

Workforce WV

RFP WWV12105



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WY PURCHASING DIVISION

Submitted on 12/5/2011 by IKON Office Solutions, Inc. Mike Morgan, MAE

Tom Clark, PPS





Request for Quotation WWV12105

WWV12105

FRANK WHITTAKER

ADDRESS CORRESPONDENCE TO ATTENTION OF: 304-558-2316

IKON OFFICE SOLUTIONS 3006 MT. VERNON ROAD HURRICANE, WV 25526

WORKFORCE WEST VIRGINIA OFFICE OF ADMIN. SUPPORT-5302

112 CALIFORNIA AVENUE CHARLESTON, WV 25305-0112 304-558-2631

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ADDRESS CORHESPONDENCE TO ATTENTION OF: FRANK WHITTAKER 304-558-2316

RFQ COPY TYPE NAME/ADDRESS HERE

IKON Office Solutions 3006 Mt. Vernon Rd Hurricane WV 25526

WORKFORCE WEST VIRGINIA OFFICE OF ADMIN. SUPPORT-5302

112 CALIFORNIA AVENUE CHARLESTON, WV 25305-0112 304-558-2631

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Request for Quotation WWV12105

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ADDRESS CORRESPONDENCE TO ATTENTION OF FRANK WHITTAKER 304-558-2316

RFQ COPY TYPE NAME/ADDRESS HERE IKON Office Solutions ME Vernon Rd Hurricane WU 25526

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STATE OF WEST VIRGINIA WORKFORCE WEST VIRGINIA REQUEST FOR QUOTATION

WWV12105

(High Speed Printers)

General Information

2.1 Purpose:

WorkForce West Virginia "WFWV" is soliciting bids from qualified vendors to provide two (2) high-speed MICR laser printers and to provide monthly maintenance and replenishment contracts for each printer.

1.2 Project Overview:

The printers must provide backbone connectivity to all data center printers to accomplish three things: (see attachment I)

- (1) Provide better connectivity for IS&C mainframe print.
- (2) Provide means to be able to print from any remote location, allowing us to function as a Print Service Bureau to other entities.
- (3) Provide more versatile printing connectivity to accommodate Business Recovery.

The vendor will be entirely responsible for installation, implementation, and the transition of the system to Workforce West Virginia staff.

1.3 Environment and Infrastructure

The successful vendor will perform a walk-through immediately after the bid is awarded and will identify, in writing, any electrical, and/or environmental issues involving the proposed site and installation. Information must include, but will not be limited to, the following:

- 1. Number and types of electrical outlets required, with required voltages and amperages
- 2. Environmental requirements (air conditioning, etc.)
- 3. Telephone lines required for electronic support
- 4. Space Requirements
- 5. Any other environmental issues identified

Workforce West Virginia will be responsible for all environmental and electrical changes deemed necessary and agreed upon by Workforce West Virginia.

The successful vendor will review our existing networking and planned networking facilities to ensure they are sufficient for successfully connecting the procured equipment to our existing LAN and WAN.

Acceptance of our networking and planned networking installation and/or any changes necessary will be documented by the vendor in writing and presented to the Workforce West Virginia project manager.

Workforce West Virginia will be responsible for making networking changes deemed necessary and agreed to by Workforce West Virginia.

1.4 Project Management:

WFWV will name a qualified project manager, who will be responsible for assembling the Workforce West Virginia project team and will be the focal point of contact for all project issues.

The vendor must name a single point of contact to coordinate activities with designated Workforce West Virginia personnel for the duration of the project. The vendor's designated contact person will be the focal point of contact for Workforce West Virginia personnel.

Installation 1.5

Installation of the purchased equipment will be implemented on a staggered basis. The first unit will be installed, tested, and placed in operation. After successful implementation, the second unit will be installed. The vendor must perform the installation on-site, and verify connectivity and proper operation to the satisfaction of the Workforce West Virginia project team. Installation shall be deemed complete when all hardware and software components are installed, fully configured and operational, tested, and successfully printing customer data to the satisfaction of the Workforce West Virginia project team.

The vendor must be responsible for the following:

- 1. Installation of first printer system
- 2. Installation of the operating systems of purchased equipment and all purchased software.
- 3. Patching the operating systems and all purchased software to the current level if applicable.
- 4. Successful configuration and connection to our existing network as defined in the RFQ.
- 5. All applications will be printed, tested, and verified as accurate and acceptable, including successful MICR check reject test.
- 6. Installation of second printer system and completion of testing.

Vendor shall be responsible for testing the installed equipment. All test results (documents, forms, checks, software and connectivity) must be documented in writing by the vendor and must be verified and accepted in writing by the Workforce West Virginia project team.

Test results must be documented in writing, presented to the Workforce West Virginia team for review, and subject to their written approval.

1.6 Documentation and Implementation

Upon completion of installation and vendor testing, the vendor will be required to provide Key operator documentation including the following:

- 1. Hardware documentation manuals
- 2. Software Documentation manuals
- 3. Hardware configuration layout diagram
- 4. Key Operator equipment maintenance documentation.

After the Workforce West Virginia project team accepts the documentation, a meeting must be scheduled, on the day that installation is completed, to discuss system turnover for support by Workforce West Virginia's Management Information Systems Division. The vendor must provide appropriate technical staff on-site for no less than one day while the operation and support of the installed systems is being transitioned to MIS staff members.

Printer Specifications

(1) Solution must have a minimum Sun Ultra 45 Print Controller, 1.6 GHz UltraSPARC III processor, 1GB memory, 250 GB hard drive, CD-RW/DVD-ROM drive, Ethernet interface (10,100,1000 Base T), Solaris 10 operating system, Adobe high-speed rip, or equal. Exceeds requirements.

(2) Document Buffer - 10,000 pages, automatic page level recovery, and queue print ready jobs for minimal inter-job delay.

Meets all requirements.

(3) Printer must support TCP/IP with Ethernet connectivity. Meets all requirements.

- (4) Solution must provide support for Adobe PostScript 3, Adobe PDF 1.6, HP-PCL 6, TIFF group4, ASCII, and LCDS data streams with embedded DJDE's **Meets all requirements.**
- (5) Printer solution must support Windows NT OS 4.0, 2000, XP, Macintosh OS X, and UNIX/LPR print.

Meets all requirements.

- (6) The printer solution must support all existing Elixir forms and resources. IKON's solution meets all existing Elixir Forms and Resource requirements
- (7) The printer solution must be compatible with all existing LCDS embedded form and resources calls within the data stream from the mainframe.

IKON's solution meets all compatibility requirements for all existing LCDS Embedded Forms and Resource Calls with the data stream from the Mainframe

(8) Each printer must have a duty cycle capable of printing up to 1 million or more impressions per month.

Exceeds all requirements. Each printer is capable of printing up to 4 million impressions per month to allow for growth opportunity.

(9) Each printer must print at a minimum of 115 impressions per minute (simplex or duplex). Each printer must be field upgradeable to a speed no higher than 300 impressions per minute if needed. Each printer is capable of printing 125 impressions per minute (simplex or duplex). Each printer is field upgradable from 125 impressions per minute (Simplex) to 300 images per minute (Duplex). When field upgraded to 300 images per minute (Duplex), each printer is capable of producing 8 million impressions per month

(10)Printers must support 600 DPI.

Meets all requirements.

(11)Printers must support simplex and duplex operation.

Meets all requirements.

(12)Printers must support paper weights from 16 lb. to 110 lb. index, expandable to 150 lb. index. **Meets all requirements.**

(13)Printers must support paper sizes from 8"x9" to 18"x14".

Meets all requirements. Minimum compatible paper size is 7" x 8" to a maximum of 18.5" x 14.33

(14)Printers must support label stock, pre-perforated stock, and pre-drilled paper. **Meets all requirements.**

(15)Each printer must have a least 6 input trays - totaling 8,000 sheets, expandable to 9 input trays – 12,000 sheets.

Meets all requirements. IKON's proposed solution has 6 input trays totaling 8,000 sheets and is expandable to 9 input trays totaling 12,000 sheets

(16)All paper trays must utilize air knife / vacuum feed system to reduce paper misfeeds and improve reliability.

Meets all requirements. Air Knife/Vacuum Feed System is available in all paper drawers. This is the most reliable paper feeding method proven over the years for use in high speed offset presses

(17)Each printer must have capability to add the optional post fuser inserter Meets all requirements. An optional post fuser inserter has 3 paper trays totaling 4,000 sheet capability.

(18) Printers must have straight paper path for simplex operation.

Meets all requirements. The proposed solution has a short straight, waist high paper path, approximately 54" (137 CM) for Simplex operation

(19)Printers must have active registration for both in-track and cross-track up to .030 inch. Meets all requirements. Active Registration for both In-Track and Cross-Track up to 0.0030" Front to Back. Center Based Registration Process holds specified tolerances for consistant performance

(20)Printer imaging system must be "write black" for superb image quality. **Meets requirements.**

(21)Prefer printers have removable MICR feature to save on ink costs.

The proposed solution has a removable MICR Printing Station which can be changed on a job-by-job basis. This capability can add an additional level of security. In addition, the proposed solution offers better asset utilization resulting in potential cost savings. IKON also provides a MICR Check Guarrentee. MICR Certification: (1) PIRA Grade 1 Certification for fraud resistence; (2) Complies with relevant ANSI Standards; (3) APACS Certificed for Voucher Infilling and MICR Code-Line Printing.

(22)Prefer printers have self-cleaning coronas. **Meets all requirements.**

(23)Printers must have finisher with a minimum of 100 sheet (20lb. bond) stapling capability. Finisher must stack a minimum of 2,500 sheets with off-set capability (staple or non-staple mode). **Meets all requirements**

(24)Printers must support multi-position staple capability.

Meets all requirements. The proposed printing solution provides multi-position staple, subset stapling, and 100-page stitch capability. Staple is a measure stitch based on the thickness of the document.

(25)Each printer must have a minimum of a 2,500 sheet stacker unit with two removable dollys with capability to add 2 additional stacking units for a maximum total of 15,000 sheets (must have off-set stacking capability).

Meets all requirements. Each printer has a 5,000 sheet stacker with two removable dollys. Each printer has the capability to add 2 additional stacking units for a total of 15,000 sheets with off-set stacking capability.

(26)Stacker must be fully integrated page level recovery. **Meets all requirements**

(27)Printers must support load / unload while running. Meets all requirements

(28) The system must have a centralized printer controller interface with the capability of capturing and managing mainframe and network jobs.

Meets all requirements. The proposed solution captures mainframe and network-based jobs to a centralized controller. Print jobs can be passed through directly to either printer or held in a job queue for later print distribution in its entirety or on a page-range basis. When held in the print queue, jobs can be prioritized and/or reprinted without resubmission from the host.

(29)The system must provide turn-key emergency back-up for the hardware and software solution. Meets all requirements. The proposed solution includes On-Site Backup for the hardware and software

(30)System must have the option of storing and retrieving all required LCDS/Metacode resources either on a centralized control system or a secured network repository.

Meets all requirements. All LCDS/Metacode Resources can be stored on the local controller or in the network directory accessible by the controller

(31)System must consolidate all existing resource libraries into one master library. **Meets all requirements**

(32)System must be able to split jobs and route to authorized postscript printers. Meets all requirements. IKON's proposed solution is able to separate jobs and direct to appropriate printing device for load balancing

(33)System must be able to reprint jobs in its entirety or by page range. The production staff must be able to initiate their own page-level reprints without recomposing or initiating actions on the mainframe.

Meets all requirements. The proposed solution captures mainframe and network-based jobs to a centralized controller. Print jobs can be passed through directly to either printer or held in a job queue for later print distribution in its entirety or on a page-range basis. When held in the print queue, jobs can be prioritized and/or reprinted without resubmission from the host

(34)System must have the capability to route color network applications as well as mainframe color applications to color network printer.

Meets all requirements.

(35)The printer system must have the capability to quickly resume printing from an interruption and reprint the affected page.

Meets all requirements.

(36)The successful vendor must provide analyst support with Elixir Forms Design training and mainframe programming experience utilizing current and legacy LCDS data streams (Line Conditioned Data Streams. Analyst must have a minimum of two references detailing customer experience in an LCDS mainframe environment using DJDE (Dynamic Job Descriptor Entries) and JSL (Job Source Language) programming to design and maintain Elixir form calls.

The proposed IKON Solution meets the bid requirements for Analyst support. The Analyst has over twenty (20) years of experience in designing and developing Elixir forms in the Mainframe LCDS data stream environment utilizing DJDE form and resource call programming to merge Elixir forms and resources with legacy as well as new development applications. IKON's Analyst has worked with Workforce West Virginia for over twenty (20) years and is familiar with the environment, infrastructure and workflow.

References:

- (1) Susan Neel, Highmark/Blue Cross Blue Shield, (740) 359-0147
- (2) Mike White, BB & T, (304) 353-1798.

(37)Vendor must be able to provide a minimum of 2 trained service technicians for diagnostics and on-site repairs.

IKON has two (2) Sr. Service Technicians residing in Charleston WV fully trained on the proposed solution with 23 years and 29 years tenure respectively

(38)Vendor must provide (1) hour call back, and (2) hour on-site support. **Meets all requirements**

(39)Vendor must provide 24 hour per day customer hotline support. **Meets all requirements**

(40) Vendor must provide on-site analyst technical support as needed.

IKON will provide a fully trained Analyst with over 20 years of experience in a Mainframe LCDS environment with DJDE and JSL programming skills. IKON's Analyst is fully trained on all proposed software, printing systems products and Elixir Forms design

(41)Vendor must provide one (1) day consisting of 7.5 hours of on-site training for three (3) staff members. Vendor must provide ongoing training as required at no cost.

IKON will meet and/or exceed all requirements. If awarded RFP, IKON will provide a detailed Implementation and Training Schedule including a detailed Statement of Work

(42)Vendor must provide 24 hours 7 days a week technical support. **IKON will meet this requirement**

(43) Vendor must provide monthly printer maintenance and monthly account reviews in person to Cost Center Manager and Data Center Supervisor.

IKON will meet and participate in the required monthly account reviews. In addition, IKON Representatives will be available for any additional unscheduled meetings as needed

(44)Proposed equipment must be newly manufactured, not remanufactured or used. The proposed equipment warranty will include all machine operating system software, printer controller software, as well as all future software updates and technical phone support for a period of five years as well as all replenishment. MUST include parts, labor and ink. Excludes paper and staples. The proposed equipment will be newly manufactured, not remanufactured or used. All operating system software, printer control software, future updates and technical phone support will be included in the cost of the equipment for a 5-year period. Replenishment items, parts and labor are included within the maintenance contract, excluding paper and staples.

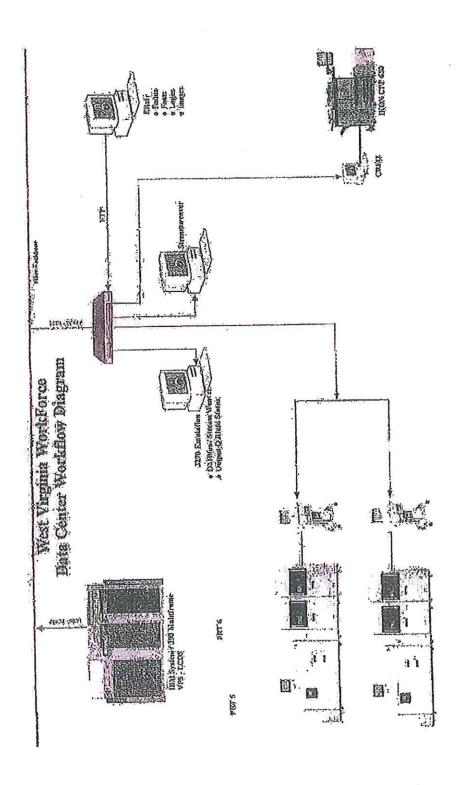
(45)Proposed equipment must fit within a 4'by 14' footprint, the same as existing equipment. **Meets all requirements**

(46) Vendor shall provide annual maintenance costs: Monthly Charges, pages included. Overages-Cost per page.

Meets all requirements. See attached pricing section

Reservation of Rights—In response to your invitation, we are pleased to submit this proposal for your consideration. We recognize your right to negotiate and approve the terms and conditions of any contract following award and respectfully reserve the right to do the same. We acknowledge that all contract terms and conditions must be mutually agreed upon by both of us. Our proposal represents our commitment with respect to pricing, equipment specifications and service levels and contemplates that both parties reserve the right to review and negotiate appropriate and mutually acceptable terms and conditions in the exercise of good faith. As is customary for transactions of this type, our proposal is based upon the information provided by you and the assumptions set forth in our response, and any changes to such information or assumptions may, if material, require modification. Upon award, we will be pleased to work with you to promptly finalize mutually acceptable contract terms and, if applicable, provide copies of appropriate contract forms for that purpose.

ATTACHMENT I



COST SHEET FOR WWV1205

HIGH SPEED PRINTERS

NAME OF VENDOR

IKON Office Solutions

ALL PRINTER HARDWARE & SOFTWARE INCLUDING INSTALLATION, FIVE (5) YEAR WARRANTY, SOFTWARE UPDATES PER YEAR DURING FIVE YEAR	COST PER PRINTER	QUANTITY	EXTENDED COST A
*** SEE NOTE BELOW REPLENISHMENT COST PER CLICK FOR CLICKS EXCEEDING ONE (1) MILLION PER MONTH FOR BOTH PRINTERS	\$ 211,315.00 COST PER CLICK	2 ESTIMATED QUANTITY POOLED	\$ 422,630.00 EXTENDED COST
POOLED	\$ 0.0065/click*	5000	\$ 32.50 TOTAL A: \$ 422,662.50

^{*} NOTE: \$0.0065 click charge includes on-site repair (24 hours/7 days per week) including all parts, labor, and supplies (excluding paper and staples)

			the state of the s
MAINTENANCE PER YEAR- should include replenishment cost per click for clicks NOT exceeding one (1) million per month (for both printers pooled) *	EACH	QUANTITY	EXTENDED COST B
per month (for both printers pooled)			
First Year Maintenance	\$ 39,000.00	2	\$ 78,000.00
Second Year Maintenance	\$ 39,000.00	2	\$ 78,000.00
Third Year Maintenance	\$ 39,000.00	2	\$ 78,000.00
Fourth Year Maintenance	\$ 39,000.00	2	\$ 78,000.00
Fifth Year Maintenance	\$ 39,000.00	2	\$ 78,000.00
			TOTAL B: \$ 390,000.00

^{*} NOTE: \$0.0065 click charge includes on-site repair (24 hours/7 days per week) including all parts, labor, and supplies (excluding paper and staples)

GRAND TOTAL = EXTENDED COST A + B =	§ 812,662.50	•

By signing below the responding vendor hereby certifies that they have read and understood this RFQ and agree to meet all mandatory requirements contained therein.

ENSENTATIVE SIGNATURE ALL N. WILL

NOTE:

*** ESTIMATE GIVEN IS FOR BIDDING PURPOSES ONLY. ACTUAL QUANTITIES WILL VARY.

IKON Office Solutions Local Support Team:

Dan McCutcheon

Sales Manager

Tom Clark

Print Production Specialist

Mike Morgan

Major Account Executive

Mike Pelfrey

Production Printing Systems Engineer

John Hammond

Service Manager

Bob Brogan

Sr. Service Technician

Kenny Sparks

Sr. Service Technician

Jim Lemley

Sr. Service Technician

Rev. 09/08

State of West Virginia VENDOR PREFERENCE CERTIFICATE

Certification and application* Is hereby made for Preference in accordance with **West Virginia Code**, §5A-3-37. (Does not apply to construction contracts). **West Virginia Code**, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1.	Application is made for 2.5% resident vendor preference for the reason checked:
	Application is made for 2.8% resident vehicle preference for the reason of the reason of the last of the date of this certification; or, Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately
	preceding the date of this certification; or, Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
2.	Application is made for 2.5% resident vendor preference for the reason checked: Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
3.	Application is made for 2.5% resident vendor preference for the reason checked: Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4.	Application is made for 5% resident vendor preference for the reason checked: Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5.	Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6.	Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.
require agains	understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the ements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty to such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency purchase order.
the rec	emission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and izes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid purified business taxes, provided that such information does not contain the amounts of taxes paid nor any other information and by the Tax Commissioner to be confidential.
Under and a chang	penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true courate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate jes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.
Bidde	TKON Office Solutions Signed: Wy W
	12/5/2011 Title: DIRECTOR OF SHIES
*Check	any combination of preference consideration(s) Indicated above, which you are entitled to receive.

DEO No.	WWV12105
IN WIND.	MULTATOS

STATE OF WEST VIRGINIA Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

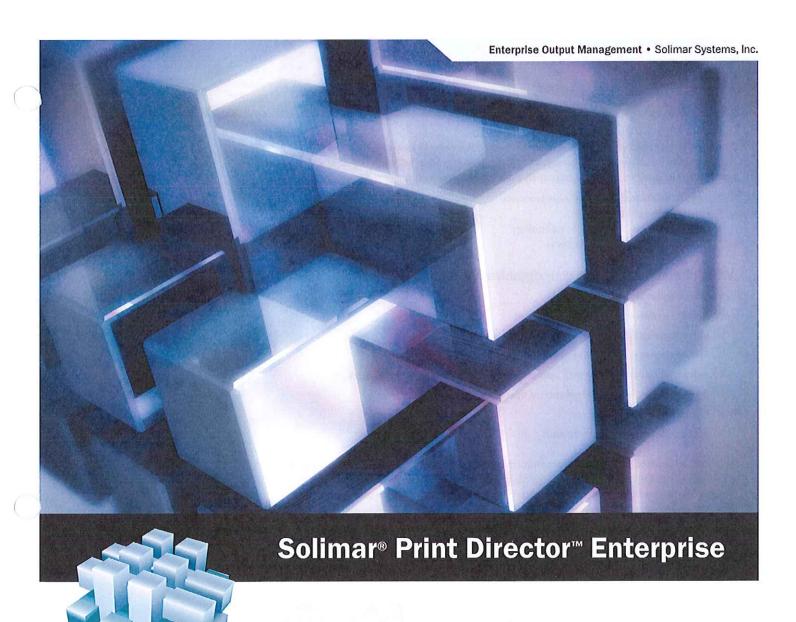
"Debtor" means any individual, corporation, partnership, association, limited Ilability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (West Virginia Code §61-5-3), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.



WITNESS THE FOLLOWING SIGNATURE



Enterprise Output Management Solution

The Solimar Print Director Enterprise is a client-server-based enterprise print management solution designed to improve the performance of production output processes and optimize management control.

Utilizing advanced technology, Solimar* Print Director* Enterprise combines multi-level security, remote administrator and operator access, event logging and notification, direct device connectivity capabilities, powerful job routing and tracking with industry-leading data stream transformations.



Why Upgrade to Solimar Print Director Enterprise (SPDE)?

Solimar Systems has a proven track record of helping clients obtain long-term value by extending the useful life of its solutions through product upgrades. Solimar's solutions are specifically designed to anticipate constantly evolving business requirements, including:

- · Improvements to existing business processes
- · Functionality enhancements
- · Opportunities to leverage new technology
- · Changing regulatory requirements

Which functionality does your organization require?

- ☑ Client-server architecture
- ☑ Remote administration and management
- ☑ Event notification
- ☑ System message controls and filtering
- ☑ Advanced system security with operator log-in assigned rights and privileges
- ☑ Support for industry standard current operating system
- Optimized user interface
- ☑ Maximum processing performance

If any of the checked items can improve your environment, it is recommended that you upgrade to Solimar Print Director Enterprise. Upgrade to SPDE today to experience the exciting new technology that can empower you to greatly improve productivity and dramatically reduce the time and cost of output operations.

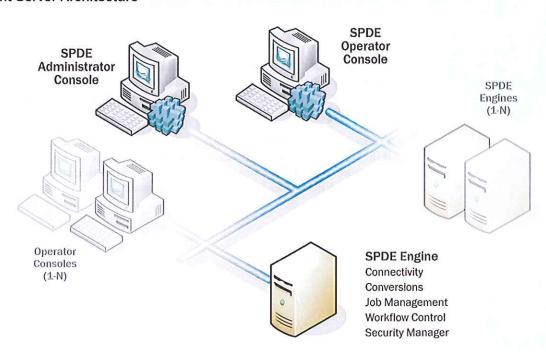


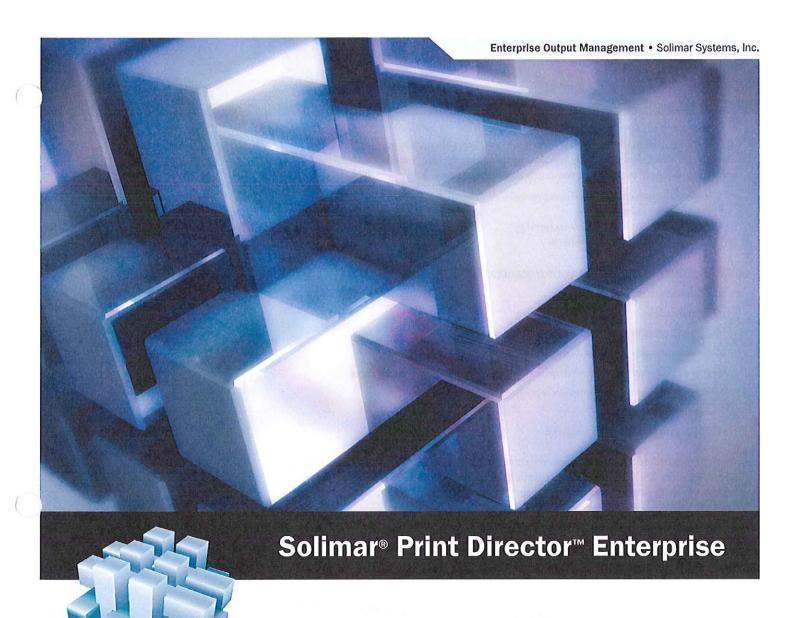
Solimar has over 45,000 products installed in thousands of sites worldwide.

SOLIMAR

FACTOID

SPDE Client Server Architecture





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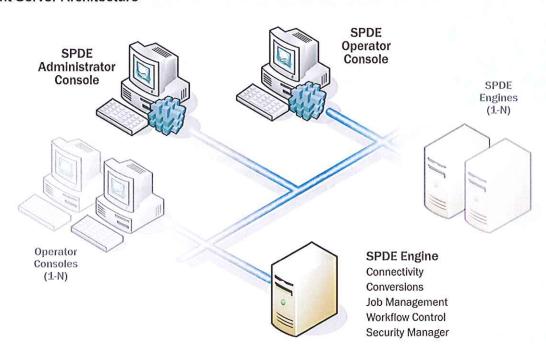


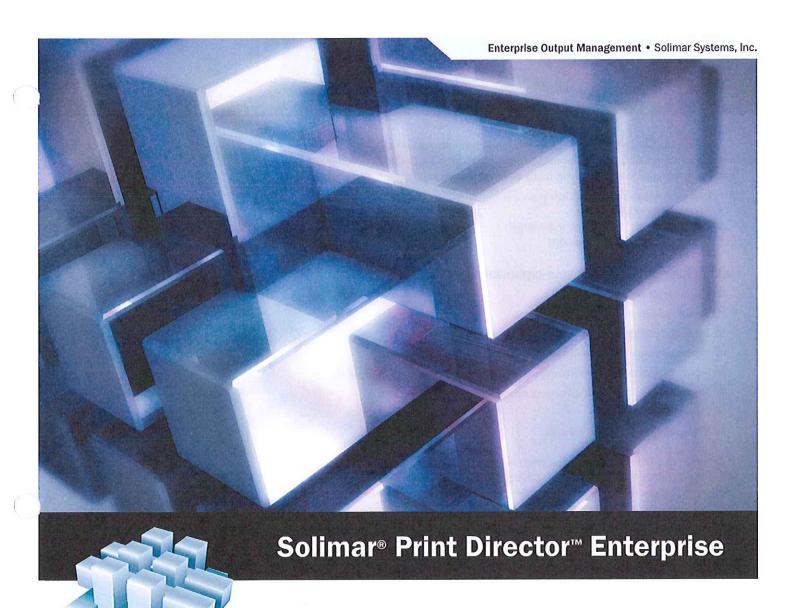
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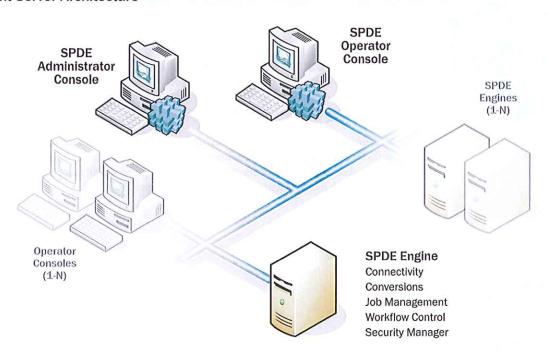


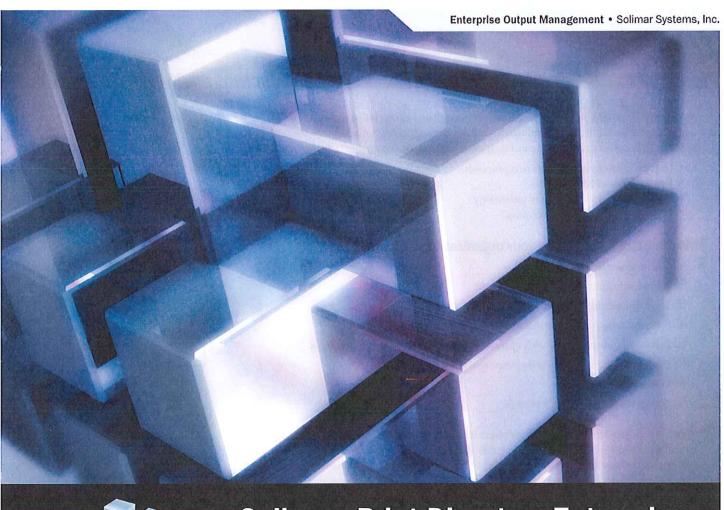
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DLIMAR

FACTOID

SPDE Client Server Architecture





Solimar[®] Print Director[™] Enterprise

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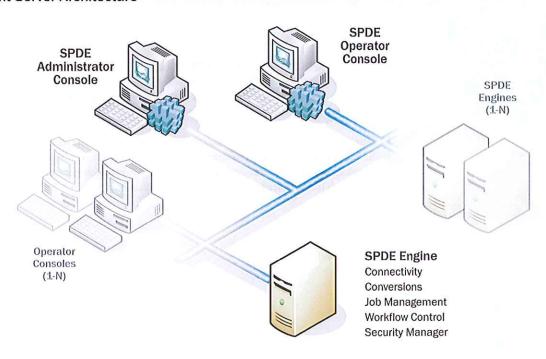


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FACTOID

SPDE Client Server Architecture



Solimar® Print Director™ Enterprise - Solution Benefits

Enhanced Performance

- · Client-server architecture, optimized for Windows' XP and 2003 Server
- · SPDE "Engine" runs as a service separate administrator and operator interfaces remotely connect to engine
- Increased processing performance of data stream transforms
- Up to 4 concurrent PS/PDF::xx transforms
- · XML-based configuration file settings load and save faster
- Further increase performance by leveraging the latest hardware advancements hyper-threading and dual-core CPUs

Added Control and Management for Administrators

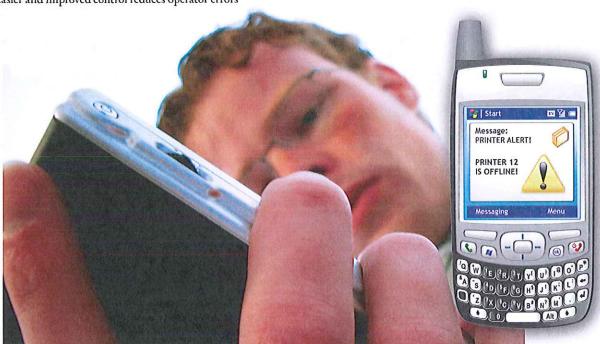
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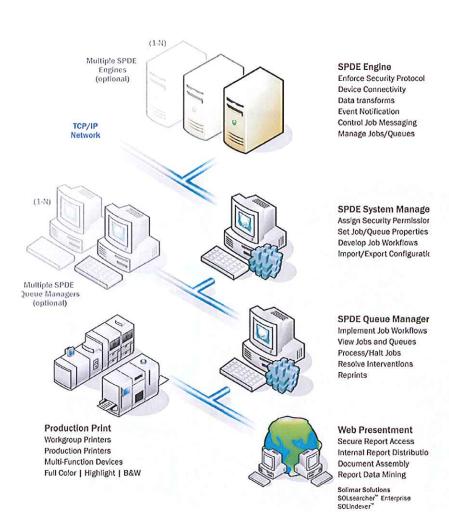
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SPDE Workflow Diagram



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Product Benefits

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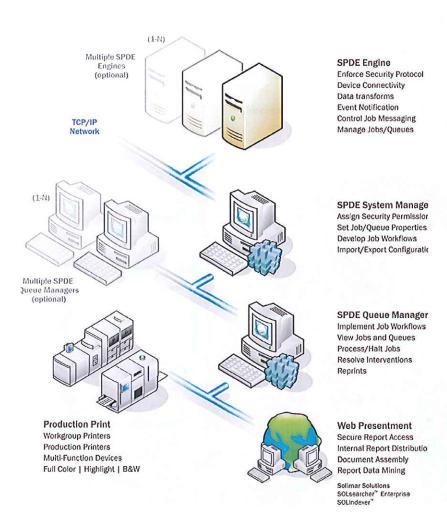
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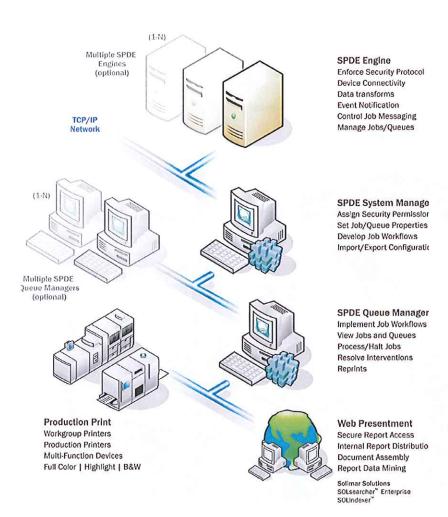
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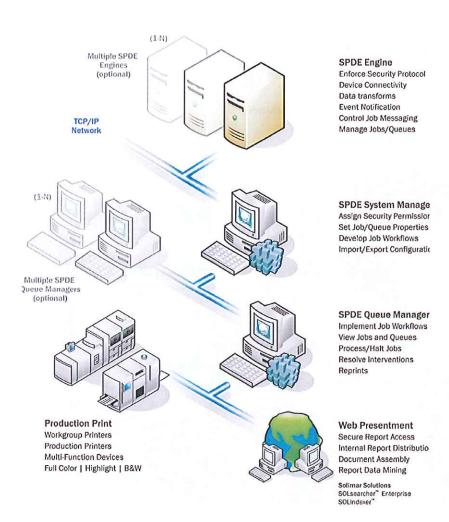
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Solimar® Print Director™ Enterprise - System Manager

The System Manager provides system administrators control over the processing Engine to define processing rules and workflow. The System Manager also provides access and control over print queues and jobs allowing you to initiate and halt job processing, move jobs between queues, control reprints, set event notifications among many other features.

In the System Manager, you can perform the following tasks:

- · Create and manage SPDE configurations
- Define processing and workflow logic
- · Set up audio and e-mail alerts
- · Manage interventions, which require operator-supplied information
- Configure user and group security rights and permissions
- · Activate log files that track SPDE system and accounting messages
- · Manage the SPDE Host Server



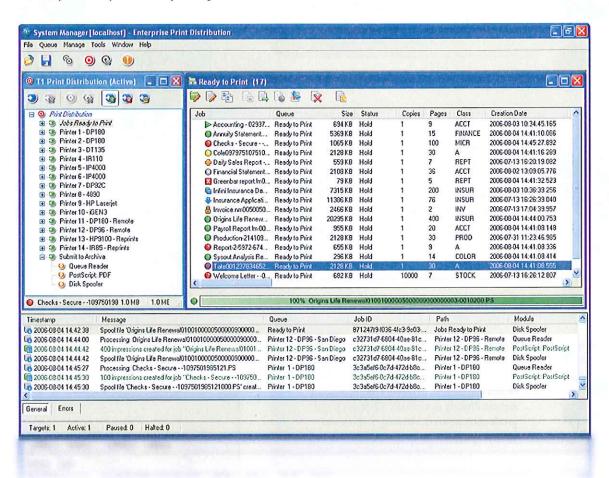
SPDE is the 5th generation of the Print Director product line and has grown to 19 connectivity options and 40 conversions and data enhancement modules.

OLIMA

FACTOID

SPDE System Manager UI

The SPDE System Manager provides administrators with an intuitive GUI to define and monitor system security and workflow processing.



Product Suites



SOLitrack™

SOLitrack is a database-centric job management system that uses a centralized web-based interface to control multiple instances of Print Director[™] Enterprise to track and monitor job security, routing and destination device status.



Print Director™ Enterprise

Client-server-based output management solution that provides multi-level security, remote administrator and operator access, email alerts, powerful job routing/tracking capabilities, and industry-leading data stream transforms.



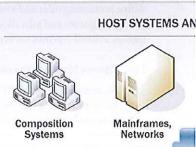
SOLscript™

PostScript preamble that emulates and optimizes Xerox VIPP* software, extending the reach of VIPP applications to virtually any workgroup and production printers, as well as ERM/COLD and archive systems.



ICONVERT™

AFP transform engine that automatically routes mainframe, AS/400, and application reports directly to virtually all desktop and production printers, viewing stations and archive systems.



DATABASE MANAGED OUTPUT



SOLitrack™

INCOMING DAT

- AFPDSDJDELine DMetac
- IPDS PCL
- LCDS
 PDF

ENTERPRISE PRINT OU





SOLindexer'

Job Ticket

- Integrated Conn
- . Powerful Print C
- Data Stream Op
- Robust Queue N
- · Job Tracking/Ac
- B/W to Color Mi
- JDF/ADF Fulfilln

100 Miles

EXTERNAL PROCESSES

PRODUCTION PRINT WORKFLOWS

Continuous Feed, Laser, Ink Jet, Highlight Color, Full Color, and Finishing Systems



Postal Software

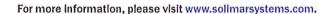


External Archive

OUTGOING DAT

- AFPDS & IPDS
- Line Data
- Metacode
- PCL

Dynamic F Client B Digital Ir Add Transpr Hide Sensit Track Decum



The System Manager provides system administrators control over the processing Engine to define processing rules and workflow. The System Manager also provides access and control over print queues and jobs allowing you to initiate and halt job processing, move jobs between queues, control reprints, set event notifications among many other features.

In the System Manager, you can perform the following tasks:

- · Create and manage SPDE configurations
- · Define processing and workflow logic
- · Set up audio and e-mail alerts
- · Manage interventions, which require operator-supplied information
- · Configure user and group security rights and permissions
- · Activate log files that track SPDE system and accounting messages
- · Manage the SPDE Host Server



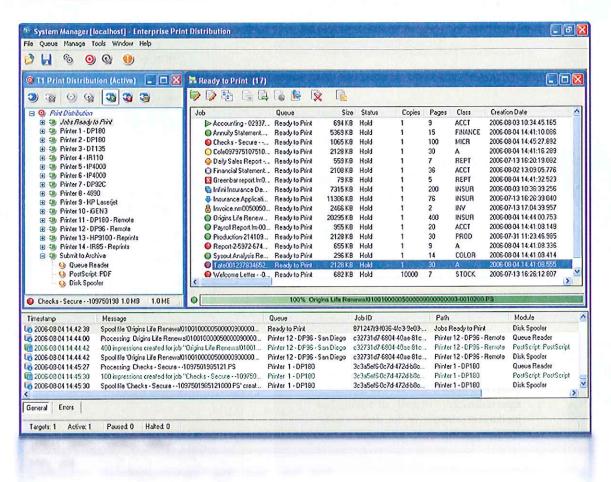
SPDE is the 5th generation of the Print Director product line and has grown to 19 connectivity options and 40 conversions and data enhancement modules.

SOLIMAR

FACTOID

SPDE System Manager UI

The SPDE System Manager provides administrators with an intuitive GUI to define and monitor system security and workflow processing.





SOLitrack™

SOLitrack is a database-centric job management system that uses a centralized web-based interface to control multiple instances of Print Director™ Enterprise to track and monitor job security, routing and destination device status.



Print Director™ Enterprise

Client-server-based output management solution that provides multi-level security, remote administrator and operator access, email alerts, powerful job routing/tracking capabilities, and industry-leading data stream transforms.



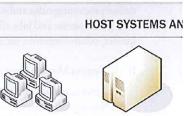
SOLscript™

PostScript preamble that emulates and optimizes Xerox VIPP* software, extending the reach of VIPP applications to virtually any workgroup and production printers, as well as ERM/COLD and archive systems.



ICONVERT™

AFP transform engine that automatically routes mainframe, AS/400, and application reports directly to virtually all desktop and production printers, viewing stations and archive systems.



Composition Systems

Mainframes. Networks

DATABASE MANAGED OUTPUT



SOLitrack™

INCOMING DAT

- AFPDS · Line D
- DJDE Metac
- IPDS PCL
- · LCDS PDF

ENTERPRISE PRINT OU





SOLindexer'

- Job Ticket (
- Integrated Conn
- · Powerful Print C
- Data Stream Op
- Robust Queue N
- Job Tracking/Ac
- · B/W to Color Mi JDF/ADF Fulfilln

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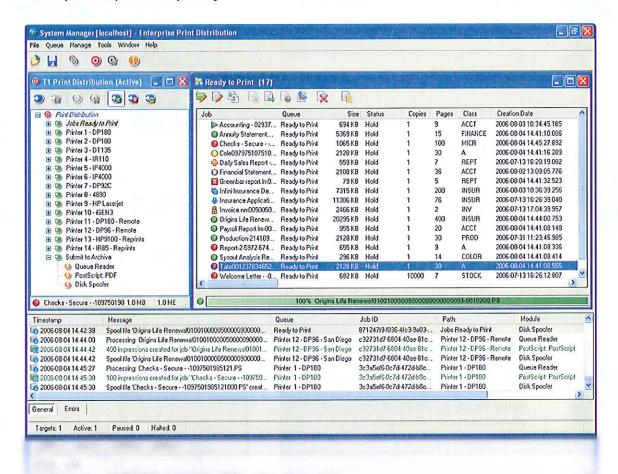
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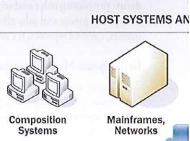
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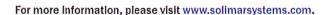


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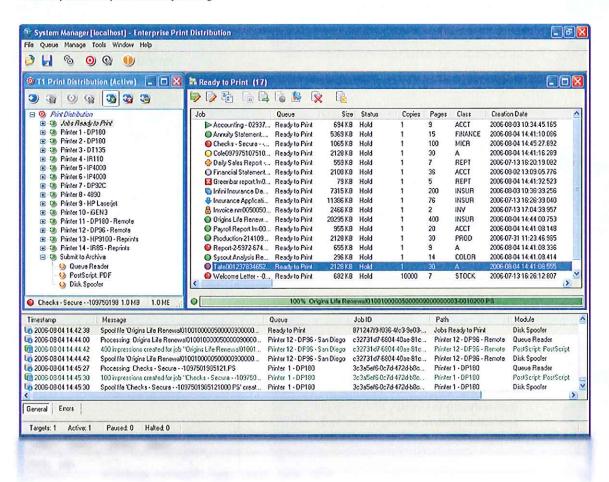
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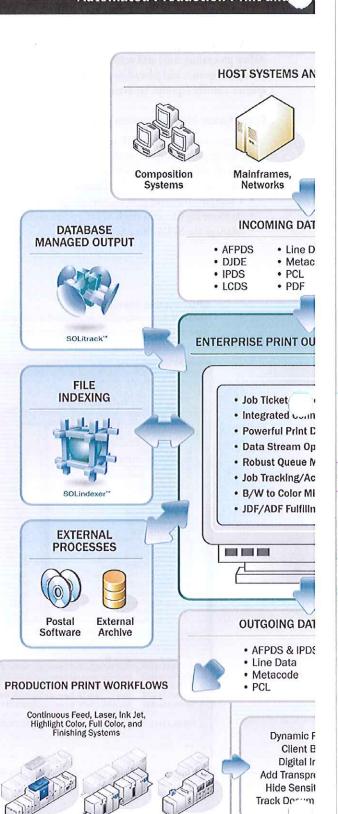
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esentment Workflow Solutions

ID APPLICATIONS





Raw Data, Databases

Document Imaging

PROCESS AUTOMATION

SOLfusion™

DOCUMENT RE-ENGINEERING

• Address Sort/Cleanse

· Archive Workflow

· Barcodes, OMR, Text

Concatenate/MergeConditional Messaging

· Delete/Replace Pages

· Insert Pages/Graphics

· Scale/Shift/Rotate

· Split/Segment

· Overlay/Underlay/Mask

RUBIKA"

WEB PRESENTMENT WORKFLOWS

Internal Report Distribution, Data Mining, Document/Report Assembly, Reprints, Web Services API, B2B, B2C Integration

Finishing Commands

Imposition

'A STREAMS

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- · PostScript
- ode Raw Data
 - TIFF
 - VIPP[®]

TPUT MANAGEMENT

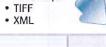
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- PDF
 - PostScript



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Document Retrieval



Web Services API, CRM, ECM Integration



SOLSEARCHER'

SOLfusion™

Centralized application that allows you to automate multiple sets of output production tasks to support business-critical processes. SOLfusion supported tasks include external processes, scripts, indexing of PDF documents and execution of Rubika process configurations.



Rubika™

Modular document re-engineering workflow solution that can be configured to automate manual processes, enable postal savings, add value to documents, and modify print data onthe-fly at run time.



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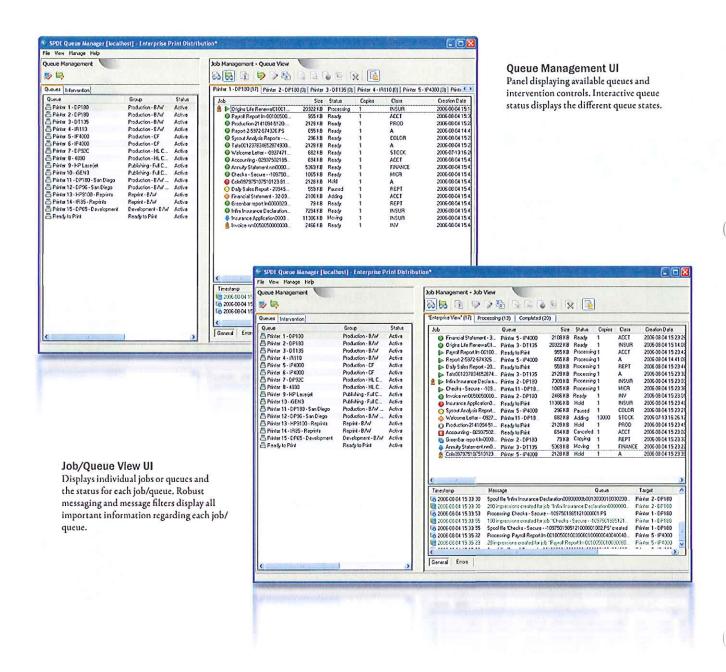
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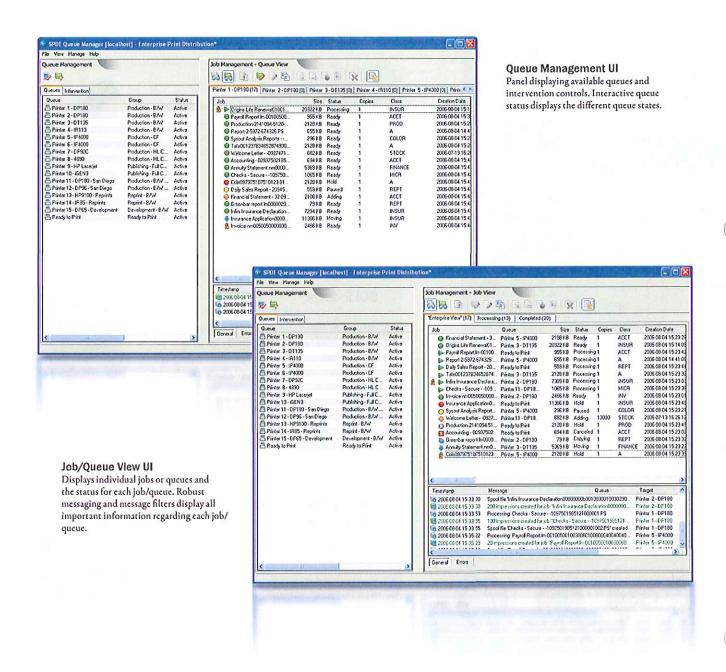
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PRINT DIRECTOR ENTERPRISE

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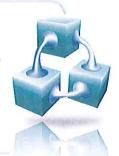
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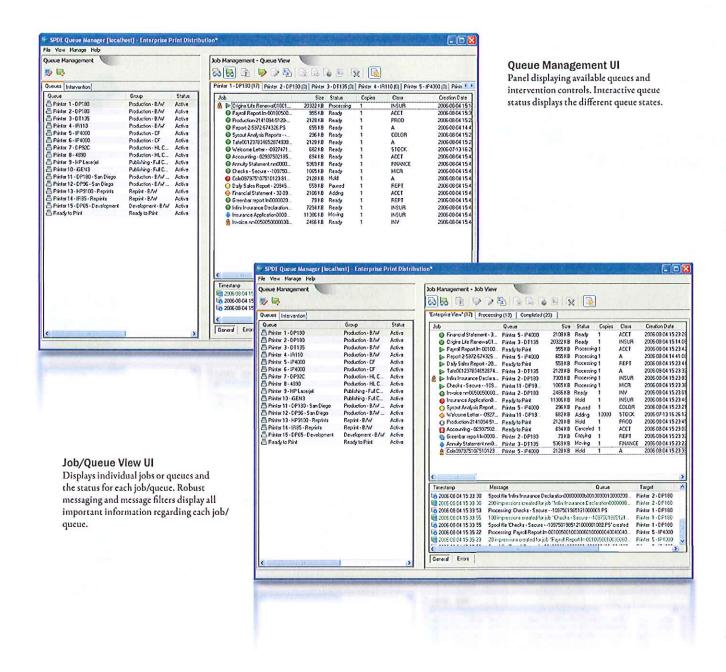
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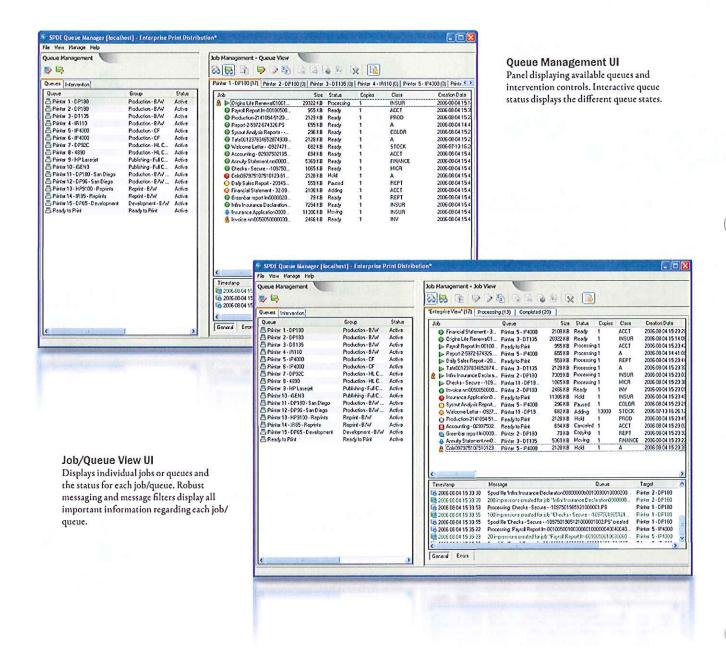
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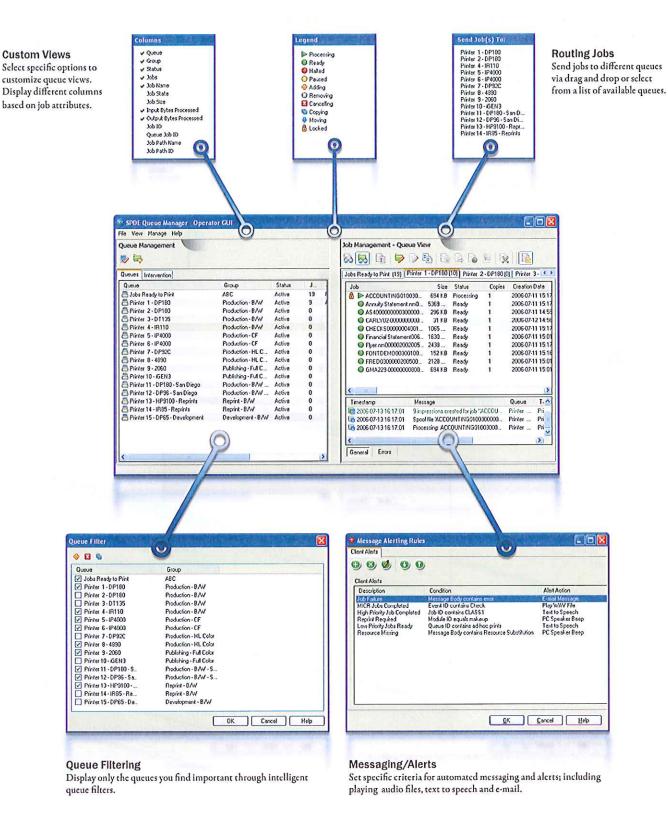
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Solimar® Print Director™ Enterprise - Integrated Multi-Level Security

The security system in SPDE's System Manager allows administrators to set rules that limit access and actions for the objects in a configuration and to determine what interfaces are available to each user. Most commonly, administrators will define and manage workflow rules with the System Manager and operators will only have access to the Queue Manager for controlling and monitoring job workflow.

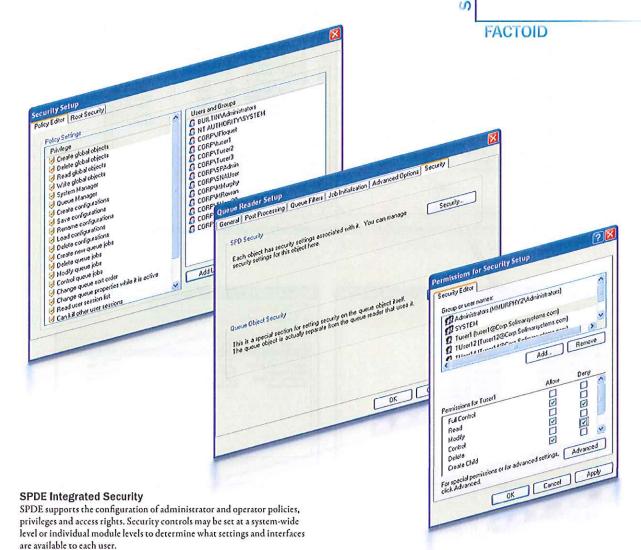
Granular security enables administrators to control who can do what in the system for every module in a configuration based on their login credentials. For instance, an administrator could prevent a group from accessing a job queue, prohibit a user from making configuration changes, and allow others to fully control some queues, but only monitor processing activity for others, and deny access to others.

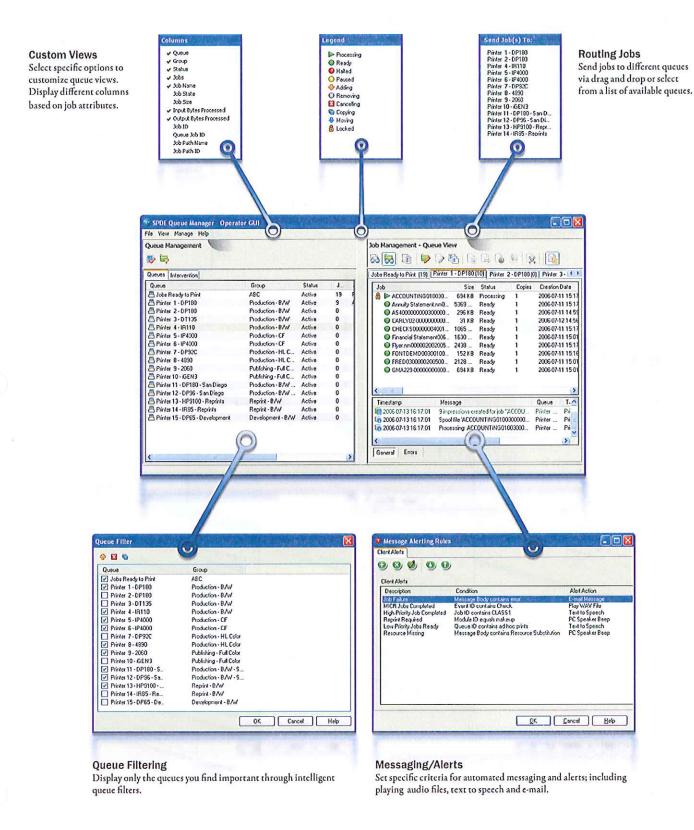
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A single client saves over \$6 million dollars annually in labor costs with a Solimar solution.

OLIMAR





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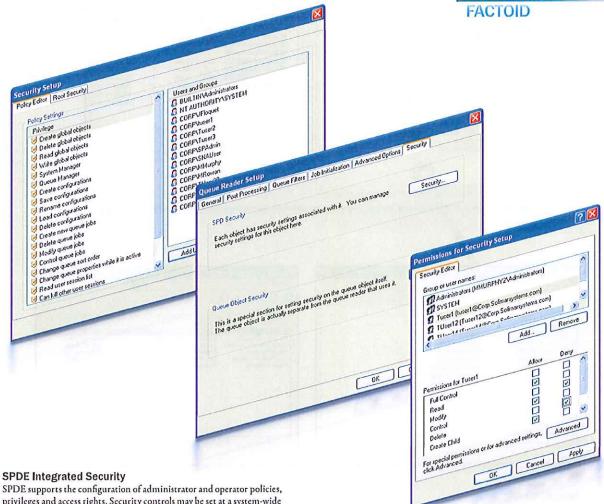
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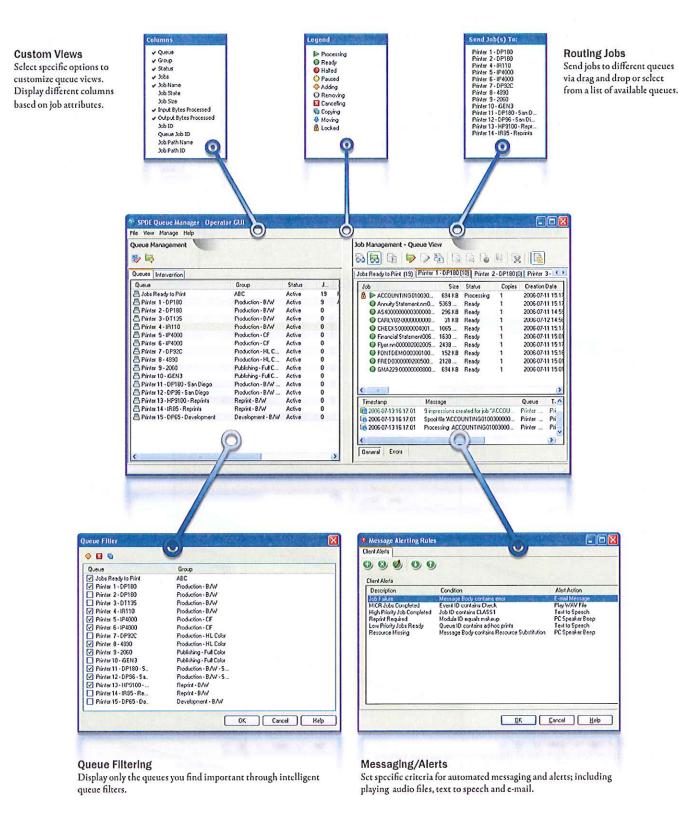


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SPDE supports the configuration of administrator and operator policies, privileges and access rights. Security controls may be set at a system-wide level or individual module levels to determine what settings and interfaces are available to each user.



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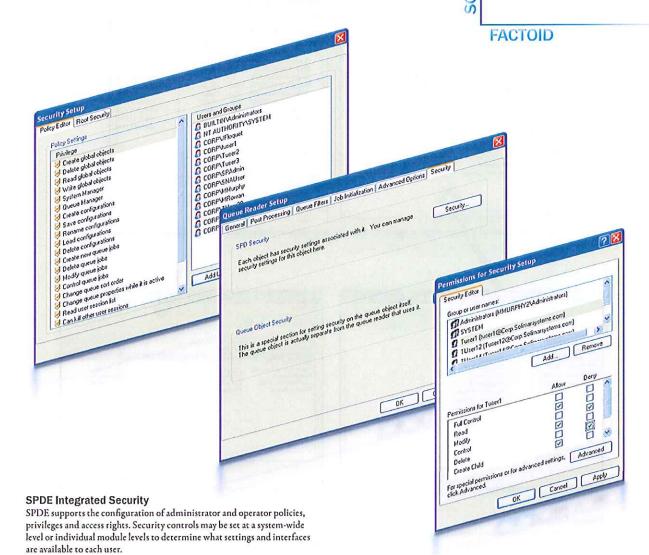
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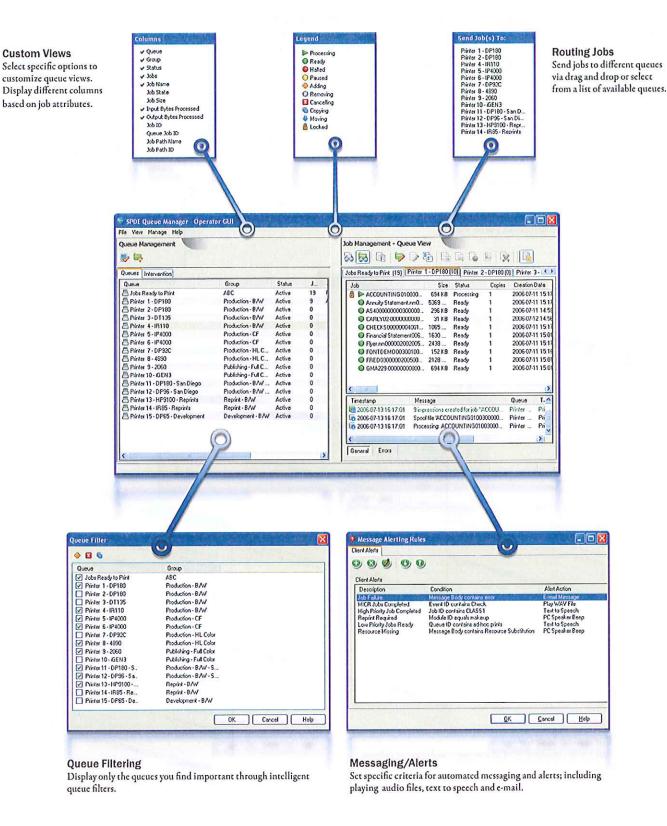
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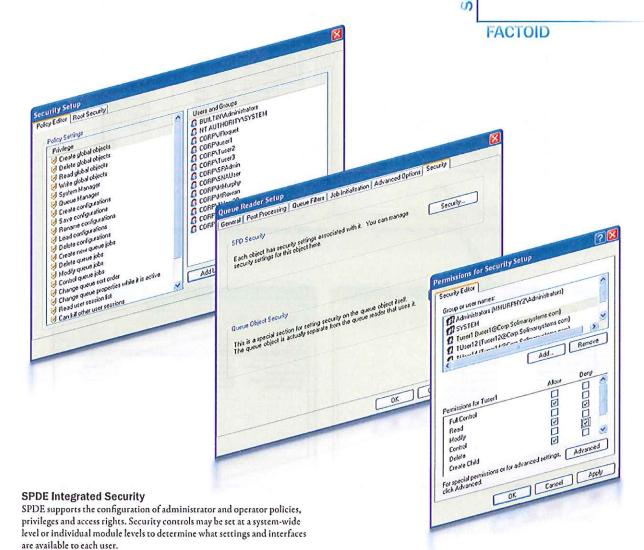
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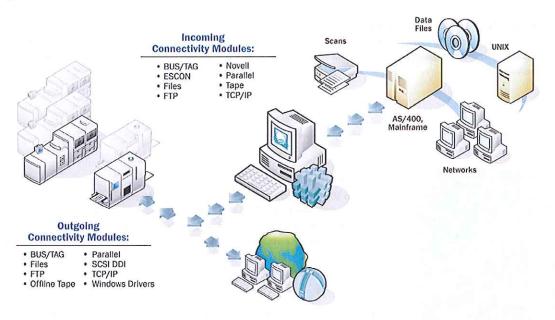
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OLIMAR



Solimar® Print Director™ Enterprise - Integrated Connectivity and Data Transformations

SPDE physically connects to and communicates with a wide range of mainframes, midrange hosts, networks, stand alone devices, printers, viewing stations, and archiving systems. SPDE receives and sends data through many direct and network communication protocols. To host systems, SPDE appears as a native printer and receives print data for processing. To printers, SPDE appears as the host system sending appropriate print data and resources.



Print Language Transforms and Optimizations

SPDE's printer emulations are second to none! Not a simulation or a rudimentary scripting tool, the system rapidly and dynamically converts the incoming data streams into new printer languages and distributes the jobs to target printers or other output destinations. SPDE is commonly used to optimize highly graphical or inefficient AFP, VIPP, Metacode, PDF and PostScript environments to obtain optimum printer performance.

Incoming PDLs	Outgoing PDLs								
	AFPDS	IPDS	Metacode	PCL	PDF	PostScript	TIFF	XML	
AFPDS	/	/	/	/	/	1	/	/	
IPDS	/	✓	/	/	/	/	/	/	
LCDS/Metacode	/	/	/	/	✓	/	/	/	
Line Data	/	✓	/	/	✓	/	/	/	
PCL	/	/	1	/	✓	✓	✓	/	
PDF	/	/	✓	✓	✓	✓	✓	✓	
PostScript	/	✓	✓	/	✓	✓	✓	/	
TIFF	✓	✓	✓	/	√	✓	/	/	
VIPP®	✓	✓	/	1	V	✓	\	V	

Solimar's "Never Leave A Client Behind" Philosophy

The Solimar Print Director product line has been a market-leading output management solution since it was first introduced in 1991. Since that time, Solimar has consistently invested in and improved the Print Director product, maintaining the philosophy: Never Leave A Client Behind. To that end, we preserve your existing investments in software, hardware, and application development. What's more, we make it as easy as possible to upgrade to the latest software version and reap the benefits of the latest technology.

Special Upgrade Pricing for Current Users

To our valued, worldwide Solimar Print/Director clients, we offer you special discounted upgrade pricing. For details and eligibility, please contact your Solimar Account Manager, authorized Solimar distributor or the Solimar Technical Sales team at 1+619.849.2800 or sales@solimarsystems.com.



About Solimar Systems, Inc.

Founded in 1991, Solimar Systems, Inc. is a leading developer of enterprise output management solutions for digital document creation, production and distribution. Installed in thousands of sites around the world, including over 70% of the Fortune 100, Solimar solutions satisfy a wide range of requirements by combining integrated connectivity, data stream transforms and optimizations, document re-engineering/repurposing and sophisticated print queue management with secure web-based document presentment, distribution and tracking.

Experts in legacy and modern data streams, Solimar solutions provide essential infrastructure to a variety of industries including insurance, financial services, banking, pharmaceutical, telecommunications, healthcare, government, education, retail, manufacturing, utilities, distribution and print service bureaus.







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Watch a 30-minute webcast on the Solimar® Print Director™ Enterprise anytime!

www.solimarsystems.com

FACTOID



Sollmar Systems, Inc.

1515 Second Avenue • San Diego, CA 92101 • USA

Phone: +1.619.849.2800 • sales@solimarsystems.com+1.619.849.2801

Solimar Systems, Ltd.

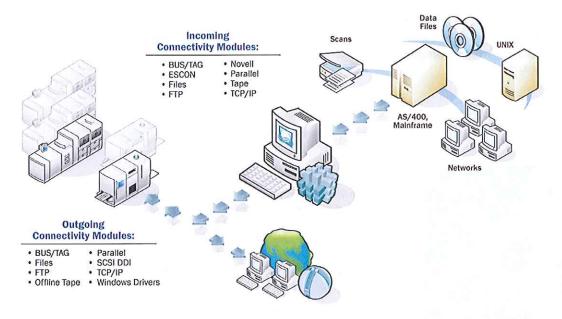
Heritage House • 79-80 High Street • Gravesend, Kent DA11 0BH

UNITED KINGDOM

Phone: +44 (0)845 230 9850 • sales@solimarsystems.com+44 (0)845 230

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SPDE's printer emulations are second to none! Not a simulation or a rudimentary scripting tool, the system rapidly and dynamically converts the incoming data streams into new printer languages and distributes the jobs to target printers or other output destinations. SPDE is commonly used to optimize highly graphical or inefficient AFP, VIPP, Metacode, PDF and PostScript environments to obtain optimum printer performance.

Incoming PDLs	Outgoing PDLs								
	AFPDS	IPDS	Metacode	PCL	PDF	PostScript	TIFF	XML	
AFPDS	/	1	✓	/	✓	/	1	1	
IPDS	/	✓	1	1	✓	/	1	V	
LCDS/Metacode	/	✓	/	1	✓	✓	/	V	
Line Data	/	/	/	V	/	/	1	V	
PCL	/	\	✓	1	✓	✓	1	✓	
PDF	/	✓	✓	1	✓	✓	1	✓	
PostScript	/	/	/	✓	✓	✓	1	✓	
TIFF	✓	√	✓	✓	✓	✓	/	✓	
VIPP®	/	1	/	1	/	/	1	/	

Solimar's "Never Leave A Client Behind" Philosophy

The Solimar Print Director product line has been a market-leading output management solution since it was first introduced in 1991. Since that time, Solimar has consistently invested in and improved the Print Director product, maintaining the philosophy: Never Leave A Client Behind. To that end, we preserve your existing investments in software, hardware, and application development. What's more, we make it as easy as possible to upgrade to the latest software version and reap the benefits of the latest technology.

Special Upgrade Pricing for Current Users

To our valued, worldwide Solimar Print/Director clients, we offer you special discounted upgrade pricing. For details and eligibility, please contact your Solimar Account Manager, authorized Solimar distributor or the Solimar Technical Sales team at 1+619.849.2800 or sales@solimarsystems.com.



About Solimar Systems, Inc.

Founded in 1991, Solimar Systems, Inc. is a leading developer of enterprise output management solutions for digital document creation, production and distribution. Installed in thousands of sites around the world, including over 70% of the Fortune 100, Solimar solutions satisfy a wide range of requirements by combining integrated connectivity, data stream transforms and optimizations, document re-engineering/repurposing and sophisticated print queue management with secure web-based document presentment, distribution and tracking.

Experts in legacy and modern data streams, Solimar solutions provide essential infrastructure to a variety of industries including insurance, financial services, banking, pharmaceutical, telecommunications, healthcare, government, education, retail, manufacturing, utilities, distribution and print service bureaus.









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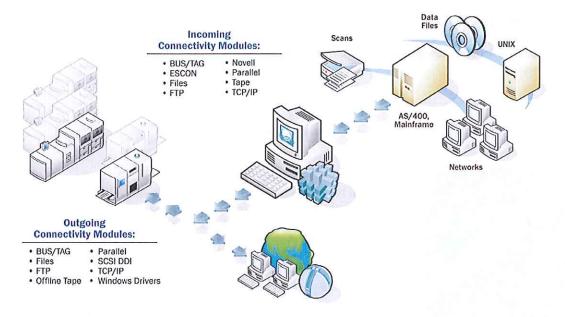
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Solimar® Print Director™ Enterprise - Integrated Connectivity and Data Transformations

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LCDS/Metacode	/	✓	/	✓	✓	/	1	/	
Line Data	/	✓	✓	/	✓	/	/	/	
PCL	/	✓	✓	1	✓	✓	1	/	
PDF	/	✓	✓	\	✓	✓	1	/	
PostScript	/	\	✓	\	/	✓	✓	/	
TIFF	/	✓	✓	√	✓	✓	✓	1	
VIPP®	✓	/	✓	V	/	/	1	✓	

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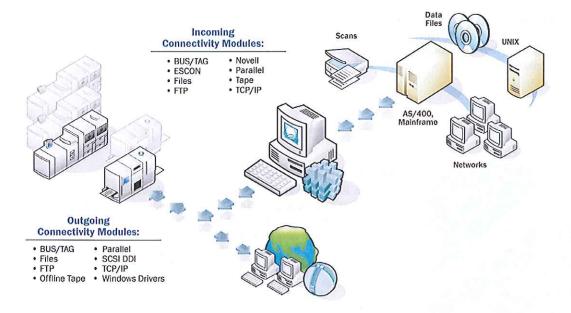
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IPDS	/	✓	✓	V	/	/	/	V	
LCDS/Metacode	/	✓	✓	1	✓	✓	1	✓	
Line Data	/	✓	✓	/	√	/	1	✓	
PCL	V	√	/	/	✓	✓	1	/	
PDF	✓	✓	✓	✓	✓	✓	1	✓	
PostScript	/	✓	✓	/	V	✓	✓	/	
TIFF	✓	✓	✓	✓	√	/	\	✓	
VIPP®	✓	✓	✓	/	✓	✓	1	✓	

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