

## XEROX streamlines the LINPAC Smorgasbord



### The Results:

- Simplified fax operations so that employees can send orders from PC
- Integrated global fax contact information for easy distribution
- Eliminated consumables use and office costs
- Updated print, copy, and scan capabilities
- Implemented real-time fax traffic cost monitoring

### The Challenge:

Find a fleet of multifunction devices that can communicate business across the globe, while still handling things around the office

### The Solution:

Xerox WorkCentre Pro 35/45  
RTE FAX for Xerox



WorkCentre Pro 45

**Manufacturing Case Study**

**The Challenge:**

Mr. Clémenceau, the IT Director for LINPAC Plastics, needed to renew the company's fleet of Xerox copiers. He wanted high-resolution printing and copying for his office and the ability to scan documents for digital archiving. But he absolutely required a fax. Why?

LINPAC Plastics provides food packaging materials to producers in over 95 countries. Although email is being used more frequently, the fax remains the standard tool for export communications, customs documents and orders and exchanges in the global marketplace.

But dealing with the fax—arranging the pages manually, entering the phone numbers on the keypad, waiting for transmission time—was a serious drain on Mr. Clémenceau's office productivity.

**The Solution:**

Twelve Xerox WorkCentre® Pro 45s with integrated software packages—RTE FAX® for Xerox—provided by RTE Software.

The Xerox WorkCentre Pro 45 is a workhorse that includes a black-and-white digital copier, printer, scanner, fax and email all in one multifunction unit. Running at up to 45 pages per minute, the durable laser imaging unit has a duty cycle of 150,000 pages per month. In 2004, *Better Buys For Business*, the leading independent buyers' guide for office equipment, awarded The Xerox WorkCentre Pro 45 with the "Editor's Choice" award for outstanding performance.

The integration of RTE FAX for Xerox added the critical value in this case. Users of RTE FAX software can send faxes directly from Word, Excel, or any other application by using the Print function and selecting RTE FAX virtual printer instead of a regular printer. Fax numbers can be loaded directly from address books, sent like email, and archived automatically.

**The Results:**

"The RTE FAX for Xerox solution has enabled LINPAC to move toward a new range of Xerox multifunction devices, while providing it with a better fax management solution in terms of operation and savings," explains Jacques Hamonic, sales engineer and concessionary partner with RTE Software and Xerox.

The increased productivity was dramatic. LINPAC employees no longer had to stand at the fax machine and send manual transmissions. Now they were able to send faxes from their PCs, integrate with their contacts in Lotus Notes messaging, and free up time to concentrate on more valuable tasks.

Consumables and media usage declined since faxes were no longer systematically printed.

As Mr. Clémenceau explains, "In the few months that we have been using RTE FAX, we have sent and received over 30,000 faxes, representing paper and ink savings of more than 50%."

Finally, RTE FAX for Xerox's traffic monitoring feature allows LINPAC management to monitor the number of faxes sent and measure telephone line occupation rates. For the first time, they are able analyze fax costs in real time.

**Customer Profile:**

The LINPAC Group is a £1.1B global business with core divisional activities in packaging and materials handling. LINPAC works all over the globe, employing more than 9,000 people across five continents.

As world leaders in expanded polystyrene and flexible films, LINPAC Plastics Pontivy is a key player in the evolution of fresh food packaging, implementing a process that has resulted in lower levels of food waste, improved standards of hygiene and cleaner, more convenient solutions for all of their customers and markets. They also operate one of the largest plastics recycling operations in Europe.

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

**Together we can.**

**For more information**

on the Xerox Alliance Partner Program, visit [www.xerox-solutions.com](http://www.xerox-solutions.com)

In Europe:  
please contact your sales representative.



WorkCentre Pro 45