

# Xerox builds streamlined business accounting solution



### The Results:

- Integrated printing solution with existing accounting and management information software
- Improved document quality
- Reduced inventory, purchase and print costs associated with pre-printed stationery
- Increased production time

### The Challenge:

Automating production of business financial documents for building supplies company

### The Solution:

Xerox Document Centre® 460 and Paris software



Document Centre 460

**Manufacturing Case Study****The Challenge:**

The company uses Sage® CS/3 business software for general accounting and management information. The Sage CS/3 software runs under a UNIX® operating system. The standard business financial documents produced by Sage CS/3, which include invoices, statements, remittance advices, sales orders and purchase orders, were all printed onto continuous pre-printed business forms, using basic impact dot matrix printers.

The company was using three dedicated impact printers to produce these business documents: two heavy-duty printers, for production of high-volume batch printing including customer invoices and sales orders and, a smaller dot matrix printer for transaction printing of purchase orders and general reports.

The company needed a more flexible approach to printing; they needed to improve the quality of their business documents and speed up production.

**The Solution:**

The software solution able to integrate the Sage CS/3 business software application with the digital multifunction laser technology from Xerox, the Document Centre 460 (DC460), is Paris – The Document System. Various Paris modules were used to provide a complete solution.

Paris Designer was used to create the business forms in digital format. This removed the need to use pre-printed stationery as the Paris system produced the complete document, including any form, direct to the Xerox DC460 at print time, laser printing onto plain A4 stationery. The Paris process is PC based and WYSIWYG – there are no command languages to use.

Paris Spooler is used for production. Print jobs are sent from the Sage CS/3 Unix system to the Paris Spooler. Data is sent via TCP/IP using standard LPR/LPD protocols.

Paris Spooler reads the LPR control block with its LPD and invokes the appropriate Paris Environment; Paris Spooler then automatically produces a Postscript print file. The Postscript print file is sent via the network directly to the Xerox DC460 for laser printing.

**The Results:**

The company has now replaced six impact printers with two Xerox DC460s and Paris Software across multiple sites. The new architecture enables the company to:

- Greatly increase the quality of documents printed without making any changes to the Sage CS/3 business software.
- Increase the production speed of producing documents.
- Improve the workflow and business process of producing documents, by migrating production from pre-printed continuous business forms to A4 cut sheet.
- Enable the functionality to direct Sage CS/3 output direct to fax, and further improve business process and reduce cost.
- Reduce cost further by migrating from pre-printed business forms to cut sheet A4, negating inventory in pre-printed stationery.

**Working together...  
getting results.**

**Together we can.**

**For more information**

on the Xerox Business Partner Program,  
visit [www.xerox.com/partners/xbp](http://www.xerox.com/partners/xbp)

or call 1-800-428-2995 ext. #2

**Customer Profile:**

The company is a UK-based, manufacturing company. The company's origins date back to 1954, when a distinguished Italian civil engineer pioneered the use of PVC-U for the building industry. Today the company is made up of four autonomous companies, employs around 350 full-time staff and generates revenue in excess of £ 34 million.

The company supplies some of the largest names in the UK building market. The company also manufactures products for the UK DIY sector and distributes products through the nationwide retail outlets of B & Q.

The Technologies subsidiary handles all technical, environmental, purchasing and warehousing requirements. The Building Products subsidiary develops and secures new partnership agreements with key developers. Their premises are designed specifically to increase in-house production.

The Conservatories subsidiary is focused both on UK domestic and export markets for conservatories, while the Glass subsidiary supply the company with double-glazed units and specialised manufacturing facilities.

The company expects to double turnover over the next 3 years.



Document Centre 460