

“I would describe the ConnectKey® Technology as convenient, productive and easy.”

—Adam Gibbons, IT Manager,  
Platform Systems, Inc.



### Our Challenge

Headquartered in Lexington Park, Maryland, Platform Systems, Inc. has one mission: to protect military pilots by designing faster, stronger, better aviation technologies. At the heart of all their world-class engineering, advanced aircraft modification and rapid prototyping is something far from innovative: documents.

“As a leader in quick turnarounds, we had to find a way to streamline our manual document workflows. Our non-Xerox® devices just didn't cut it,” says Adam Gibbons, IT Manager at Platform Systems, Inc.

The company needed to productively print and scan high-resolution engineering documents, and improve collaboration and communication between aircraft engineers and fabricators in the field.

### Our Solution

The Xerox® WorkCentre® 7220i Color Multifunction Printer gave Platform Systems the image quality and scanning efficiency they needed. “The Xerox® WorkCentre® 7220i delivers optimal IQ to capture all the engineering fine points,” says Adam Gibbons, IT Manager at Platform Systems, Inc.

“I'm so impressed with the speed of the scanning. It's so much faster than our prior non-Xerox® printers,” says Meredith Kratz, Executive Assistant/Human Resources Personnel.

But it was the 2016 Xerox® ConnectKey® Technology-enabled 'i-series' Smart MFPs that revolutionized the way staff worked. A customizable, intuitive interface and embedded apps create simple, personalized workflows. “Plus, with Xerox® Mobile Link App, home-based staff can send documents and photos to engineers and fabricators in the field with one-touch, scan-to-cloud workflows,” explains Adam Gibbons, IT Manager.

The addition of @PrintByXerox App makes it possible for staff in the field to send photos right to the printers in the main office. The user interface is so simple, new users never have to ask questions, which is a huge time-saver for the current staff.

### Our Results

- Enhanced mobile collaboration with one-touch scanning to Dropbox, smartphone integration and direct printing
- Embedded apps allow for easy connection for mobile workers
- Interoperability across a fleet of devices
- Improved customer satisfaction with more than one method for purchase orders: email, online or fax
- Better image quality for fine-detail engineering documents
- Accelerated and simplified scanning, printing, copying and faxing

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