Navigating the Future:

A Guide to Empowering Your Organization with Print MIS/ERP

eProductivity Software

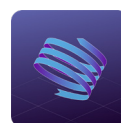# How to keep your business running today & in the future

In the dynamic landscape of printing, staying ahead is not just an option; it's a necessity. This eBook is your compass, offering insights, success stories, and practical tips to navigate the path to a Print MIS/ERP-equipped future. **Are you ready to empower your organization and revolutionize the way you approach printing?** Dive in and set sail for a future of efficiency, growth, and success.

The eProductivity Software Midmarket Print Suite can adapt to your business while handling your complex workflows. It will take your business to the next level by enabling you to:

Access your
Print MIS
anytime,
anywhere

Have flexibl
integration
capabilities

Collaborate
across
departments

Help you scale
in volume &
product

Improve
visibility into
your business

Access your
Print MIS/ERP Anytime, Anywhere

Digital transformation is no longer a nice-to-have, it is a necessity for businesses who want to ensure business continuity, regardless of market conditions or global events. In addition, digital transformation enables companies across the globe to keep pace with workforce and consumer expectations. Any time, anywhere, any device access to business technology and systems is a cornerstone of digital transformation.

Having a browser-based print workflow solution is the key that unlocks your ability to provide complete access from any device is essential to ensuring your jobs are running and on time, while maintaining key business practices.

In addition, your customers should be able to quickly and easily submit job requests through your online presence. Being able to order online, submit work, and receive estimates electronically will streamline processes and ensure your customers stay up to date on their requests.

Key considerations

- Ensure all applicable departments have network access, regardless of location.
- Consider vendor hosted options to remove IT headaches and allow your employees to focus on their work responsibilities.
- Keep your system updated to the latest component versions and take advantage of all the new security protections and functionality

Tips

- Ask your vendor for a software/workflow audit to help identify potential gaps in automation and pinpoint areas of improvement.
- Understand what portions of your business allow for remote access and ensure employees are trained on using those systems, even if they are outside the office.
- Ask for a demo on a mobile device so you can see what access looks like across multiple points of access.

> **Our business has changed a lot, we've gotten into several different businesses... what Pace and ePS has allowed us to do is bring all of those technologies under one virtual roof, allowed us to grow our business and scale our business and have good visibility into all those pieces and parts and how they relate to one another.**

DENNIS RIGGS
Owner, Promotional Spring

Collaboration across
Departments

A browser-based print workflow solution allows your team to communicate regardless of location.

Not only does a system providing end-to-end workflow allow communication for job and customer data it also allows employees in different departments to stay up to date on status and priorities for real-time decision making.

Using an integrated system seamlessly allows information to move back and forth between departments while removing human touch points and error.

When face to face contact is not an option, collaboration is still possible, providing your team the ability to communicate quickly and easily.

Key considerations

- A digital dashboard, or workbench, will provide your employees a customizable glimpse of their day to ensure important tasks remain a top priority.
- Integrated solutions, like accounting, allow your team to learn one system and ensure information flows back and forth where and when it's needed.
- Browser-based systems provide immediate visibility into a job's status and employees can communicate efficiently, ensuring jobs move unencumbered throughout the workflow.

Tips

- Understand the customization options available in your system that can tailor your print workflow solution to your specific business, and ensure employees have real time access to the information they need.
- Ensure your team understands how each piece of the workflow can be accessed remotely an how to communicate with each other, regardless of where they are located.

" **With Pace, we have better insight into the costing of our jobs. Previously, we bucketed it all together for a job, but now we have a really clear picture of the labor, the materials, the ink pricing going into the job. Since all the products communicate so well together with our ePS system, we can see the different inputs that are going into a job and know exactly where we stand for profitability. And we can communicate that clearly to our staff and our customers. "**

SHANNON ULRICH
Partner, Pro-Screen Inc.

Visibility into
Your Business

It is essential for a successful business to review information and view the production floor in real-time Making accurate decisions for streamlining production, understanding equipment efficiency, throughput, and material usage will ensure workflow success and drive efficiency; being able to have insight into your business will ensure you are profitable for years to come.

A system allowing you to dissect information such as total sales, what projects and jobs are most profitable, what jobs are least profitable and the customers who order them, total cash flow, and much more will provide you with strategic insight needed to take your business into the future.

Knowing and having this information visible provides the foundation you need to quickly pivot, change, and adapt to market and customer needs.

Key considerations

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" **Visibility into the production process is very important. Before we implemented the ePS Midmarket Print Suite, we spent too much time inquiring about job status. Pace is now the brains of our workflow instead of working with a group of standalone systems. That enables us to quickly get a status of each individual title within a print on-demand order. It's already made a huge difference in our workflow and that will only improve moving forward..** "

DIXIE SHAFFER
Director of Pre- Manufacturing Services, Books International

Scale in Volume and **Product Offerings**

Just as the printing market changes over time, so does your business.

Growth, adaption, and flexibility are the hallmarks of successful businesses and you need a print workflow solution with the ability to keep pace and scale with your changing needs.

Most printers today have expanded their product offering in order to maintain profitability, retain customers, and improve overall customer experience. Provide your customers everything they need for a positive experience and remain lifetime partners.

Finding a software solution supporting your agility with dynamic market trends allows you to quickly adapt while maintaining print production stability.

Whether your business is growing in volume or product offerings, a scalable and flexible workflow solution to matching your growth potential will ensure your business' longevity.

Key considerations

- When looking at print workflow software, consider your current and future needs. For example, where do you see your business in 5 years? How does the software purchased today fit into your 5-year plan? Purchasing for today and the future minimizes future implementation time and learning new components. Often, 'growth' modules can be utilized to some extent on a small scale to increase overall ROI.
- Ask your vendor about future R&D efforts. You want to ensure they are committed to continuous improvement and maintaining product stability.
- Understand how vendor customer support works. Many large software providers have global support teams allowing 24/7 access when needed.

Tips

- Ask what components are part of the core system and what add-on modules are available.
- Ask about implementation requirements for each component so you understand the time commitment to achieve the results you are seeking.
- Be ready to devote the necessary time to implement, learn, understand, and use your software. Software is powerful, but you must commit time to achieve the best results. If a team is necessary, establish component or process champions as subject matter experts, continuously learning and improving the product.

❝ Our strategy is 'simplify and automate,' and ePS Midmarket Print Suite is a central part of that-and a very big player in our workplace. We have grown 36% in the last four years with 20 fewer employees, and we can attribute a significant portion of that to our portfolio of ePS solutions.and our customers. ❞

KIRK SCHLECKER
President, Heeter

Flexible Integration
Capabilities

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Key considerations

- A software system supporting multiple sites while providing a single source of data, allowing for all sites the accessibility to the whole dataset for intelligent business decisions
- Ask what what types of products are easily handled within your print workflow solution to ensure maximum efficiency throughout your product portfolio.
- JDF/JMF is used between vendors to standardize communication throughout the workflow between devices
- Shipping is an essential part of the print workflow process; being able to manage shipping from a single source will allow you to streamline tasks and ensure efficient processes.

Tips

- If multi-site is a needed feature, be sure to ask if this is part of the core system or an add-on feature.
- Ask to see a demonstration of how different product types are handled in the system.
- Ask vendors who they integrate their products with and understand the level of functionality.
- Does the system provide a single source of truth for shipping and is that information communicated back into the print MIS to automatically update job and customer records?

❝ We are looking for the next opportunities for automation. We have a lot of versatility with the Midmarket Print Suite and can expand with the Pace API. We can write any script, set it to any trigger within Pace, and have it pull information, read it, update it, and push it back. We are already looking at ways to simplify the UI and increase automation and efficiency. ❞
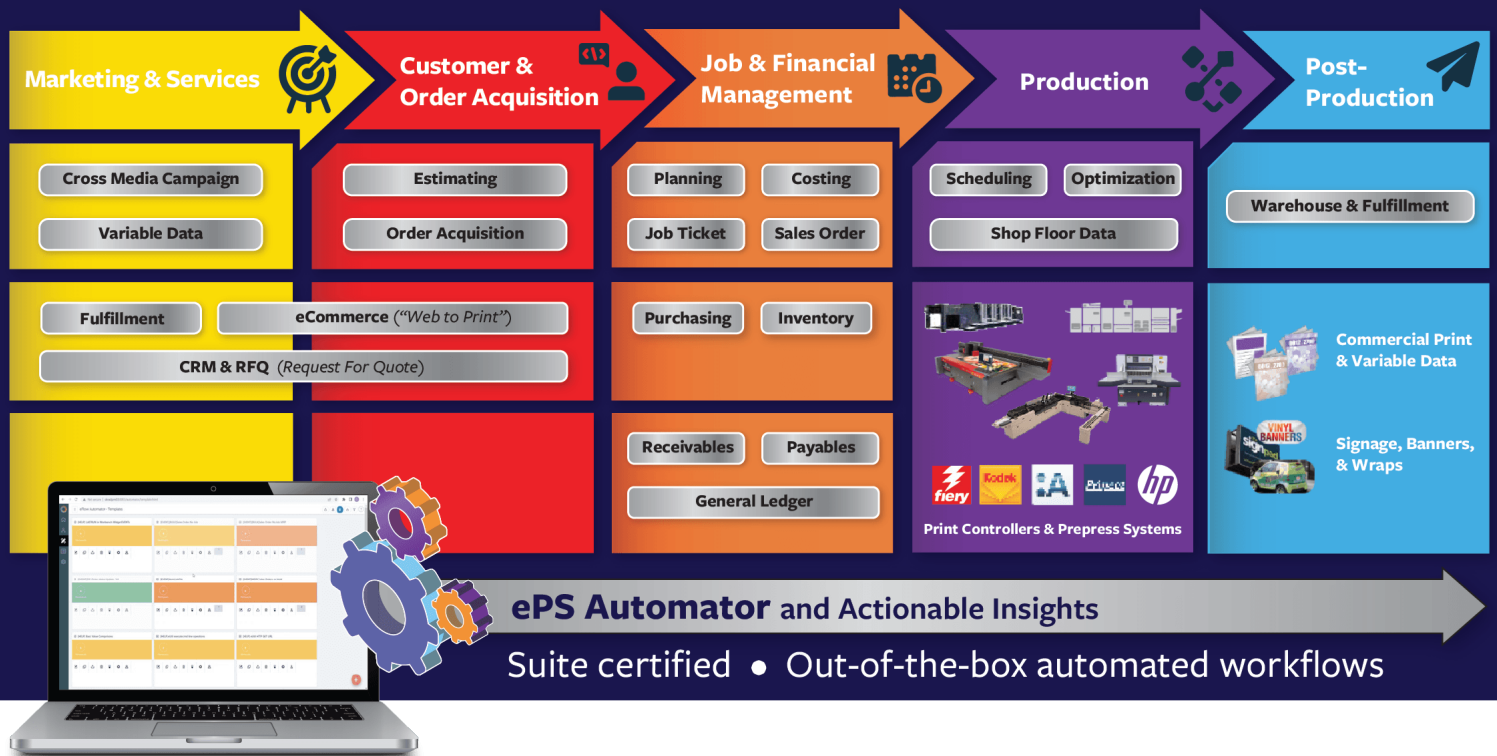
ALEX SMITH
MIS Solution Architec, AZPRO

Midmarket Print Suite **Ecosystem**

Print ePS

Ecosystem

Marketing & Services	Customer & Order Acquisition	Job & Financial Management	Production	Post-Production
Cross Media Campaign	Estimating	Planning / Costing	Scheduling / Optimization	Warehouse & Fulfillment
Variable Data	Order Acquisition	Job Ticket / Sales Order	Shop Floor Data	
Fulfillment / eCommerce ("Web to Print")		Purchasing / Inventory		Commercial Print & Variable Data
CRM & RFQ (Request For Quote)		Receivables / Payables		Signage, Banners, & Wraps
		General Ledger	Print Controllers & Prepress Systems	

ePS Automator and Actionable Insights
Suite certified ● Out-of-the-box automated workflows

We understand that once you install the software, you have only begun your journey, installation is never the end. Things happen, and systems can have issues. Partnering with a company that will walk with you through challenges and issues is essential.

The ePS Midmarket Print Suite's overarching objective is to fuel sustained growth while simultaneously optimizing costs across every facet of the workflow – from business acquisition to pre-production, production, and finally, delivery through certified end-to-end workflows.

This suite empowers your businesses to:

- **Cultivate new revenue streams**
- **Enhance response times and boost throughput**
- **Eliminate unnecessary costs within the production process**

From order capture to the seamless execution of shipping and receiving payments, the Midmarket Print Suite excels in reducing human errors, amplifying efficiency, slashing throughput time, augmenting profitability, and ensuring customer satisfaction that keeps clients coming back for more.

Midmarket Print Suite™

eProductivity Software

eProductivity Software is a leading global provider of industry specific business and production software technology for the packaging and print industries. The company's integrated and automated software offerings and point solutions are designed to enable revenue growth and drive operating and production efficiencies. eProductivity Software is headquartered in Pittsburgh, Pennsylvania with offices worldwide. With over thirty years dedicated to delivering best-in-class technology to the packaging and printing industries, it is the company's deep held philosophy that eProductivity Software succeeds when its customers thrive. For more information reach us at **contact@epssw.com.**

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Empower. *Evolve*. Excite.