

The Print Line

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In this issue

LRS® Expands Data Stream Transform Capabilities

VPS® V2 R1.0 Will Not Support PSO

PageCenter® Imports Larger Documents and More

Meet Brent Black, Director, Enterprise Systems Engineering and International Marketing

VPS User Conference Goes Regional

VPS/PDF to Create Individual PDF Files

Generating Emergency Keys

Recent VPS/PDF Options

Hospital District Automates Reports to Net Savings and Increase Accessibility

VPSX™ Announced for General Availability

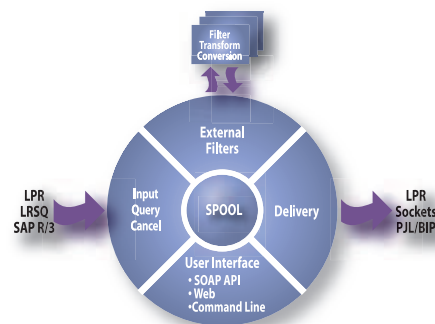
December 1, 2004 marked the official release of the latest major LRS® Enterprise Output Management (EOM) offering. After more than a year of development and extensive customer testing, VPSX™ is ready for general availability.

VPSX is a robust, open systems print server that provides guaranteed delivery of business-critical application output to a variety of printing devices. This standards-based solution runs on several flavors of UNIX (HP-UX, Sun Solaris, and IBM AIX) as well as on Linux for zSeries. The product is designed to meet the needs of medium and large enterprises that run non-mainframe-based business applications such as SAP, PeopleSoft, Oracle, Lawson, and others. With a complete set of VPSX filter options, customers can transform their open systems and legacy data streams to meet their ever-changing business and technology challenges.

John Howerter, LRS Senior Vice President, Product Marketing, states, "Our customers can now capitalize on a UNIX-based solution that provides production-ready print delivery and the flexibility to address data stream and printer-specific requirements."

Like mainframe-based VPS®, the new product features a browser-based interface for monitoring and controlling printers. VPSX allows administrators to define or change printers, optionally using a GUI client, and without need to recycle VPSX. Built-in SNMP support enables the interface to display the current status of a device, even if the device has not been used.

For administrators who currently work with VPS, the process of defining and managing UNIX printing will be very familiar. Bill Ciotti, LRS Senior Vice President, Product Development, points out, "We are working on a single control interface that can control both VPS and VPSX in the future. Establishing a unified interface is the next step in our plan to provide identical functionality on the mainframe and UNIX platforms."



VPSX includes components for document capture, spooling, and delivery, as well as a web-based control interface. The solution integrates with a variety of data stream transforms ("filters"), enabling VPSX to support numerous device types.

Although VPSX represents a brand-new product offering, it is based on customer feedback and experience gathered by LRS for more than two decades. Beta trials have been under way with SAP customers, PeopleSoft customers, and other heavy UNIX printing environments in North America and Europe. The product has met with overwhelming

CONTINUED ON PAGE 3

Current Version/Release Levels

Product	Version/Release	Fix Level
VPS*	V1R7.0	365
	V1R8.0	637
VPSPrint	V1R6.1	023
VPS/Report Browse	V1R2.1	006
	V1R2.2	000
VPSX*	V1R1.0	000
VPSX/OutputManager*	V1R1.0	000
VMCF	V1R7.0	140
	V1R8.0	070
	V1R8.1	156
VMCF Client for Win	V1R1.1	008
	V1R1.2	009
VMCF Web Access	V1R1.0	048
DRS	V1R3.3	103
	V1R3.4	079
DRS/Output Manager*	V1R1.0	000
DMCF	V1R1.0	035
DMCF Web Access	V1R1.0	030
PageCenter*	V1R1.0	018
	V1R1.1	325
Client for Windows	V1R1.1	023
Web Access	V1R1.1	010
	V1R2.0	016
	V1R2.1	062
AFP Library	V1R1.0	013
AnyQueue*	V1R1.2	041
AnyQueue/WebTRAC*	V1R1.2	041
AnyQueue/PageSorter*	V1R1.0	019
AnyQueue/Text2PDF	V1R1.0	002
PageCenter Plus*	V1R1.1	008
LRS/LAN Server	V1R1.0	009
LRS' MVS Server	V1R7.0	090
	V1R8.0	249
LRS/Net	V1R1.0	090
LRS' OS/API	V1R1.0	026
	V1R1.1	003
	V1R1.2	019
LRS/Queue	V1R1.0	018
LRS/Web Connect	V1R1.1	019

NOTE: *VPS* includes VPS/TCPIP, VPS/PCL, VPS/IPDS, VPS/LCDS, VPS/Email, VPS/CDI, VPS/Secure*, VPS/PDF, and VPS/XES to AFP.


VMCF includes VMCF/TSO, VMCF/CICS, and VMCF/VTAM.

DRS includes base DRS/API, DRS/VPI, DRS/TCPIP, DRS/STI, and DRS/SAPR2.

PageCenter includes PageCenter Client for TSO, PageCenter Client for CICS, and PageCenter Client for VTAM.

If you are running at an old fix level and wish to receive updated distribution materials, contact your marketing representative.

Please remember that we cannot ship materials to a site where maintenance has lapsed.

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To make comments, suggestions, or to unsubscribe from this publication, contact us at vpsnews@LRS.com.

LRS Expands Data Stream Transform Capabilities

LRS is introducing more data stream transform solutions for Xerox and other major document formats. The new transforms will further enhance the printing, viewing, archiving, and email capabilities of LRS® Enterprise Output Management (EOM) solutions. With the addition of these new products, LRS customers who convert Xerox data streams to PostScript, PDF, or PCL will no longer need to develop customized solutions involving multiple vendors.

John Howerter, LRS Senior Vice President, Product Marketing, says, "We are pleased that we can now provide our customers an end-to-end solution for Xerox and other data stream conversions that will meet their performance and reliability requirements."

With the release of VPSX™, customers may require additional data stream conversions. For example, organizations running SAP R/3 applications need a way to print OTF output on desktop printers and larger production-class printers. LRS can presently address this requirement using VPSX on a UNIX server, VPS® (and DRS) on the z/OS host, or AnyQueue® on a Windows server.

Each of the data stream transforms can execute on a variety of operating systems, letting customers run conversions on the platform that best fits their specific needs. Mainframe VPS customers can use the solutions to convert LCDS output into PostScript, PCL, or AFP data streams for printing or into PDF for archiving. Other host-based transforms convert AFP output to PostScript, PCL, or PDF.

AnyQueue customers can receive and transform LCDS output for delivery to PCL, PostScript, or AFP data streams for printing or for creating PDF files. VPSX customers can transform PostScript, PCL, or PDF output into AFP, as well as capture and transform AFP or LCDS data. These are just a few examples; further combinations are on the way.

Beyond the improved number of host-based, UNIX-based, and Windows-based conversion capabilities, LRS customers also benefit from receiving end-to-end support from a single vendor solely focused on output management.

To find out more about LRS' new data stream conversion capabilities, contact your LRS marketing representative.

VPS® V2 R1.0 Will Not Support PSO

VPS V1 R8.0 currently supports the Sysout API (SAPI) and PSO interfaces. With the release of VPS V2 R1.0, LRS plans to halt support for PSO.

LRS® development is asking that any customer with concerns please email their

requirements to EOMFeedback@LRS.com as soon as possible.

Note that it is LRS policy to support the latest two versions of our products. This policy will continue.

PageCenter[®] Imports Larger Documents and More

LRS[®] development has further streamlined PageCenter's administrative functions while increasing its ability to import larger documents.

Email notification for vault restores

PageCenter[®] makes it easy for users to request that a report be restored from vault levels (typically magnetic tape or other offline storage media). Leveraging the recent email notification enhancement, PageCenter can now send an email notification (including an optional web link to the report) to let users know when their restore requests are complete.

This enhancement eliminates the need to check repeatedly to see whether a vaulted report or binary document is available for viewing. A PageCenter administrator configures email notification in the same manner for both restored documents and new generations. The administrator can send the email to any combination of PageCenter-defined groups, users, or email addresses.

User level administration

With the introduction of email notification, administrators specify an email address for each report recipient. From an administrative perspective, defining a user description and email address for each group assignment would mean additional and

unnecessary work. In the worst case, defining incorrect user email addresses could cause inconsistent information delivery and make administrative changes very difficult.

The addition of user-level administration ties all relevant user information to a unique ID. Presently, user definitions give administrators a single place to store each user's email address and description. Administrators now enter a user's email address only once, regardless of the number of group or report assignments.

Enhanced document size support

PageCenter has a proven, scalable design that permits organizations to support large numbers of users and huge volumes of reports. Although PageCenter has always supported large sized documents, a recent enhancement has significantly increased the storage size for a single document up to 63 Gigabytes (GB).

Prior to this enhancement, a single SYSOUT dataset could be no larger than 404 MB. To put that number in context, consider a standard line data report with 133 characters per line at 80% compression. This meant that PageCenter could effectively import a single SYSOUT dataset containing approximately 16 million lines of this standard line data report.

However, with PageCenter customers starting to archive large binary data files, LRS development decided to enhance PageCenter's ability to import much larger documents. The increase to 63GB of uncompressed data enables PageCenter to import a single document with a size equivalent to 15 DVDs of data. In practical terms, organizations generating an 800 MB report or a 2.5 GB binary file can easily import such documents without splitting them into multiple parts.

Get more information

Further enhancements are also available, such as the ability for PageCenter to send archived reports as email attachments. For more information on any of these topics, please contact a knowledgeable PageCenter specialist today by calling 217.793.3800.

VPSX General Availability

CONTINUED FROM PAGE 1

approval. One of the VPSX beta sites was a large North American university. In their current environment, the IT department defines and manages printers on nearly four dozen UNIX hosts. By providing a central point to control all distributed output, one member of the testing team proclaims, "VPSX will save me and my team serious time and frustration."

VPSX features include:

- Extensive logging, log management, and configuration facilities
- Advanced accounting features to help customers with departmental chargeback and security auditing
- Robust spooling mechanism that enables document queuing, retention, expiration, and printer pooling
- Guaranteed print confirmation through use of SNMP and PJL protocols to

ensure that each page of a job is physically printed

- An optional SAP Certified R/3 BC-XOM interface lets VPSX provide R/3 users with detailed job and device status using the Callback Interface

Further information on VPSX is available by calling your marketing representative or by visiting our web site at www.VPS.com.

VPS® User Conference Goes Regional

For years, LRS® customers have given rave reviews to our two-day VPS® User Conferences. However, we have learned that many more customers are unable to dedicate two full days away from the office as well as possible travel expenses – even for free training sessions on new VPS features and other interactive product demonstrations.

With the recent opening of new offices in Connecticut and California, LRS has divided North America into four sales regions and has assigned dedicated sales managers and personnel to each region. To meet the growing needs of our customers, LRS is increasing the amount of information and expertise available within each of these regions. Toward that goal, LRS is improving the format and availability of our already successful VPS User Conference. A new half-day seminar-style approach will be offered anywhere in the four North American regions.

These seminar-style conferences will be available regionally, based on customer demand, to provide information on both print and non-print strategies. To initiate a seminar in your region, please contact your regional sales manager or visit vps.com and select “EOM Seminars” from the Events menu.

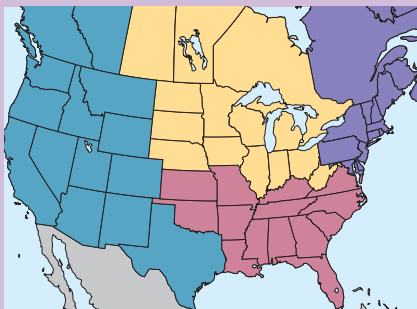
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Meet Brent Black

Director, LRS® Enterprise Systems Engineering and International Marketing



Brent Black is no stranger to output management, and likewise no stranger to LRS. He has spent the last 20 years rising through the ranks of the IBM Printing Systems Division, first making his mark in software development and later in international marketing and sales management positions in Europe and Asia.

Throughout his software development career, Brent helped design, develop, and release some of the fundamental elements of IBM's printing software, as well as the underlying AFP architecture that makes many of these products possible. He also managed the development of connectivity, controller, and system software for IBM's original family of network laser printers.

At LRS, Brent heads the Enterprise Systems Engineering group and the International Marketing group. With each of these areas of the business already at full stride, Brent has had to hit the ground running. Many of Brent's new peers were aware of his work at IBM and welcomed the addition of another skilled person to the LRS® team.

Between recent business trips to Europe and Asia, Brent took time to address a few far-reaching questions for the Print Line and its readers.

What attracted you to leave IBM and join LRS?

I wanted to get back to my software roots. I spent many satisfying years in software product development at IBM, but my career path was taking me farther away from software as my job responsibilities became increasingly focused on printer hardware. It became clear to me that I needed to take control of my career and do something different. I started looking outside of IBM for career opportunities that would leverage my software skills and international work experience.

Joining LRS was no accident; it has a great reputation for quality products and quality people. I had attended SHARE for many years as an official IBM representative and got to know people like Bill Ciotti, John Howerter, Daron Worth, and Beverly Weaver. I also learned first hand from IBM customers how highly they thought of LRS and its products. It was very clear to me then that LRS was a major player in the enterprise output management market. Today, no other company seems as focused on enterprise output management solutions as LRS. I also liked the idea of working for a smaller company, where there is clear focus and quick decision-making. Finally, I really liked the people I knew at LRS, and I was excited to work with them to help grow the business.

“Joining LRS was no accident; it has a great reputation for quality products and quality people.”

What are your initial impressions of LRS as a company?

Quite honestly, there have been very few surprises. For me, the change of scenery has been very refreshing. The people are tremendous, and the business values and culture are great. I feel good about the overall organization. Dick Levi and the senior management team have done a great job of shaping a first-class corporate culture with a strong work ethic. Morale is good, people like working here, and they like working with each other. Every person is manning an oar and rowing in the same direction. They freely speak their minds, offer opinions, and listen – very positive. It is my kind of place!

What trends do you see going on in the output management industry?

I see few significant changes in the output management industry for the short term. The hardware vendors are working hard to strengthen their position in those market segments where they can effectively leverage their intellectual property, core competencies, and industry expertise.

For example, Xerox is very focused on its color initiatives and aims to establish itself as the leader in midrange and high-speed color printing. Océ continues to have a strong presence in the high-speed, production printer market, and they are also growing

"LRS is extending its leadership position with new products like VPSX. LRS has a proven record for continual innovation and investment to keep ahead of the pack."

their installed base of monochrome cut-sheet printers. IBM is working to establish itself as the leader in the high-speed, continuous-forms printer market, where they can leverage their software investments. HP and Lexmark will continue to be the dominant vendors in the network and desktop laser printer markets.

LRS has significant capabilities in the distributed output management area. This is where our products, core competencies, and industry expertise differentiate us from all other vendors. When it comes to managing a large number of distributed printers in an enterprise environment, there is no solution in the market that rivals the LRS suite of products. LRS' solutions are independent of the printer hardware platform, and this gives customers the flexibility they need to select the right printer for the right application.

Because our solutions manage a wide variety of printers, LRS is uniquely positioned to establish successful marketing alliances with printer vendors to help them address all of their customers' output

management requirements. Our business alliance team is actively engaged in building these relationships.

Concerning data stream formats, I think the page description language (PDL) battles are over for now. AFP will remain strong in

"Partnerships and alliances are forming to keep customers satisfied. More and more, partnership makes sense."

the production printing environment where it is well established. Likewise, LCDS is pervasive in the Xerox customer base. PCL, Postscript, and PDF will continue to have a significant presence in the open-systems environment. Since most customers will have to manage multiple output formats across their enterprise, LRS has enhanced its solutions, providing the necessary data stream transforms to eliminate this potential operational problem.

Despite our historical success in the market, we cannot sit back and rest on our laurels. This is why LRS is extending its leadership position with new products like VPSX™. LRS has a proven record for continual innovation and investment to keep ahead of the pack.

Where do you see growth opportunities for LRS?

We are in a maturing industry. There are many such industries where growth potential is no longer as high, but that does not mean there aren't lots of opportunities. You just have to work a little harder to identify and capture them.

In addition to the prospects mentioned already, I see several main roads that LRS is traveling, each with good growth potential:

- *Expand and refine our product portfolio to support new challenges within our existing customer base.*

The loyalty between LRS and its customers speaks strongly to the value that LRS brings to the table. As LRS brings new products and offerings to market, our customers listen. Conversely,

LRS has an excellent record of listening to its customers, and then refining and enhancing products to meet new requirements. One example that comes to mind is the new suite of data stream conversions now being offered.

- *Capture market opportunity in the UNIX and Linux space.* From the beginning, LRS has been able to compete against large companies like IBM in the mainframe space. Now there are new opportunities to grow our business with VPSX in environments where no one knows how big the market opportunity really is: large, huge, or vast? VPSX will establish LRS as the leader in distributed output management for UNIX and Linux server platforms. It is already tapping that potential worldwide.
- *Expand our alliances and strengthen our partnerships with hardware vendors.* As printer hardware vendors struggle to address customer requirements, they come our way to find greater advantages. Partnerships and alliances are forming to keep customers satisfied. More and more, partnerships make sense: hardware vendors create great printers (what they do best), and we focus on industry leading software (what we do best). It's a win-win situation, especially for our collective customers.

Recent VPS/PDF Options

Here is a quick review of some newer PDF options available in VPS/PDF. These options exploit some of the newer capabilities of the PDF format and can improve conversion of larger documents. The new options allow VPS/PDF to:

Invoke LRS/MODCA instead of ACIF: MODCOPTS=8xxx

Customers can use the LRS/MODCA component to process smaller documents or to avoid use of ACIF altogether. Note that if your organization already owns a license of the ACIF utility, they may continue to use it (MODCOPTS=0000).

Increase efficiency when processing IOCA data: PDFOPTS=8xxx

This option leaves IOCA data in compressed form and slightly reduces the CPU load. When used in conjunction with VP800590, each image becomes a reference, eliminating the need for multiple copies of a logo or other repeating image in the PDF file. This combination can greatly reduce the AFP to PDF conversion time and the PDF file size.

Linearize PDF output: PDFOPTS=x1xx

This option creates a PDF data stream in which every page is self-described. A linearized PDF file enables the Adobe® Reader® to display a single page without downloading the entire file first.

Use high performance FGETPOS, FSETPOS functions: PDFOPTS=xx8x

This option instructs VPS/PDF to use IBM's high performance I/O interface. It is strongly recommended to apply APAR PQ85252 before using this option. Using the new I/O interface greatly improves conversion times for larger documents (e.g., reducing conversion time by a factor of five for a 330-page test example).

Specify display page orientation: PDFPGORT=0,90,180,270

This parameter sets the page orientation when the document displays in the Acrobat Reader. Without specifying PDFPGORT, then VPS/PDF automatically predicts the orientation based on the highest percentage of text in any given rotation. PDFPGORT=0 disables auto orientation.

The options discussed here require the following prerequisite fix levels:

- VP800533 Reduces PDF file sizes
- VP800590 Uses high performance I/O interface
- Provides orientation controls including automatic orientation
- PDF file linearization

VPS/PDF to Create Individual PDF Files

Many organizations generate large volumes of AFP documents to be printed, separated, and delivered to their customers, vendors, or employees. The Adobe® Portable Document Format (PDF) is an ideal medium for electronically delivering these documents to their intended recipients. An upcoming VPS/PDF enhancement will enable organizations to convert and separate large AFP documents into smaller PDF files that VPS/Email can deliver or PageCenter® can archive for viewing with the freely distributed Adobe Reader®.

Consider a company that generates a 10,000-page AFP payroll document. This new enhancement will enable VPS/PDF to create thousands of individual PDF files, which can be delivered to each employee using VPS/Email, for example.

There are many situations where organizations need to break up larger documents into individual PDF files. More and more organizations are looking at electronic presentment of documents such as purchase orders, explanation of employee benefits, patient health-related documents, student grades, departmental reports, and other important output. In many cases, VPS/PDF can improve the timeliness of

reports containing a patient's medications or a trucking company's load insurance documentation, and allow companies to generate fewer printed reports.

A series of recent enhancements has made VPS/PDF one of the fastest and most convenient solutions for converting AFP output into PDF format. As a VPS® extension, VPS/PDF enables companies to reduce information delays and print fewer AFP documents. The product supports PDF features like automatic page orientation and efficiency features like PDF linearization to make viewing convenient and fast. VPS/PDF can also secure PDF documents with optional password encryption and restrictions on printing, copying, or editing.

VPS/PDF will process AFP output and break the document into smaller PDF files based on the location of the identified AFP tagged logical elements (TLEs). The PDF-splitting capability is expected to become available early next year.

This enhancement is expected to be available by the end of Q1 2005. Keep an eye on our web site at www.VPS.com or an upcoming *Print Line* edition for release information.

Generating Emergency Keys

LRS® customers can easily generate 5-day emergency keys for any or all of their licensed products. This is useful in the event of a disaster or when performing off-site disaster recovery tests.

Using our web site, a registered Internet Customer Support user can generate temporary keys for use on alternate CPUs (not specifically licensed). To generate emergency keys, users can go to the EOM

support web page at <http://www.lrs.com/EOM/ics/sslogon.asp>. After logon, they click the "Emergency Keys" button and follow the onscreen instructions.

LRS reserves the option to prohibit emergency key generation, permanently, should we determine misuse of the system. Customers with a question on any support-related issue can always e-mail us at EOM-Support@lrs.com or call 217.793.3900.

Hospital District Automates Reports to Net Savings and Increase Accessibility

One of the largest public hospital systems in the United States implemented an AnyQueue® solution to automate a variety of reports, including those from Siemens® Invision and Signature. AnyQueue offers the unique capability to manage documents produced on a host or other platforms and deliver them to multiple network destinations. The result was improved user access to information and significant cost savings in printing.

Organization

Located in Fort Lauderdale, Florida, North Broward Hospital District (NBHD) has enormous information and technology requirements, supporting a network of four major hospitals and more than 40 healthcare facilities.

Remote Computing and Centralized Control

NBHD utilizes Signature and Invision applications from Siemens to provide key financial and administrative support. These applications are hosted at Siemens' Information Services Center in Malvern, PA. Siemens electronically sends large volumes of daily, weekly, and monthly reports to NBHD.

The IT Services group at NBHD supports 3,500 desktop users and 200 servers, and manages approximately 1,700 network printers. Previously, NBHD users received all of their reports in paper form; IT staff members were printing more than two million monthly impressions at their central data center.

Need to Change Infrastructure and Processes

NBHD relied on a centralized printing approach utilizing large data center printers. Once printed, IT staff would then burst and physically distribute the reports around the enterprise. With aging printers and growing report volumes, the production and delivery process was proving expensive, slow, and unreliable. NBHD also wanted to migrate away from an unsupported, hardware-based

print controller as their front-end.

Joe Wagner, VP and CIO, explains, "We are always looking for ways to conserve funds and move forward with technology that improves access to information." NBHD focused on changing their output infrastructure to improve report access while reducing the cost of the information. The NBHD IT group identified significant time delays and labor costs for decollating, binding, tie wrapping, enveloping, and delivering reports. They wanted to eliminate delays in report delivery that could affect the quality of their business decisions, especially for the business unit managers reviewing time-critical allocations.

"Using the AnyQueue solution, we got more than 500 online report users up and running within three months. Because it is a web-based solution, the users required very little training."

— Joleen Cannon

Implementing the Solution

As the NBHD IT Services team looked to reduce printing costs, they asked their end users to identify the business need for each printed report. Wagner points out, "We eliminated a surprising amount of output." NBHD's plan was to provide online, browser-based access to reports, thereby securely reaching a wider audience in a faster, better way. The solution: they chose AnyQueue to control report distribution from their application platforms.

Joleen Cannon, Manager of Enterprise Systems Group, notes, "The ease of integrating both Siemens and non-Siemens applications was an important factor in our selection. When we found out that Siemens recommends the LRS® AnyQueue solution, it made our decision even easier."

They implemented AnyQueue and began using it to capture and deliver key management reports. In the process, NBHD achieved several organizational goals, including:

- Improved report access and distribution – the solution provided immediate access and the ability to retain, view, and reprint without manual handling or use of couriers.
- Enhanced productivity – management adapted quickly to the immediacy and ease of working with the regularly delivered reports. "Now there is more time each month for reconciling budgets," Cannon explains. "Using AnyQueue/WebTRAC® to view and process time-sensitive information has helped management make better use of their time."
- Reduced printing – users began to locally print only the pages they needed instead of printing the entire report.

Productivity and Savings

NBHD uses AnyQueue to receive 1,600 reports nightly from Siemens. "We average about 22,000 reports held in AnyQueue/WebTRAC for a variety of retention periods. The financial people love this functionality," reports Scott Schupmann, Systems Specialist at HBHD. "We now use AnyQueue/WebTRAC to present a daily detailed trial balance report throughout the month until final close. Our managers can use AnyQueue/WebTRAC to see immediately when a big expense hits the books so they can verify its correctness. Managers have come to rely on this improved access to information."

NBHD has been able to reallocate operations staff and two analysts who were previously dedicated to supporting the production printing environment. Print savings have gone beyond the hardware and maintenance costs; there are savings across the enterprise, and the numbers are growing.



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