



Intelligent prepress solutions

by Blanchard Systems, Inc



Solutions for:

Presented By:

About Blanchard Systems



Blanchard Systems, Inc. is a computer systems integration company and value-added reseller working exclusively within the graphic arts industry. We deliver turnkey integrated solutions of digital prepress systems including hardware, software, system configuration, installation and training.

At Blanchard, we deliver the solutions that improve efficiencies, increase utilization and maximize the return on your investment. We know the only way to accomplish this is by starting with proven solutions that are created with a solid foundation.

With our expertise and extensive experience in prepress production, we developed that solid foundation with Vortex, our own system of integrated solutions, by combining best-of-breed components ...from workstations and servers to turnkey systems that automate workflow production.

Every Vortex Prepress system is engineered to eliminate bottlenecks and increase production efficiencies and built on open standards to ensure each solution is scalable, infinitely flexible and fully adaptable to meet your requirements into the future.



■ **Automated workflow solutions**

The heart of our total solution is workflow automation. We deliver a simple to use solution for every predictable and repeatable process in your prepress workflow, from preflighting to trapping and proofing. And, our solutions are device and file format independent to ensure that you can take advantage of future products and technologies.

■ **Preflighting**

Automating your preflighting is invaluable for getting the most out of your automated workflow. It reduces waste of resources, eliminates errors and saves time during production.

■ **Trapping**

Integrating DALiM's LiTHO software With a Vortex workstation, editing traps and making last minute changes to PDF files is a snap. LiTHO's comprehensive set of editing tools combined with its highly sophisticated trapping engine, gives you the ability to make precision edits effortlessly. Now your staff can be trained on one application for modifying customer provided files.

■ **Color proofing**

Combining hardware and software that can integrate, manage, and adjust color in a production system automatically has long been an important prepress goal. The Vortex Color Proofing Solution delivers the most accurate proofs in the industry (within $\pm 1\Delta E$ tolerance on each color swatch), on the most common Ink jet printers available today.

■ **Storage Area Networks (SAN)**

As it becomes more difficult to manage the increased demand of larger files as well as keeping up with performance requirements, centralized storage management is becoming a necessity. Blanchard has developed a Vortex SAN solution using the latest storage technologies for consolidating, sharing, and protecting and managing mission critical data. Our solutions effectively manage and utilize storage requirements while simultaneously improving performance and response.

■ **File Sharing System**

Vortex file sharing system is a powerful workflow productivity tool that solves network bandwidth problems and shortens project timelines by allowing heterogeneous clients to share files over the SAN.

VSFS delivers high performance because it presents data to each client in its native format without any file conversion overhead. VSFS easily manages multiple clients with multiple host-bus adapters and multiple SAN arrays; it also supports user configurable striping and partitioning for optimized performance. All data is available directly between clients and storage arrays, completely eliminating the need for dedicated storage servers. New storage arrays and clients may be added to the switched fabric quickly and easily without the burden of new server administration.

■ **RAID**

At Blanchard we understand how important it is for you to have access to large quantities of large sized files. We also know that an effective storage management system must be reliable, have scaleable capacity and deliver peak perform. Vortex solutions are the optimal storage management system.

■ **Backup and Archiving**

Blanchard's Vortex Back up and archival solutions are designed to be highly reliable and infinitely flexible for seamless expansion. Each backup and archival solution is designed to provide you the solution you need today with the scalability to keep up with your future growth, eliminating the need to architect a new solution.

■ **Asset Management**

Pictures, logos, files, pages and advertisements are stashed on different servers and work stations. You need access to a file from eight months ago. Where is it? Some are on a PC others are residing in a UNIX server and the rest are in a folder on your graphic artist's MAC. Vortex integrates a feature-rich Content Management system that, allows you to catalog and manage your digital assets in a cross-platform environment for quick and easy access to those assets.

■ **High-speed digital file delivery**

As file sizes become larger and more people are working from remote locations, the ability to send and receive those files for everything from client revisions to final proofs is a necessity today. You need a fast, reliable digital file delivery solution that is easy to implement. With our "open systems" philosophy, we offer a solution that enables anyone with an Internet connection to send files and folders to any other user who has a current browser and email address. Our solution helps you lock in your customers.

■ **Training**

You can spend an infinite amount of money on the best, most flexible and scalable systems' solutions to meet your needs into the future, but there is nothing more valuable than proper training. In fact, training is your best investment. It is the only true investment that you can make today that increases in value over time. And, although hardware may depreciate, the proper training where one understands how to most efficiently use the system designed, can squeeze more value from your hardware and software purchases. That is why we at Blanchard take training very serious. We offer continuous training from basic levels to expert levels and include on-going workshops.

■ **Technical Support**

Blanchard supports every solution we deliver by enhancing the Manufacturer's support agreement. You have the option of choosing the support terms that fit your needs. From an eight hour, five day a week plan, to 24 x 7. When support is required, all you have to do is call us.

Analysis and Evaluation

If we are to be able to formulate an intelligent integrated solution for you, we need to keep up with the latest technology and field-test it on a constant basis. We not only assemble, test and benchmark complete systems for performance at our technology lab in our corporate headquarters in New Orleans, LA; we also ensure that product upgrades will not have an adverse affect on any of your production systems. Once we complete our testing, we prepare a report about upgrades for you and make recommendations about how these changes will affect your production.

Our evaluation process includes auditing your existing systems, carefully assessing your current requirements, defining all of your parameters and evaluating any legacy systems in order to recommend to you the best possible solutions for optimal performance.

We begin with an onsite visit, conduct a workflow audit, inventory your hardware and diagram your current workflow. We interview operators, managers and customer service reps to understand the problems they face on a daily basis. We work closely with you through your most demanding problems and test challenging workflow scenarios in order to arrive at intelligent integration and workflows that will make your shop more efficient and productive.

After careful examination and analysis we construct efficient processes and determine the correct hardware and software to form a strong systems foundation. In some cases it may only involve a simple tune-up of existing hardware and software; in other cases it may require a complete system overhaul. It depends entirely upon your current workload and anticipated needs. This process enables us to create a strong professional relationship with all of your technical personnel. We form a partnership and become a logical extension of your in-house technical resources.

Installation and Integration

Our team travels to your facility for systems integration and installation. We work alongside systems managers and operators to make sure all software and hardware perform as anticipated. We run system checks every step of the way and then test it again after installation to make sure the system is 100% functional. Only after both of us are satisfied with the system's performance do we begin our onsite operator training and ease your transition into the new technology. By working on actual jobs, you can then learn its new system's capabilities firsthand.

Service and Support

We understand the importance of having a comprehensive system for handling customer problems. Our customers have only to contact our Help desk and give all of the information pertinent to the problem they are having. Our support engineer logs all information into our database, generates a case ID and then initiates extensive searches in our knowledge base to establish whether we have previously established a resolution to that particular problem. If not, our support engineer forwards the case to one of our service engineers, who contacts the customer to resolve the problem and creates a log of all progress. That log is then forwarded to a support engineer to be entered into our database. Once we resolve a client's problem, we then initiate follow-up within seven days to ensure that the resolution was satisfactory and no other issues have developed.

Testimonials

Brown Printing	<p>"We selected Blanchard Systems because we needed somebody to help put the whole package together. Someone to help show us proven technology that works." "Blanchard is one of the only prepress integrators who can talk knowledgeably about both SANs and workflow." --Scott Borhauer Central Imaging Manager</p>
JK Creative	<p>"Many other solutions required us to adapt our workflow to how that system operated, and not all were capable of running our equipment," Says Mike Nobis, jk Creative Printers' president. "Blanchard systems helped us refine our approach to providing quality prepress services."</p>
Integer Group	<p>"We have been very impressed with the level of attention that Blanchard Systems has given us." --Barry Marler, Director of Imaging and Prepress</p>
Hatcher Press	<p>"Blanchard Systems provided strong service and support during installation of the system." "Not only have we been impressed with the workflow, but Blanchard made the integration of our newest workstation – a Linux –based system – an easy addition to our already busy production workflow." ---Ron Barnett, EPP Manager.</p>