, we were glued to Xerox technology because our customer's data is in Xerox Metacode. Now that Solimar converts this to PostScript, we were able to replace our LPS printer with production Postscript printers. This has allowed us great flexibility and many new benefits. We now have the ability and flexibility to print to any of our PostScript printers. Solimar freed us to run our business the way that we want to!"

In addition to Xerox legacy data stream conversion, Print/Director also provided better host connectivity and improved production print management. Colucci explained, "We especially enjoy the PostScript output and the ability for Solimar to customize the output to our needs. Before Solimar our file names were just a series of numbers that needed to be tracked in order to tell which file we wanted to print. With Solimar's help the file names now

... continued

Business Profile

KinaneCo Printing Inc.
A leading printing company acquired new production printers and leveraged the Solimar Print/Director system to convert its remote legacy Xerox applications to PostScript and enhance its print management capabilities.

Industry
Service Bureau & Outsourcing

Geography
Syracuse, NY

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

Solimar Products
- Solimar Print/Director
  - Base system with XIMAGE™
  - TCP/IP Output
  - XCHANGE::PostScript
  - RJE/SNA::3211

Benefits
- Reduced dependency and risk associated with proprietary technology and data formats
- Improved production print management
- Reduced printer expenses and click charges
- Legacy data stream conversion enabled applications to be printed on faster printers to increase productivity

describe the file that we will actually print. This has saved us a lot of time and eliminated some of the possibility of printing the wrong file. Retrieval of jobs is also a lot easier and quicker."

KinaneCo also takes advantage of Print/Director's user-friendly, queue/spool manager. The system's standard job control features include a drag-and-drop interface, load balancing, dynamic data modification, timed release/delete, file insertion, page counting, job separation, routing, and tracking. Using Print/Director's ability to modify print data, letter size applications are now printed two-up on 11" x 17" paper. This has saved the company money by reducing printer click charges. Wendy explains, "We have also developed a two-up format that takes a book and prints two copies on an 11" x 17" sheet. This was previously impossible. Before we had to tape the sheets together to make one 11" x 17" original. With Print/Director we are able to modify the data, allowing us to print our files two-up on 11 x 17. We now print everything using 11" x 17" paper – saving clicks and time!"

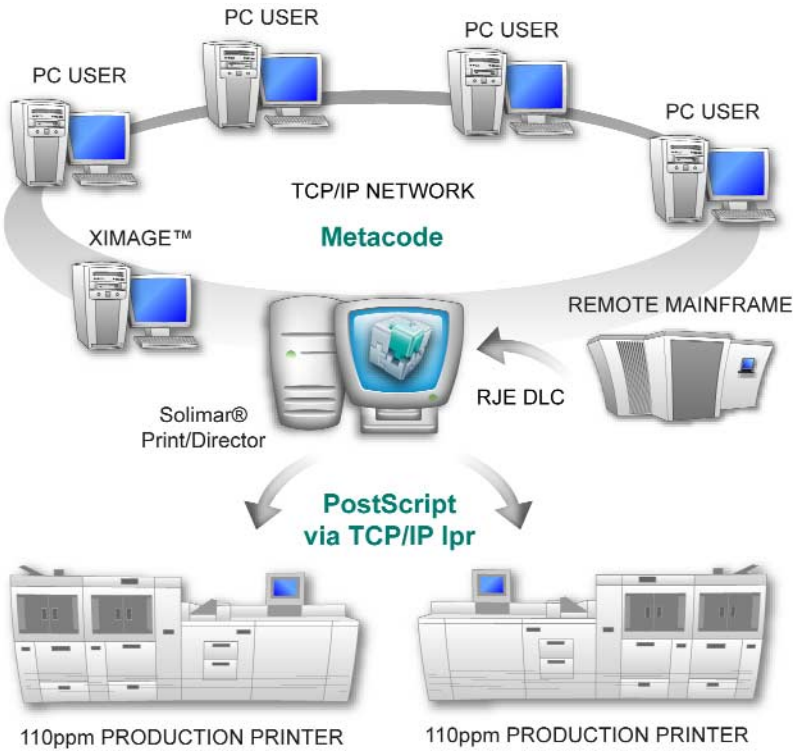
The Solimar Print/Director system's user interface is very easy to learn and use so operators can take advantage of its many features. This has made job control much less complicated for the operators at KinaneCo. Colucci noted, "Our operator is not very computer friendly, yet with minimal training he was able to pick up the Print/Director system. He is able to easily release jobs and pull from a retain file to print jobs again."

As with any production print center, every device and product involved needs to be dependable. Solimar strives to offer the best support available. Colucci reflected, "Solimar Tech Support is by far the best I have EVER experienced! We recommend others to Solimar on this fact alone. If you have a problem, they are there to solve it in a quick and polite manner. No problem is too tough for this amazing tech support team!"

Just as KinaneCo continues to expand the services they offer to meet market changes, Solimar continues to add innovative features and products to exceed the needs and expectations of companies with production print as reflected in Colucci's final comment, "We can now create .FRM and .IMG files directly from our customer's native files, thus eliminating the need for scanning and losing quality. We have already added a second production PostScript printer with no added software expense and no additional work was required to setup the machine! Our expansion is endless now – with Solimar."

"We now have the ability and flexibility to print to any of our PostScript printers. Solimar freed us to run our business the way that we want to!"

Wendy Colucci
KinaneCo Printing, Inc.



Contact

Corporate Headquarters
Solimar Systems, Inc.
1515 Second Avenue
San Diego, CA 92101
USA
+1.619.849.2800 tel
+1.619.849.2801 fax
sales@solimarsystems.com

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

© Copyright 2005. Solimar Systems, Inc. All rights reserved. REV0605