OBJECTIFLUNE

Sales Guide

OBJECTIF**LUNE**

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What Objectif Lune does

We solve the challenge of integrating ERP, LOB and mainframe systems.

Our technology acts as a middleware that sits next to an organisation's various systems and extends their functionality to enable enterprise-wide automation of business processes.

We create, manage, distribute and automate transactional documents.

At Objectif Lune, we specialise in outbound communications. All customer-facing communications can be multi-channel, personalised, automated and interactive.

We add value to the most common business processes.

We help our customers go from manual, paper-based processes to automated digital processes, step by step and without overhauling their entire organisation.

We make it possible to print to anything.

We capture and extract data from print streams coming from any system or ERP to compose documents, print them to any device, and even push them to any ECM system for further processing.

Objectif Lune's capabilities

Business process automation

Business processes in most companies are still predominantly manual, hence all the paper. For every business process, there is a corresponding document: a purchase order, an invoice, a proof of delivery, etc. Each of these transactional documents is very important in maintaining the cash flow of a company. If they are misfiled or lost, this can considerably slow down business. Dealing with important documents in paper format is error-prone, and very time-consuming. This problem can be solved with automation.

By automating these paper processes, documents are digitally produced and stored, making them easy to retrieve. Other processes, such as approvals or invoicing, can even be automatically triggered. And finally, since employees don't need to handle everything manually, they can spend their time on more important tasks.

Print and mail

Although most businesses are digitising their operations, paper is not going away entirely. Even today, organisations still need to reliably and efficiently print and mail their transactional documents and business correspondence on very tight deadlines. Our solutions bring automation, reduced costs, mail integrity and postal discounts to transactional print runs.

What's more, we have the capability of bringing the same advantages to smaller jobs like ad hoc business correspondence, by consolidating them via the web, thus increasing print volume and automating repetitive manual processing.

Digital transformation

When it comes to digitalisation, companies must change the way they work to meet their customers' needs. They have to modernise their technologies, products and services. Moreover, they need to change the way they communicate with their clients.

That's why we supply companies with the tools to move from print to digital. We help them take small steps, one process or document at a time, reducing their reliance on paper, and automating repetitive tasks. All this is done quickly, efficiently, and with total control of the look and features of each document. This saves time, money and resources, but more importantly, it increases customer satisfaction.

Bring mobility to transactional documents

Our customers use our technology to transform their customer-facing, paper-based transactional documents into electronic documents on a tablet. This includes work orders, inspection forms, delivery notes, new accounts and contracts and insurance forms. Many documents can benefit from being filled in on a tablet, leveraging all the features of a device. The camera can be used for pictures and scanning, as well as the GPS for geolocation and the Internet connection for sending and receiving information.

On top of delivering a vastly improved customer experience, going from paper forms to electronic or web forms yields many advantages for businesses. Systems can be updated in real time, errors can be reported back to customer service immediately, employees save time, and documents are safe from being damaged or lost.

Sophisticated document assembly

In some industries, companies have specific needs regarding the workflow of their documents. Legal documents, insurance policies and contracts contain very precise information, which varies by client. These companies compile all of the information they have from a repository of stored paragraphs, clauses and document packages that are then selected based on rules. It's important to have the right tools to ensure consistency, accuracy and the quality of the document, all in a short amount of time. Because of this, we offer automated processes to create complex variable documents. Our technology allows users to select pre-existing text from a CMS or web platform to assemble new personalised documents.

ERP to ECM connectivity

In a typical business, most data and transactional documents originate from an ERP, LOB or mainframe system. These systems are typically closed, meaning that outputting information or transactional documents is not simple. Printing, emailing, posting to the web and connecting to EDI all have their challenges when you are working from an ERP.

Even if you successfully output your transactional documents, the difficulty then becomes how to input them back into your ECM system. Our technology extracts data from print, builds indexes and pushes transactional documents back to the ECM, where document presentment and document workflows and approvals are now available for these documents. Even e-transactional documents can be made available in an ECM thanks to our technology.

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Why choose Objectif Lune

With all of the options out there why is Objectif Lune the best choice for your client? Convincing a client to do business with us is to convince them that we can give them what they need. Here are 3 arguments you can use to persuade your customers that we are the best choice for them.

Keep your systems

Most companies are using multiple siloed systems to operate their day-to-day activities. This is often the result of multiple purchases spread over time to fix different business problems, or of company acquisitions and mergers. The end result is the same: disconnected systems with functionality gaps.

It might sound easier to replace these legacy systems by one fully integrated modern ERP system. But in reality, most companies who investigate this option are discouraged from undertaking such a disruptive project. Changing a company's operating system is a massive project that takes many years and a significant investment in funds, resources, and time.

At Objectif Lune, we advocate a different approach. We bridge the gap between a company's existing systems by using its output to enhance, automate and digitise communications, documents and processes.

Non-intrusive approach

When implementing a new solution within an organisation, resistance to change is expected. That resistance can take many forms, from security concerns, slow adoption, low training attendance rates, and even down-right opposition.

Objectif Lune has a distinctive approach that facilitates buy-in from all departments of an organisation. We adapt to how employees work, not the other way around. We have the flexibility and agility to develop solutions customised to our customers' day-to-day activity, minimising disruption and requiring very little training.

What's more, because our technology acts as a middleware, with no intervention in the actual system, IT specialists are ensured that the integrity of their architecture is secure.

Bite-sized projects

At Objectif Lune, we believe in a step-by-step approach. We know most businesses can't afford to overhaul their systems and processes with one colossal project that involves a stressful switch-over period. With OL Connect, most improvements can be implemented in small increments with total flexibility. Start with your most important document or business process, improve, automate, digitise it, and move on to the next one on the list.

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Why partner with Objectif Lune

At Objectif Lune, our aim is to meet our customers needs and deliver a solution that truly benefits them. Adopting our approach and choosing our products will give you a leg up on your competitors, help you speak your customer's language and at the same time let you focus on selling your core products. Here are 2 advantages to partnering with Objectif Lune:

Scale the conversation

Selling a solution rather than a product, gives you the opportunity to continue to re-visit your customer. The consultant 'solutions' approach enables you to scale the conversation and take your customer on a journey, once one business units issue has been resolved, you can move to the next station and look to resolve another business units issue. From Accounts Receivable to Proof of Delivery, solutions provide you with a continuous potential conversation stream.

Capture more print

By breaking down the product into main solutions, gives you access to capture more print volumes from your customers, in more business areas. Our solutions are based on business process automation. If more business processes are automated, Accounts Receivable, Accounts Payable etc., more print can be processed then captured. Solutions enable you to raise the business need for leaner, faster print devices, increasing your deal size.

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![Objectif Lune logo] OBJECTIF**LUNE**

FINDING THE OPPORTUNITY

The Question

Discovery

Confirmation

Finding the Opportunity

We know that finding a software opportunity is not as easy as finding a traditional hardware opportunity, so we've broken down finding an opportunity into the simplest format we can.

Stage 1: The Question

What's your most important document?

This is the key question to start to build understanding of whether there is an opportunity. Understanding your customer's most important document gives you a focus. It usually is a transactional document, as most data is structured.

Opportunity documents:

- Invoices
- Sales orders
- Purchase orders
- Delivery notes
- Reminder letters

Stage 2: Discovery

Once you know the customer's most important document, it's time to discover the process behind the construction, creation, preparation and distribution of the document. We've broken this down into five key factors that will allow you to discover whether there is an opportunity.

The Five Ms

Manual

This looks at how this document is processed manually. Where is there human intervention and how efficient is the current process? With manual intervention comes potential error, errors that cost a business a fair amount of money, especially in terms of data management.

Opportunity spotting: scanning, indexing, folding, inserting, franking (postage meter)

Money

Manual processes will be a key drain on resources, which costs money to a business. Labour costs are an excessive overhead for businesses, and valuable employees are paid to run the most basic of processes, from folding to inserting mail.

Opportunity spotting: manual data entry, document matching and batching, mail management or scanning

Minutes

Now that you've gathered information on where the basic costs lie, it's time to review how costly these processes are in terms of time. If the process is manual, then it's likely it's time-intensive. It's a drain on resources, but also costly, as staff are more focused on maintaining processes rather than growing the business.

Opportunity: staff walking to printers, scanning, folding and inserting mail manually

Materials

Processes are generally paper-based, which means more costs for materials, from pre-printed stationery to franking (postage meter) credits. As most materials have a physical cost, it's easy to formulate a sales argument just based on these expenses.

Opportunity spotting: pre-printed stationery, paper stacks, large amounts of envelopes, large volumes of outbound mail

Machinery

The final area is machinery, and like materials, it has a physical cost so it is easy to start to formulate a sales argument. Here we are looking to reduce and aggregate machinery. For print manufacturers, there is an opportunity to replace small machines with much larger machines, as more volumes can be processed — and at a faster rate.

Opportunity spotting: desktop printers, franking machines (postage meter) and legacy systems

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Stage 3: Confirmation

Once you've analysed the five key areas, you should have a strong sense of whether there is an opportunity and you should be able to start building a business case and ROI on the basics found, especially physical attributes.

If you are still unsure whether there is a strong business case, below you will find a few additional discovery questions to allow for a more in-depth analysis.

Dig deeper

Mail management

o How long does it take to manage outbound mail?

o How many people are involved in the process?

o What happens if the wrong document is inserted into the wrong envelope?

Distribution

o How many letters are sent during an average working month?

o What is the cost per mail piece, including postage, franking (postage meter), etc.?

o What about the ad hoc mail? Are they still using desktop printers?

Data management

o So... what data are they entering? Financial? Unstructured?

o How long does it take, how many people are involved?

o Human intervention can cause errors.
What happens if the wrong information is entered?

Document management

Matching

o How long does it take to match documents?

o How many people are involved in the process?

o What happens when there is a mismatch in documents? How does this affect the business?

Scanning

o What documents are they scanning?

o How long does it take to manually scan?

o Why are they scanning the documents?

Archiving

o What documents are they archiving?

o Where are they archiving them? In storage?

o How long does this take to archive?
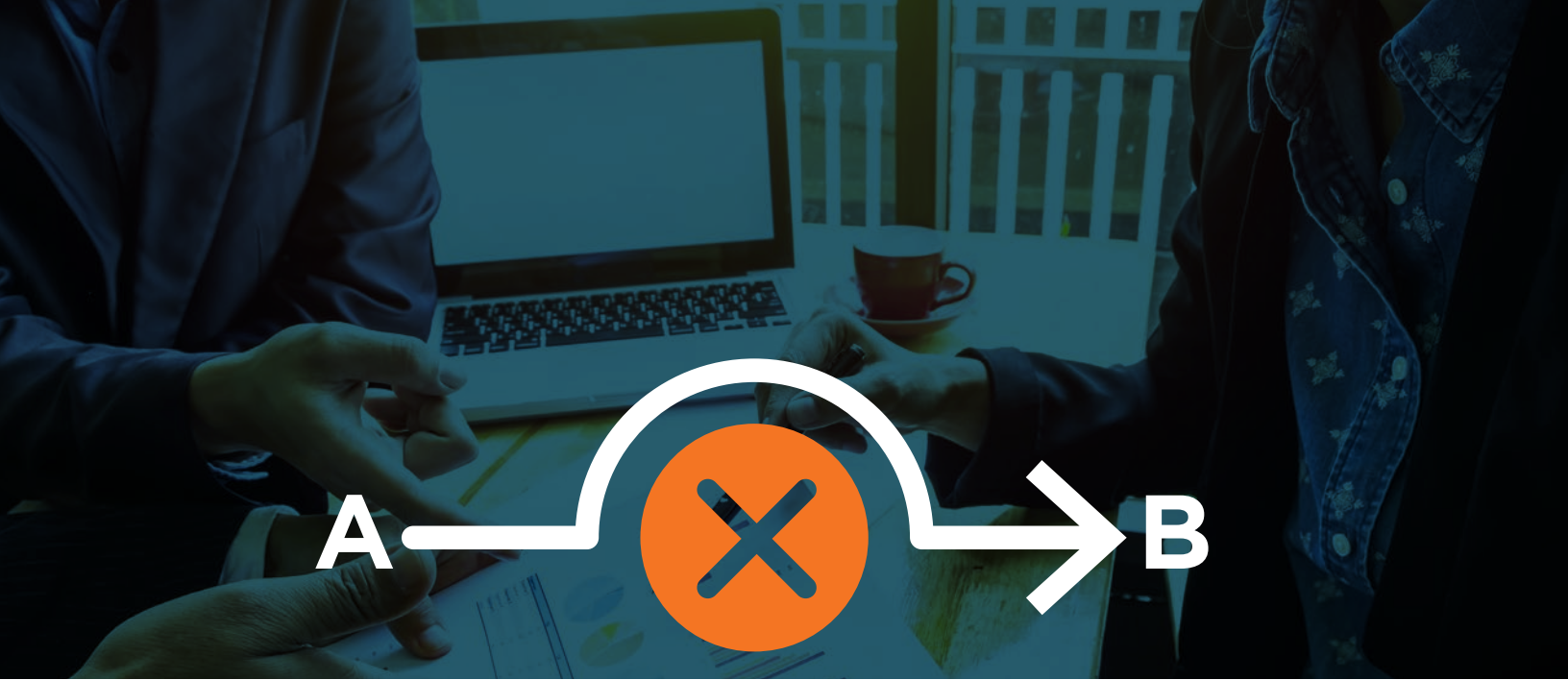
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OVERCOMING OBJECTIONS

Costs

Value

Change

Complexity

Integration

Overcoming Objections

Objections are part of our day-to-day activities as sales organisations. Managing and overcoming these objections are also part of our day.

Costs

Overview

One of the main hurdles is the customer's reluctance to make the initial investment

Solution

To overcome the cost objection, you need to ensure that you have built a strong business case, with clear ROI figures on what the company can directly save from the investment.

The business case can be strengthened using customer references or case studies of customers who obtained a strong ROI within a similar sector. Objectif Lune can provide a business case template, as well as a spectrum of case studies to support your proposal, and to ensure the core offering is defined.

Key

Complete a killer ROI calculation using our five-step approach: Manual, Money, Machinery, Minutes, Materials.

Value

Overview

As well as reluctance to the cost, you will also receive an objection to the value of the solution.

Solution

Selling the value of the product is similar to overcoming the cost objection. However, what you are selling with value is a long-term solution opposed to a short-term investment.

It's likely your customer is considering the solution to solve one issue within the business. Your opportunity is to act as a consultant and show that once that key issue is resolved, they can roll out the solution to more problem areas of the business, giving you the opportunity to upscale your potential reoccurring revenue.

Key

When preparing a business case, think long term, prepare a plan for Year 1, Year 2, etc. Take the customer on a journey.

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Change

Overview

One key issue you will face is change. Implementing a business process solution means changing a process that has been routinely used for several years.

Solution

You aren't selling an off-the-box solution. Companies looking to implement the solution will undoubtedly have to undergo change. However, that change will benefit them. By implementing an Objectif Lune solution, you are making that process more efficient and taking away the hard work for those involved — from manual folding and inserting to franking (postage meter). The ROI argument here can be a persuasive point for change within an organisation, especially when proposing it to senior management.

Key

Account for the user's viewpoint when making a proposal to senior management, and deduce the potential issues at the earliest stage.

Complexity

Overview

With change comes fear, a fear of having to understand, engage and learn something new. When it comes to technology, the fear is worsened.

Solution

We have invested year on year to ensure our solutions are user-friendly, especially the designer tool that most users will use as the base point. With its simple drag and drop feature, it's designed for all types of users. When it comes to the additional features (DataMapper and Workflow), we have designed a specific training course, online and offline, to ensure customers are confident in using the solution and can access support when needed.

Key

Use the opportunity to show the users the solution's ease of use. By putting their mind at ease, you reduce the objection and get closer to getting their buy-in.

Integration

Overview

Poor integration is known to be a key customer objection. Customers have existing systems and processes in place that they can't afford to change.

Solution

Our solutions integrate with all systems: financial, ERP, CRM, document management and bespoke. We are not concerned with what system you are using. Our solutions bridge the gap between your systems, allowing for your customers to link all systems, departments and information and remove those inefficient data silos.

Key

Since expensive consulting services are not needed to implement into existing systems, your customer's business can run as usual throughout the implementation phases.

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Every business, regardless of the industry, organises activities and tasks into business processes to fulfil its mission in the most efficient and organised way possible. And for every business process, there is a corresponding document. No matter the industry, all companies are dealing every day with transactional documents such as invoices, purchase orders, proof of delivery and so on.

A true customer-first approach

At Objectif Lune, we are focusing on helping companies improve their most important business processes. To do that, we offer solutions that are specifically tailored to address the most common issues encountered when businesses transition away from their paper-based, manual business processes.

For meaningful conversation

Approaching potential customers with our Solutions Packs makes it easier to have productive conversations, because you know who to talk to and what questions to ask. It gives a bit of context to discussions on technology, making it easier to zero in on opportunities. As our solutions are relevant to most industries, your prospects will certainly identify with one of them.

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What are accounts receivable?

Accounts Receivable (AR) are amounts owed by customers for goods and services a company allowed the customer to purchase on credit. In order to have an accounts receivable process, you need two things: a sale and a purchase.

A company sells an item or service to a buyer and extends credit to that buyer so that the total cost of the sale can be paid later and on terms that are agreed upon by the seller and buyer.

An Accounts Receivable process is typically executed by generating an invoice and either mailing or electronically sending it to the customer, who in turn must pay it within an established time frame, called a credit term or payment term.

Invoice/bill

A business document issued by a company to a customer relating to a transaction. It indicates the products, quantities and agreed prices for the products or services.

Target Customer

Companies that are struggling with high volumes of financial documents, manual tasks, and disparate data sources.

Their invoicing process includes many steps that require employees to manually create, review and send invoices. Our solution can easily adapt to specific needs to improve business productivity, unlocking new revenue streams.

What is the typical process?

Once the customer has ordered and received a product or service, an invoice needs to be sent out. The accounts receivable department verifies the customer data, confirms the customer's PO and delivery note match and post the transaction, in order to create the invoice.

The department creates the invoice, prints and folds it, inserts it into an envelope and puts a stamp on it. The document can be sent to the post office and delivered to the customer.

Alternatively the printed invoice is scanned to send by email. Scanned invoices are often indexed manually in order to archive them in an electronic content management system. Others are simply copied and filed in a filing cabinet.

Target buyers and what they want:

1. The operations manager needs to reduce the time spent on customer inquiries and disputes, as well as reduce or eliminate manual processes, handling of paper and manual errors.

2. The accounting manager is looking to modify invoice templates on demand and send electronic invoices and documents.

3. The IT manager wants a solution that easily adapts to the company's systems and processes.

4. The CFO expects to lower per-invoice costs and reduce consultant fees.

What to ask?

1. Are you able to send invoices by email to your customers?

2. How long does it take you to create an invoice?

3. Are you able to modify the design of your invoices as quickly as you want?

4. Can you easily extract customer data from your systems and integrate it into your invoices?

5. Are your invoices entered manually into your system? If so, what is the labour cost?

6. Do you have a process for detecting data entry errors? If so, what is the labour cost?

7. What is your error rate and how much time is spent resolving errors?

What is outbound mail?

Outbound mail is critical business communication sent outside the business. Transactional documents such as Invoices, Credit Notes, Statements and Promotional pieces are mailed from companies every day.

Companies have several options when handling the distribution of documents: Print and mail documents in-house; print, envelope insertion and have a mail service pick them up for mail discounts; or outsource the entire print and mail function as a service. Most customers in the midmarket print their own documents, put them into envelopes and send them to their customers or suppliers. Outbound mail is usually managed in a mail room. Mail room managers have to respond to requests from all the departments and ensure that everything is printed and mailed out accurately and on time.

Smarter Outbound Mail

What are the main problems?

According to the Association for Information and Image Management, 43% of print and mail room managers want to reduce costs and improve speed.

Some of the problems:

- Sending an invoice to an incorrect address results in missed or late payments.

- Preparing the mail for an inserter that stuffs envelopes with varying numbers of pages requires inserter control barcodes or OMR marks.

- Security (correct document in correct envelope) requires manual validation.

- Postal sorting can be very important and can lead to significant mail discounts in some countries.

- Restructuring documents to minimise the quantity of papers being printed is not an easy task for many companies.

- Comingling options to fit two documents such as invoice and credit note in a single envelope can greatly reduce mail costs but has proven to be a challenge to manage.

- Most software do not provide multi-channel document delivery capabilities such as direct mail or digital delivery.

Target buyers and what they want:

1. The mail room manager needs to cut down on manual handling of paper, automate repetitive tasks and reduce envelope weight by optimising content.

2. The IT manager wants a solution that easily adapts to the company's systems and processes.

3. The CFO expects to save on postage and consumable costs and transition to electronic mail.

What to ask?

1. How many documents do you send by mail every month?

2. Are you able to easily send your customer communications by email?

3. Do you struggle with returns and misplaced invoices?

4. Do you know your monthly mailing costs? Are you able to automatically create postal reports?

5. How do you check that the right piece of paper is in the right envelope?

6. Do you have a process for detecting data entry errors? If so, what is the labour cost?

7. What is your error rate and how much time is spent resolving errors?

What is proof of delivery?

Proof of delivery (POD): A Proof of Delivery is the copy of document returned to the seller after being signed off by the recipient. By signing the Delivery Note, the recipient acknowledges that items or services have been received, and that accountability is now passed from the seller to the recipient.

Delivery note: A document that accompanies a shipment or delivery of goods and services that lists the description and quantity of the goods and services delivered. The copy of the document, signed by the recipient, is returned to the seller as proof of delivery.

Proof of delivery

What are the main problems?

The process is error-prone and time-consuming because the delivery note needs to pass through several hands before it's safely captured back in the system.

According to Field Technologies' mobility report:

○ **60% of field service companies are not using automation software**

○ **82% identified optimising their mobility as a key factor in their strategy for the year ahead**

Processes are still manual and mostly depend on paper. Papers often get lost or damaged during transportation and handling and quickly stack up in messy piles back at the office. Five percent of delivery notes get lost and have to be resubmitted and signed, not well for customer confidence. Since posting delivery notes cannot start until the truck is back, real-time communication with the customer is not possible. Changes in the order or the inventory have to be keyed in manually. Processing delivery notes takes days, and handwritten scribbles make adjustments unreliable and difficult to scan.

Target buyers and what they want:

1. The operations manager looking to eliminate paper and go mobile.

2. The accounting manager is looking to increase accuracy.

3. The IT manager wants a solution that easily adapts to their systems and processes and that requires no changes to the current ERP system.

4. The CFO expects to lower the operational cost and improve the customer experience.

What to ask?

1. Do you lose delivery notes? If so, how much labour is required to replace them?

2. Have you ever delivered something twice to the same customer because you lost the delivery note?

3. Do you need to transition to digital?

4. Can you easily modify your delivery note design?

5. Do you want to receive the delivery notes back at the office in real time after each delivery?

6. Can you add visual or interactive content to the information collected in the field?

7. Do you know where each delivery is in the process and can you send automatic messages to customers?

8. Are delivery notes entered manually into your system? If so, what is the labour cost?

9. Do you have a process for detecting data entry errors? If so, what is the labour cost?

10. What is your error rate and how much time is spent resolving errors?

What is Correspondence Management?

Correspondence management is the systematic process of reviewing and approving customer-facing documents with information created by key business users, often legal or marketing.

This process ensures that documents include accurate and up-to-date information, including any associated legal terms, polices, and promotions. In many cases, this requires the involvement of IT contributors, who need to set up a project to modify and review underlying business-critical templates.

Smarter CM
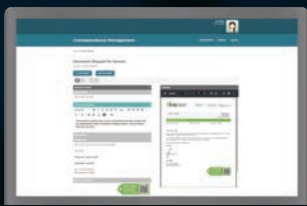
Create, edit, and fully personalise correspondence using a controlled editing experience

What are the main problems?

According to Objectif Lune and external studies, it can take anywhere from three weeks to three months, to implement even simple changes to templates, when relying on IT or external entities.

Many businesses still rely on rigid systems that have limited correspondence-generation potential, poor multi-channel output capabilities, and little to no opportunity for user-entered content. Correspondence is often managed in word processing systems with countless templates, very limited compliance control, and little integration with output systems. As a result, correspondence management processes are often highly manual, inefficient, and error-prone.

Some of the problems:

- Risk of correspondence not complying with regulatory requirements for timeliness, content, and auditability.
- Delays due to limited IT resources or dependence on third-party providers to make document changes.
- Limited correspondence-generation capabilities with legacy and modern line-of-business systems.
- Word processing systems offer very limited compliance control, fulfillment automation, or integration to output systems.
- Time-consuming and error-prone nature of managing large quantities of Word-based templates.
- High cost of non-standard tools and decentralised processes.
- Inconsistent application of branding and messaging in business correspondence.
- Lower customer service productivity and increased response times to customer inquiries.

Target buyers and what they want:

1. **The operations manager:** needs to eliminate manual processes and errors to improve customer experience.
2. **The business manager:** looking to modify templates on demand.
3. **The content owner:** wants to ensure that only approved content is used in all outgoing correspondence.
4. **The IT manager:** wants a solution that easily adapts to their systems and processes.
5. **The CFO:** expects to lower overhead costs.

What to ask?

1. Are you able to send correspondence according to your customers' communications preferences?
2. How long does it take you to change templates?
3. Are you able to personalise your documents as quickly as you'd like?
4. How often can you make changes to existing document templates?
5. Can you easily extract customer data from your systems and integrate it into your correspondence?
6. How do ensure compliance of your business correspondence?
7. Is your correspondence branding and messaging consistent across the business?
8. What is your customer satisfaction rate?

What is Ad Hoc Mail?

Ad hoc mail comprises small batches of documents (mail merged, one-off letters, etc.) destined for mail. These documents are often created in word processors, such as Microsoft Word, and printed locally in different departments, services, branches, or remote offices.

Ad hoc mail is a highly manual process that usually requires printing a document, signing it, placing it in an envelope, and franking (postage meter) it before posting.

Ad hoc mail documents represent an opportunity for both internal and external print services to increase and/or centralise printing. However, handling these print jobs can be problematic and expensive unless the right solution is in place.

An ad hoc mail solution can be used by:

Internal print rooms or corporate reprographics departments (CRDs), to centralise the printing of small documents created by office or remote users. This removes the need for users to print and mail documents themselves.

Print Service Providers (PSPs) for processing small print jobs from external customers and increasing their print volumes.

Smarter Ad Hoc Mail

What are the main problems?

According to AIIM, 43% of printshop and mailroom managers want to reduce costs and increase speed.*

A Quocirca study revealed that home workers miss the office print functionality to which they are accustomed.**

* Source: AIIM   **Source: Quocirca Home Printing Trends 2021

What is the typical process?

For CRDs

▶ A letter is created, the document is printed on the department printer.

▶ The document is checked, and necessary changes are made, when applicable.

▶ Then, the document is reprinted if necessary.

▶ The letter is signed, then folded and put in an envelope.

▶ An employee collects the letters.

▶ The letters are franked and delivered to the post office.

For PSPs

▶ The PSP receives batch and small print-and-mail jobs from various customers. Incoming documents are often delivered through different mediums, such as USB sticks, emails, or FTP.

▶ Then, the documents need to be processed for print, usually with no efficient way to consolidate all these jobs.

▶ This highly manual process involves various communications with the customer, to ensure that only approved documents are produced.

Target buyers and what they want:

For PSPs

1. PSPs look to gain and retain new customers by diversifying and providing value-added services.

2. The print facility manager wants to maintain a steady high volume of printing, while improving operational efficiencies.

For CRDs

1. The operations manager wants to reduce operational costs and increase productivity.

2. The IT manager wants a solution that easily adapts to their systems and processes, while giving more options to office and remote workers.

3. The CFO expects to lower overheads.

Ad Hoc Print and Mail can help alleviate the common challenges faced by PSPs and CRDs:

PSPs

- Difficulty maintaining steady print volumes to remain profitable.

- Declining print volumes, which negatively impact revenue.

- Higher administrative and processing costs, related to delivering a flow of small, time-consuming jobs, instead of easier, recurring orders.

- Existing ordering processes, which involve several rounds of customer communications, before documents are approved and ready for production.

- Whether they produce big print jobs or smaller ones, the same amount of processing and excessive manual handling is involved.

- Difficulty in managing orders received through various methods, such as FTP, USB drives, or email.

CRDs

- Underutilised print capacity and the struggle to deliver more value to the organisation.

- Competition from external print service providers and in-house departmental printers.

- Difficulty maximising productivity and reducing costs of print operations, including consumables, supplies, and postage.

- Performance affected by handling complex, small print runs, managing downtime, and peak loads.

- The manual handling involved in preparing printed documents for mailing, increases the potential for errors and erodes the customer experience.

What to ask?

For PSPs

1. How do you receive print and mail orders? (email, USB stick, etc...)

2. Are your customers able to submit and approve jobs via the web?

3. Is your current level of orders sufficient to maintain high print volumes?

4. Do you experience many production downtimes?

5. Are you able to easily collect and consolidate print jobs from different customers?

6. How do you retain existing customers or attract new ones?

7. On average, how long does it take to process small and/or large print jobs?

For CRDs

1. How do you handle ad hoc and batch print jobs?

2. Are you able to collect and consolidate print jobs from different departments and employees?

3. Do you know the cost of printing and mailing in your organisation?

4. Are employees able to print and mail from home?

5. How does your organisation ensure compliance of print jobs?

6. How do you manage your pre-printed stationery?

7. Are you able to process print and mail jobs in a timely manner?

8. How efficient is your print room?

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5 KEY FEATURES

Document enhancement

Automated distribution

Mail preparation

Document mobility

Automated archiving

EDI

AUTOMATED ARCHIVING

DOCUMENT ENHANCEMENT
EXTRACT DATA AND COMPOSE

OL® Connect

DOCUMENT MOBILITY

AUTOMATED DISTRIBUTION

MAIL PREPARATION
PRINT, FOLD & INSERT

Document enhancement

Overview

Companies frequently need to change their business documents. Perhaps it's because of a change of address or a new logo, or they want to add promotional messages or legal or regulatory requirements. Sometimes they require changes to layout and more complex variable content. In order to change an existing document in the system, an outside consultant is often required. This is costly and very time-consuming for a business.

Solution

Changes to documents happen outside of the systems, eliminating the need to hire consultants, or to re-program or modify their existing systems. Our solutions capture the output from the systems, apply the necessary changes and distribute the document in the required format (print, PDF, email or web).

Key

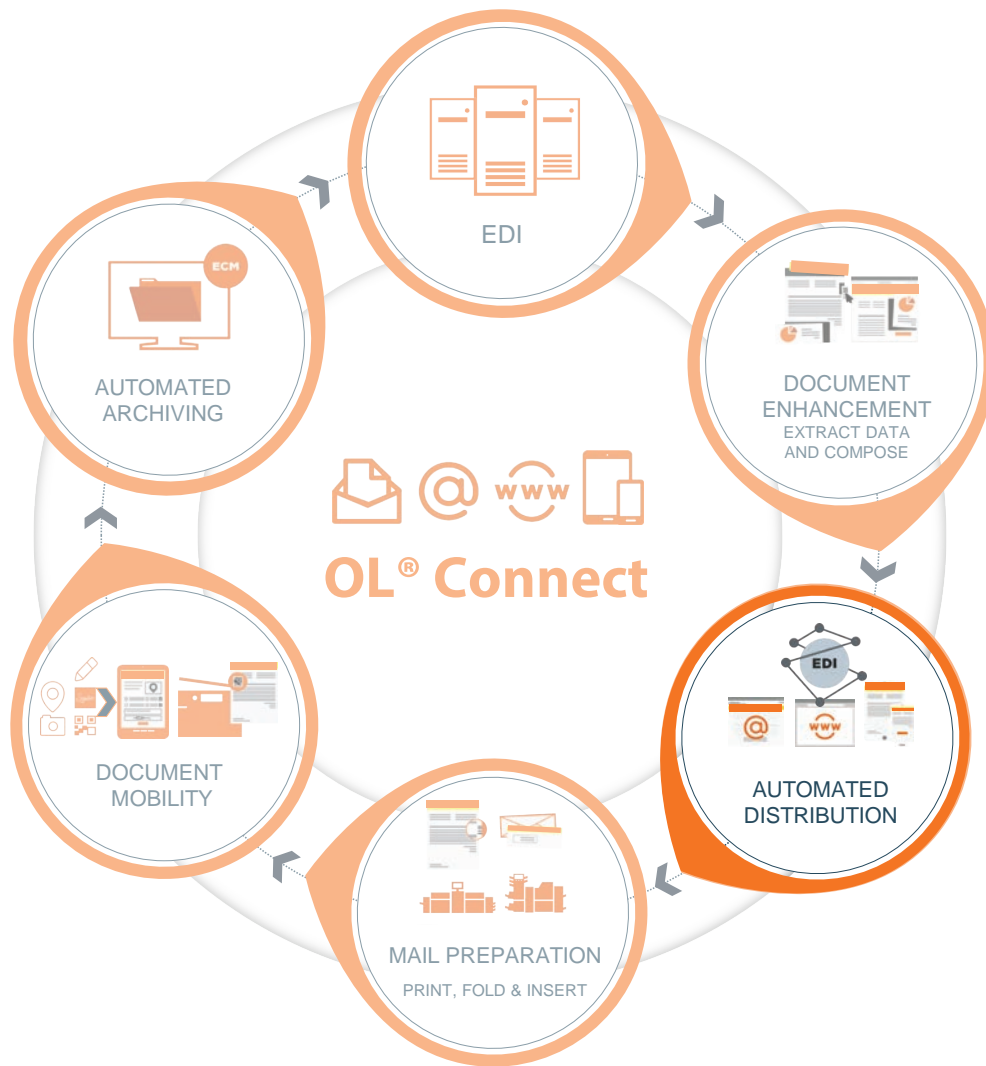Documents are re-engineered on the fly and customers gain back control over document layout with complete flexibility. Productivity is increased by automating and digitising distribution, while reducing paper.

Opportunity documents:

- Invoices
- Statements
- Collection letters
- Reminder letters

Target industries:

- Financial services
- Legal / insurance
- Manufacturing and distribution

EDI

DOCUMENT
ENHANCEMENT
EXTRACT DATA
AND COMPOSE

OL® Connect

AUTOMATED
ARCHIVING

DOCUMENT
MOBILITY

MAIL PREPARATION
PRINT, FOLD & INSERT

AUTOMATED
DISTRIBUTION

Automated distribution

Overview

Businesses look for effective ways to communicate with their clients, suppliers and stakeholders. Printing is still a major communication channel for effective communication of transactional information, but the use of email and the ability to publish information directly to the web is a key business driver for the modern organisation. Most of the time, the main difficulty with adopting this new way of working, lies in sending transactional documents, as current systems are inflexible and rigid.

Moreover, the trend toward personalised communication makes it very hard for companies to maximise on their large amount of information and data.

Solution

Documents can be printed or output in digital format, based on customer preference. Our customers gain automated distribution of transactional documents in medium and large quantities, reducing the amount of time spent on manually distributing large amounts of information.
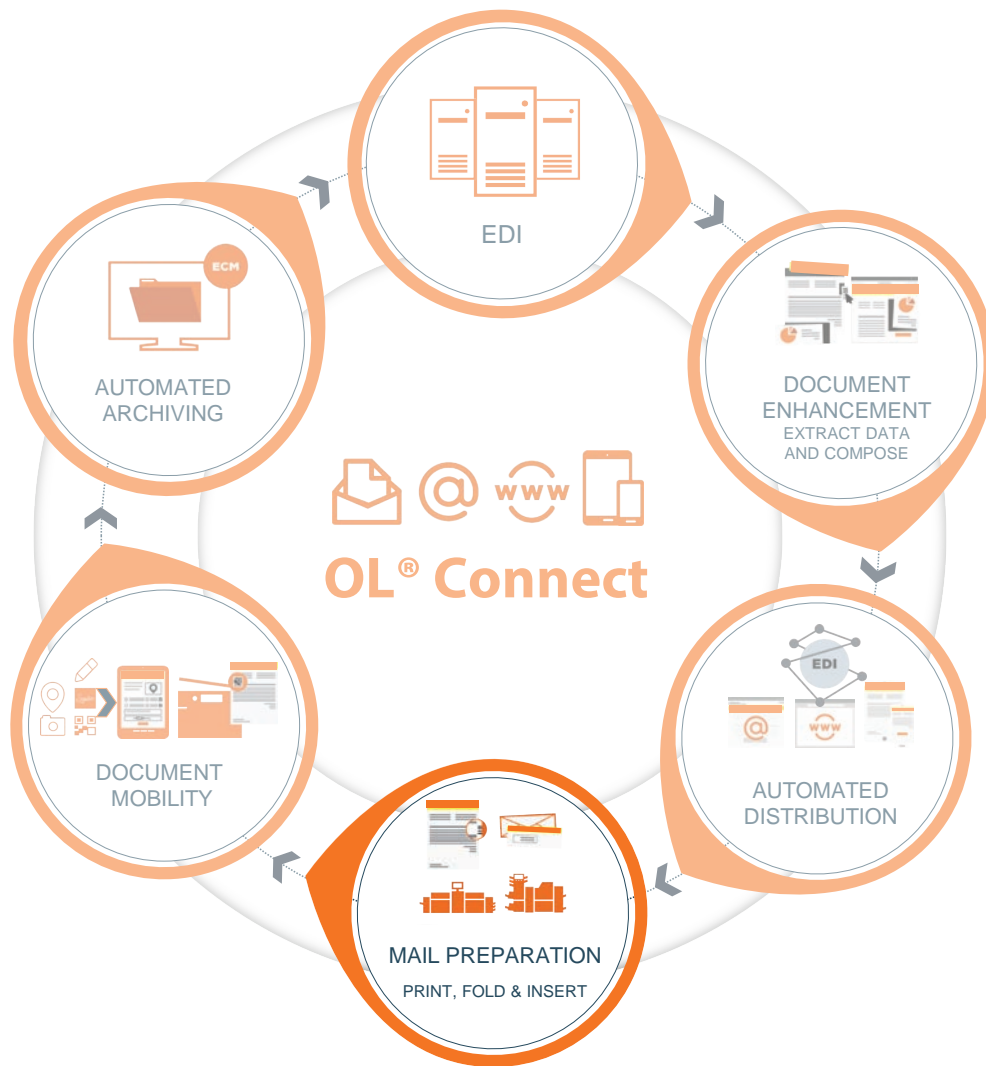
Key

Any communication channel can be automated, whether it's web publishing, email, or even conventional mail, using advanced barcoding technology.

Opportunity documents:

o Invoices

o Purchase orders

o Reminder letters

o Welcome letters

Target industries:

o Manufaturing and distribution

o Financial services

o Government

o Health care

OL® Connect

- EDI
- DOCUMENT ENHANCEMENT
  EXTRACT DATA AND COMPOSE
- AUTOMATED DISTRIBUTION
- MAIL PREPARATION
  PRINT, FOLD & INSERT
- DOCUMENT MOBILITY
- AUTOMATED ARCHIVING

Mail preparation

Overview

Lots of companies are still dealing with a huge number of documents that need to be mailed to clients, suppliers, stakeholders and partners.

The lists of recipients they process can be very substantial and not always up to date. Those lists are sometimes duplicated between two departments in one company. Sometimes the different departments' systems do not communicate with each other. Employees must manually check if they have sent the right information to the right recipients. Moreover, it can be difficult for companies to adapt content to their recipients and create relevant and personalised communications.

Solution

Mail preparation doesn't have to be complex or time consuming. Our solutions automate every process to optimise mail efficiency. First, data can be merged from multiple sources and cleaned to avoid duplicate mailings. This means our systems can recognise information intended for the same person and merge it into one single envelope, which cuts down on postage costs.

Our solutions can automate mail preparation by adding variable barcoding marks (to indicate that the number of pages is variable, or to add inserts, for example), automating envelope inserting, significantly reducing manual labour and optimising the use of inserters/folders. It also helps meet various postal service requirements and benefit from mailing discounts by sorting addresses and adding postal barcodes, reducing the need for franking machines (postage meter).

Key

By optimising mail preparation, OL Solutions help save time, labour, paper and postage fees and allow customers to access postal discounts—all of which means a higher, faster return on investment.

Opportunity documents:

- Invoices
- Statements
- Collection letters
- Reminder letters

Target industries:

- Retail
- Finance
- Government

EDI

DOCUMENT
ENHANCEMENT
EXTRACT DATA
AND COMPOSE

AUTOMATED
DISTRIBUTION

MAIL PREPARATION
PRINT, FOLD & INSERT

DOCUMENT
MOBILITY

AUTOMATED
ARCHIVING

OL® Connect

Document mobility

Overview

Before your documents are printed, they are already in digital format, having been created on a computer. Organisations are then manually scanning that digital copy to be able to send, archive, and so on, to the right individual. This process is not just inefficient, but costly— especially when is comes to transactional documents. The lack of data mobility means payment cycles are slowed, affecting cash flow.

Solution

Capture documents before the printing step. The information is extracted directly from the print stream and then converted into multi-channel communications. This allows you to choose whether you want a digital or paper document.

By automating document mobility, you can also program actions such as sending and archiving documents, and even pay bills. In doing so, you can improve the content and design of your digital documents. That means you can continue to produce your transactional documents the same as before. At the time of printing, you choose whether to print on paper or use the document electronically, for example, to send it by email.

Key

Automation can be introduced gradually, dramatically simplifying and automating your processes. With electronic archiving, you can easily and instantly find information, reducing handling errors and speeding up procedures. Employees are more productive and waste less time doing repetitive, manual tasks, which will improve your cash flow.

Opportunity documents:

- Invoices
- Purchase orders
- Delivery Slips
- Shipping notes

Target industries:

- Logistics
- Transports
- Manufacturing

EDI

DOCUMENT ENHANCEMENT
EXTRACT DATA AND COMPOSE

AUTOMATED ARCHIVING

OL® Connect

AUTOMATED DISTRIBUTION

DOCUMENT MOBILITY

MAIL PREPARATION
PRINT, FOLD & INSERT

Automated archiving

Overview

Archiving is a key step in the document life-cycle. Companies must store data and information for future reference, for audit or for regulatory purposes. This involves a huge quantity of business documents: invoices, proof of delivery slips and purchase orders, but also all contracts, activity reports or any other important business document. Most companies still archive documents in paper form or store electronic versions within an EDM System

Yet archiving is fraught with issues. The difficult part is often not the storing of documents, but retrieving them efficiently when required. When electronic archiving requires manual scanning, data entry is done by hand, leading to errors, loss of time and illegible files. Even when documents arrive digitally, most organisations continue to print them. It is then very difficult to ensure adequate tracking of documents and to make them easy to retrieve.

These archiving problems impact the ability to provide necessary evidence for dispute resolution or debt collection. They also lead to customer dissatisfaction because of added delays or loss of information, and require many hours of costly labour.

Solution

All transactions coming out of an ERP system can be automatically stored in digital format with the appropriate indexing information. Documents that need to be printed to be signed and then scanned back into the digital archive can be automatically archived by using barcodes.

Key

Archiving is not only automatic but also electronic, making information accessible from anywhere and allowing you to safely store your documents in any EDM/filing system. Document errors and retrieval delays are eliminated.

Opportunity documents:

o Invoices

o Proof of delivery

o Proof of payment

Target industries:

o Manufacturing and distribution

o Financial services

o Government

o Health care

![OBJECTIF LUNE logo]

BILL AND PAYMENT HISTORY

E	TYPE	AMOUNT DUE
ANUARY 15, 2015	BILL (SEE BILL)	$74.23
NUARY 22, 2015	PAYMENT	
NUARY 15, 2015	BILL (SEE BILL)	$63.25
ECEMBER 23, 2015	PAYMENT	
ECEMBER 15, 201	BILL (SEE BILL)	$63.25
OVEMBER 20, 2015	PAYMENT	
	BILL (SEE BILL)	$68.44
21, 2015	PAYMENT	
OCTOBER 2015	BILL (SEE BILL)	$67
R 23, 2015	PAYMENT	
SEPTEMBER 15, 2015	BILL (SEE BILL)	

CUSTOMER BENEFITS

Improved productivity
through automation

Enhanced communication

Reduced mail costs

Reduced labour costs

"Black box" solution

Scalable solution

Customer Benefits

Improved productivity through automation

- Implementation of automated workflows enables greater workplace productivity

- Eliminates labour-intensive manual tasks

- Moving to digital enables automated processes to deliver a wealth of data that can be used for process improvement and optimisation

Enhanced communication

- Ability to improve the customer experience by introducing interactive documents, personalised web portals, payment buttons, and SMS messages

- Enhanced reliability of data and integrity of documents

Reduced mail costs

- Postal discounts

- Reduced number of pages printed

- Mailings to the same recipient combined

- Archiving (document management system)

Reduced labour costs

- Reduction of manual labour (Manual handling of documents)

- Elimination of human error

- Improved staff productivity and efficiency

"Black box" solution

- Ability to make improvements without changing core applications

- No change to current staff work routines

- Integration with existing systems

- No great investment in expensive systems or technology

- Printer agnostic

Scalable solution

- Ability to grow with your company

OBJECTIFLUNE

OBJECTIFLUNE

Financial Services

Transform your business communications and stay relevant to customers.

Financial organisations must personalise their customer communications to stay competitive. They must invest in solutions that set them apart such as digital tools.

Business drivers

- Technology is becoming a key competitive differentiator between banks, insurance and financial Institutions.
- Customers' expectations for electronic communications, flexibility and control are increasing.
- Banks need to keep a close watch on the effectiveness of their compliance policies.

Opportunity documents

- Member statements
- Finance policies
- Home loan documentation
- Customer communication
- Bond certificates
- Policies
- Claims

SOLUTIONS

Accounts Receivable

Outbound Mail

Correspondence Management

Benefits

Elimination of manual handling and sorting of documents, significantly **reducing errors.**

Enhanced document integrity achieved through error-free processing of documents.

Reduced waste, postal discounts and greater workforce efficiency.

OBJECTIFLUNE

Government

Improving outbound mail efficiency with the help of automation.

Local Government Autority want to eliminate the need for manual processes and make the mail room a much more efficient contributor to organisational excellence.

Business drivers

- **Cost**: Reduce costs in any way possible. Whether in terms of paper or mail, costs can always be cut.

- **Volume**: Get more print volume to the mail room. Government authorities also want to tap into the ad hoc work of other authorities to generate new revenue.

- **Efficiency**: Automate and streamline key business processes so workloads can be managed easier.

Opportunity documents

- Council taxes
- Housing benefits
- School admissions
- Revenues and benefits
- Social and disability letters

Benefits

Save money: Improve mail integrity, consolidate pre-printed stock and maximise on mail sorting to access postal discounts.

Make money: Benefit from additional revenue streams through the ability to service jobs from other institutions.

Improve efficiency: Automate laborious tasks like folding and inserting and eliminate human errors.

SOLUTIONS

Accounts Receivable

Outbound Mail

Correspondence Management

OBJECTIFLUNE

Health care

Drive down administration costs and improve patient care.

Automating the production of pre-populated forms give health care providers with remote access to all their forms with the ability to easily update as required. They will be able to meet the increasing demand for health care services and reduce the rising cost of those services.

Business drivers

- Health care providers are losing £60 billion each year due to registration errors alone.
- Patient record databases are costing large hospitals more than £1 million per year.
- High costs are associated with maintaining paper, printers, fax machines, toners, etc.
- Patients are filling out redundant information on a number of forms during admission.
- The need to improve health care systems has increased with an aging population. Emerging markets will account for 80% of the world's elderly in 2050.

Opportunity documents

- Admission forms
- Wrist labels
- Health insurance forms
- Laboratory forms

Benefits

Improved productivity: Using automation to replace manually intensive tasks, allowing health care providers to focus efforts on their clinical expertise.

Improved quality and consistency: Ensures errors are eliminated to provide an enhanced level of care. One study showed that greater automation in the areas of medical records, order entry and decision support appears to reduce deaths, complications and costs.

Reduced waste: Moving to digital allows for the elimination of paper.

Data-driven insights: Technology used to automate processes can also deliver a wealth of data that can be used for performance improvement and optimisation.

SOLUTIONS

Accounts Receivable

Outbound Mail

OBJECTIFLUNE

Transport & Logistics

Centralise information and improve supplier and customer relations.

The distribution and transport sector must be able to digitally capture key information, like shipment arrivals and delivery details, eliminates the issues of lost, damaged and unidentifiable documentation.

Business drivers

- Centralisation of information flow between office and field and elimination of departmental data silos.
- Automation and digitisation of basic manual document processes, as well as easy integration with existing ERP/financial systems.
- Creation of a more agile work environment, improved employee efficiency and improved supplier/customer relations.

Opportunity documents

- Purchase invoices
- Packing lists
- Dispatch notes
- Bills of lading
- Delivery notes
- Freight bills

Benefits

Extract data automatically and auto-generate mission-critical documents.

Enjoy paperless productivity with minimal photocopying, manual retrieval, error-prone documents and re-keying of data.

Reduce costs from expensive proprietary printers and pre-printed forms by sending notices electronically in any format.

Reduce errors and delays by delivering complete and understandable documents in real time.

Integrate with existing transportation and warehousing systems with no need for additional IT support or outside consultants.

OBJECTIFLUNE

Manufacturing

Maintain, manage and convert data to enhance product lines.

Manufacturing industry will enhance existing processes by automatically capturing and converting paper-based documents into valuable data.

Business drivers

- 74% of manufacturers are making growth a high priority for the next two years.

- There is a need to reduce costs, improve performance, manage disruption and ensure compliance within contractual and regulatory obligations.

- Lack of visibility is increasing the risk of supply chain disruption, which can dramatically impact business performance.

KPMG – Innovating for Tomorrow, US CEO Outlook 2016
KPMG – Global Manufacturing Outlook 2016

Opportunity documents

- Invoices

- Statements

- Purchase order

- Delivery notes

SOLUTIONS

Accounts Receivable

Proof of Delivery

Benefits

Automation of document production streamline processes, allowing for organisations to get to market faster.

Reduction of operational costs: Paper archives can be eliminated and replaced with digital ones, facilitating easy retrieval of information.

Increased efficiency: Manual processes are removed, which frees up resources and eliminates issues associated with lost documents.
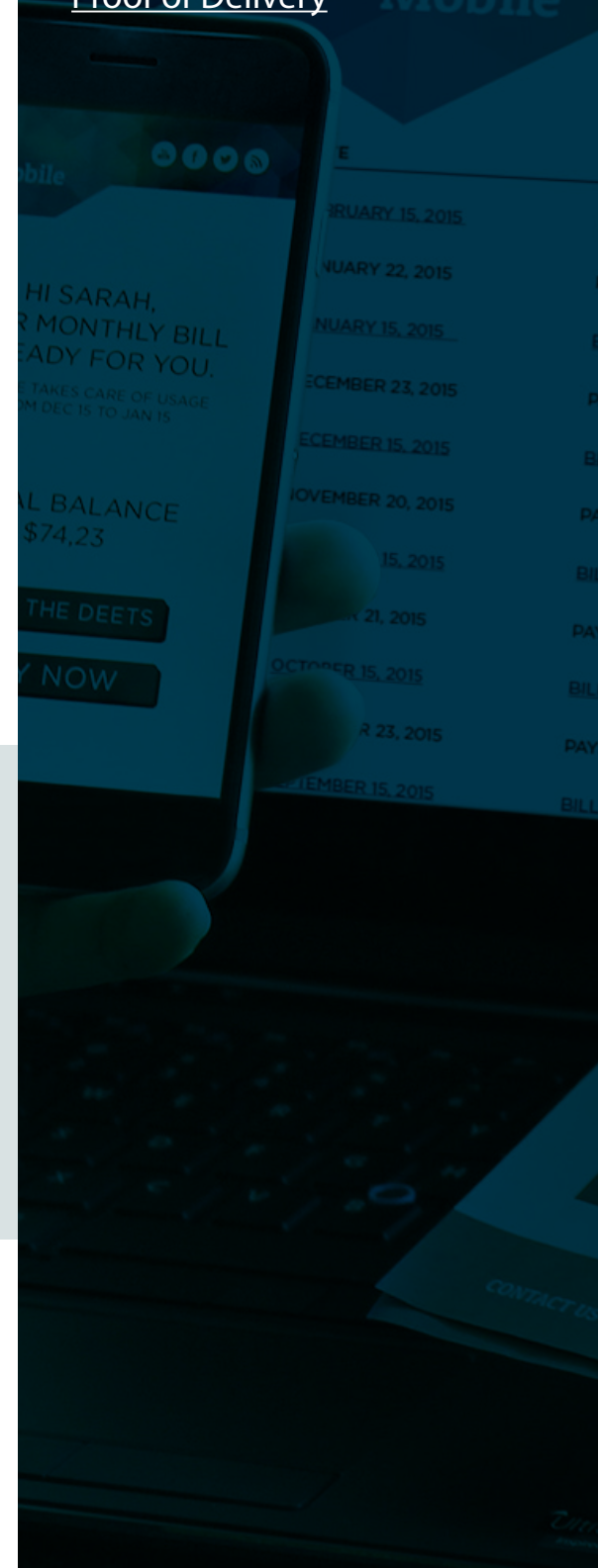
Reduced waste: Moving to digital allows for the elimination of paper and enables documents to be shared across departments.

OBJECTIFLUNE

Retail

Obtain, manage and process information faster by eliminating rigid paper forms.

Retail organisations will get real-time and secure access to accurate stored information, reduce administration costs and greater control and faster decision making.

Business drivers

- **Order fulfilment:** Retail companies want to fulfil orders quicker, to improve cash flow.

- **Data management:** Managing data efficiently and effectively is key to growing existing customer spending.

- **Compliance management:** With many regulations within the industry, retail outlets must ensure they are compliant when managing personal and secure information.

- **Supplier and customer relations management:** Successfully operating a retail business means successfully communicating with suppliers and customers, correctly and in their preferred method.

Opportunity documents

- Sales orders

- Dispatch notes

- Delivery notes

Benefits

Process automation can efficiently deliver secure online collaboration and sharing of compliance-related processes minimising disruptions to your supply chain by ensuring secure long-term storage and easy retrieval of information with an accurate audit trail.

End-to-end workflow automation solutions can help you efficiently and cost-effectively cut the administrative workload and boost the accuracy, visibility and compliance of key financial processes. This leads to healthier cash flow, improved supplier relationships and optimised buying potential.

Streamlining your order process cuts down on invoicing time and gives you full control and visibility. It also leads to more efficient and cost-effective logistics, and improve your customer service, as well as an optimum use of warehouse space and reduced carbon footprint.

Integrated communication solutions across multiple channels allow you to connect and personalise your customer interactions and transactions. This helps you take control of your customer experience workflows, build stronger customer relationships, influence customer behaviour and drive increased traffic in the stores.

SOLUTIONS

Accounts Receivable

Proof of Delivery

Commercial & In-house printing

Combine traditional and digital output methods, to stand out from the competition.

The Printing Industry can automate any manual printing task, cutting the company's costs and helping it deliver projects quicker. To empower printing companies to thrive in today's digital environment.

Business drivers

- Digital documents and electronic business processes are replacing paper-based communications (Gartner).

- The number of communication channels is rising.

- The growing adoption of mobile devices has led to new print requirements and opportunities (Gartner).

- The diversification of customer communications requires both print and software providers to work together to cope with changes (Gartner).

- Printers need to interact more with their customers and understand how they think.

Opportunity documents

- Direct mail
- Letters
- Publications
- Forms
- Policies
- Reports
- Brochures
- Certificates

Benefits

Send one document across multiple channels such as print, email or SMS.

Automate manual printing tasks, cutting printers' costs and providing quick turnaround on print jobs.

Keep up with jobs and progress requests from anywhere to save time.

SOLUTIONS

Outbound Mail

Ad Hoc Print and Mail Consolidation

OBJECTIFLUNE

OBJECTIFLUNE

PlanetPress® **Connect**

PReS® **Connect**

Capture OnTheGo®

OL® **Connect** Send

PlanetPress® **Connect**

Advanced, SME Option

PlanetPress Connect is a software solution that completely automates outbound communications.

It is a solution for the entire communication process from document composition and enhancement to distribution and transmission via any channel, to archiving and reporting. Everything can be automated, and with the ability to go digital every step of the way.

PlanetPress Connect maps all data across multiple systems while sitting inside the host IT environment, reducing the risk of privacy breaches. It can redesign all outgoing documents to ensure a modern, consistent look and can output the resulting files to any third-party system or channel.

Key Features

- Accepts nearly any type of data input including a wide range of print streams
- User-friendly interface
- Easy workflow tools
- Variable data printing
- Multi-channel output
- PDF tools
- Automated tasks and workflow
- Metadata
- Searches for and retrieves documents
- Compatible with various systems and software

Key Benefits

- Improves document integrity and compliance
- Increases the efficiency and productivity of daily business processes
- Improves cash flow by speeding up payment notice delivery
- Enables complete flexibility with document layout and host systems
- Allows organisations to take advantage of postal discounts
- Eliminates human error
- Requires no changes to the existing IT environment
- Its multi-channel output (print, email, fax, web) is easy to manage

SOLUTIONS

Accounts Receivable

Proof of Delivery

Value Proposition

PlanetPress Suite automates the creation and distribution of transactional and variable documents. It is a solution for medium to large-sized businesses that want to quickly deliver consistent, accurate communications.

Client Employee Size

- Mid-market

Typical Applications

- Statements
- Invoices
- Web-generated activities
- Shipping documents
- Automated distribution
- Multi-channel business communications
- Mail preparation
- Transactional documents creation and output
- Automated archiving
- Document enhancement

planetpress.objectiflune.com

PReS® Connect

Advanced, Enterprise Option

PReS Connect is designed for high-volume communications.

PReS Connect personalises and automates outbound communications and it is built to deal with extremely high volumes.

PReS can design and distribute personalised documents for both transactional and direct marketing applications automatically. It can also integrate systems and processes within an organisation and generate documents with variable text, pictures, graphics and barcodes. Best suited for the high-volume production output market, PReS Connect comes with AFP/IPDS and is available with a selection of options that makes it possible to customise the solution to the user's needs.

Key Features

- High volume output
- Highly scalable performance with performance pack options
- Multilingual interface
- Graphical data mapping workflows
- A wide range of data import resources, including binary files, text and .csv files, Excel files, Access, SQL, OBDC-compliant databases, and XML
- Supports all major production printer output formats: PostScript, PDF, PDF/A, PCL, PPML, VIPP, AFP/IPDS, IJPDS, XML, Metacode

- Allows sophisticated and highly personalised variable content based on conditional logic, and with any number of variable elements including data fields, text blocks and images
- Full automation capabilities
- Commingling
- Supports a wide range of electronic output and archiving, such as PDF, email, Internet, fax, SMS and XML

Key Benefits

- High volume output
- Shorter implementation cycles
- A true multi-channel solution because you create content once, and use it for multiple purposes and formats
- Leverages new communication trends without changing existing systems and without complex programming or separate tools
- Automated processes that enhance staff productivity and minimise errors
- Increased responsiveness to client needs by maximising operational speed and efficiency

- Lower overall total cost of document production
- Powerful white space management capabilities
- Easily integrates with diverse systems
- Scalable
- Capable of global implementation and distribution
- Supports all major production printers
- Integrates audit, error, statistics and tag files into print management processes and integrity control systems

SOLUTIONS

Accounts Receivable

Outbound Mail

Ad Hoc Mail

Correspondence Management

Value Proposition

PReS Connect is a solution for large enterprises that need to distribute large volumes of personalised documents at high speed for both transactional and direct marketing purposes.

Client Employee Size

- Large enterprises

Typical Applications

- Dynamic billing statements
- Transactional and trans-promotional documents
- Corporate reports
- Direct mail
- Customised insurance policies
- High volume printing at high speed
- Hybrid mail
- Correspondence management
- Production automation

pres.objectiflune.com

Capture OnTheGo®

Intelligent Data capture, SME and Enterprise option

Capture OnTheGo is a mobile electronic forms solution that brings forms into the digital age. Good bye paper forms. Hello e-forms.

PlanetPress® or PReS® Connect creates e-forms that can be downloaded to a mobile device (iOS, Android or Windows 10). Users can then add text, pictures, annotations, numbers, dates, signatures, as well as validate the forms, whether online or offline. It also allows for the distribution and management of PDF documents, such as guides or disclaimers. Once the e-forms are filled in and submitted to the Workflow, the information submitted (text, images, signature, audio recording or other) can be used to create additional documents, update customer systems or carry out other actions, all through the use of the automation tool.

Key Features

- Mobile application
- Offline library
- HTML form and offline data validation
- Wireless printing
- Web Admin Panel
- Home screen to manage repository, users, user groups, documents and other parameters
- White label to enable application branding
- Workflow automation, to and from the mobile application with PlanetPress
- File sending with multi-media content
- Online and offline modes
- Icons to visualise document's status

Key Benefits

- Online and offline capabilities
- Automated return of documents
- Multimedia attachments
- Branding opportunities

SOLUTIONS

Proof of Delivery

Value Proposition

Capture OnTheGo is an e-forms solution that allows field service agents to carry their forms without the need for paper copies.

Client Employee Size

- Mid - Large

Typical Applications

- Collecting signatures
- Collecting and editing multimedia deliverables (pictures with annotations, audio recordings, video recordings, etc.)
- Onsite form sending

captureonthego.com

OL® Connect Send

Intuitive Print Management, SME and Enterprise option

OL Connect Send is a solution that is easy to implement and use for desktop job submission and print consolidation.

It allows print facilities to increase their volume by capturing both recurring transactional communications and ad hoc mail from their customer's desktop and consolidate it in a high-volume, high-speed print production workflow.

Print Service Providers (PSPs), as part of a customer account, can distribute the OL Connect Send driver to their customers who then simply print as usual and get an interactive preview for validation and approval. The print job is sent to the OL Connect server where the PSP can manage and process the job and put it through the mail.

Key Features

- Compresses PostScript files during transmission to minimise bandwidth
- Launches the user's default browser to display web content produced by a OL Connect server
- Database containing domain, workstation ID, document information and page count information
- SysTray confirmation for job transmission

Unlicensed mode (Free to use)

- Non-interactive job submission
- Allows non-interactive printing over the Internet

Licensed mode

- Interactive job submission possible
- Can be licensed in User mode so that specific users (domains/workstations) can print and receive an interactive web page during the job submission process. The number of jobs that can be printed is unlimited.
- Can be licensed in Credit mode so that any user can print from anywhere and receive an interactive web page during the job submission process. In this mode, OL Connect Send requires credits, which are reduced after each job is received by the server.

Key Benefits

- Get more customers by offering solutions that are attractive to a wider range of companies, from SMBs to large enterprises
- Ability to upsell to existing customers with a new offering
- Increase print and mail volume for the facility
- Mitigate production downtime
- Run printers 24/7
- Make the most of your production printer
- Eliminate the hassle of processing Ad Hoc print
- Only receive pre-approved print jobs
- Increase efficiency
- Increase your margins
- Facilitate job submission for your customers

SOLUTIONS

Outbound Mail

Ad Hoc Mail

Value Proposition

OL Connect Send is a solution for ad hoc mail consolidation that allows print service providers to drive more print and mail volume into their business. For medium to large B2B print facilities with mail rooms, OL Connect Send collects print jobs from any location, captures important information and delivers to the print service provider.

Modules

- Non-interactive
- Interactive

Client Employee Size

- Mid - Large

Typical Applications

- Collecting signatures
- Collecting and editing multimedia deliverables (pictures with annotations, audio recordings, video recordings, etc.)
- Onsite form sending

olconnect.com/ad-hoc-mail-consolidation

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