

CORPORATE OUTPUT MANAGEMENT

Lower costs and optimize business processes –
through company-wide standardized
printing and distribution.

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THE SUCCESS ...

... of a business depends directly or indirectly on its ability to transfer various documents from their sources to its customers, suppliers, employees and other parties. These documents must not simply arrive, they must arrive at the right place and time, in the right form, and also provided in the right version.

As long as everything runs smoothly, hardly anyone gives a thought to output management. But what happens if your stakeholders are sent inaccurate documents, or none at all? What happens if your Helpdesk is overwhelmed or your printing costs go through the roof?

The myriad of system environments, applications, data and paper formats, devices, and document types which exists in most businesses and grew together with the business, complicates the secure and efficient output of documents. If cost should also play an important role, a corporate output management

solution is the only alternative. But what is that, exactly?

The term corporate output management encompasses all the demands and obstacles that come with the company-wide distribution of your documents and information. Our Corporate Output Management solution makes this easy.

SEAL Systems' centralized Output Management System ensures the secure, efficient printing and distribution of your documents..

This brochure gives you an overview of the function and potential of corporate output management, and shows you how your company can profit from the fusion of its document output and distribution processes.

*Sincerely, Johannes Hesel,
Head of Corporate Output Management*

WHAT IS CORPORATE OUTPUT MANAGEMENT?

What can Corporate Output Management do?

Corporate Output Management encompasses all questions, requests and problems concerning the company-wide distribution of documents and information under the term. And: we have developed a system that merges and handles all of your print and print-related processes within one single system.

Our system elegantly integrates your company's many application formats, forms, printer languages, drivers and operating systems. It can handle the electronic distribution and output of all information and documents – to all destinations inside or outside your network.

Users and administrators also profit from a series of additional control, processing, and interface features. With our Output Management platform, these allow not only all processes to be handled over one system, but also more efficiently, working in synergy with other systems.

You may optimize your output processes with a large number of additional features for all areas of your print infrastructure and processes.



Our Corporate Output Management system allows the processing of all your business applications' data formats (SAP, Windows and Office, terminal servers, PLM and CAD, smartphones and tablets, web applications, digital archives and DMS), and a smooth, optimally controlled output over all output channels.

Does your current solution do this?

Many companies invest significant resources in the establishment and maintenance of a cohesive print network of systems and applications, output devices, and software solutions for individual tasks and process steps. As the company grows, so do these net-

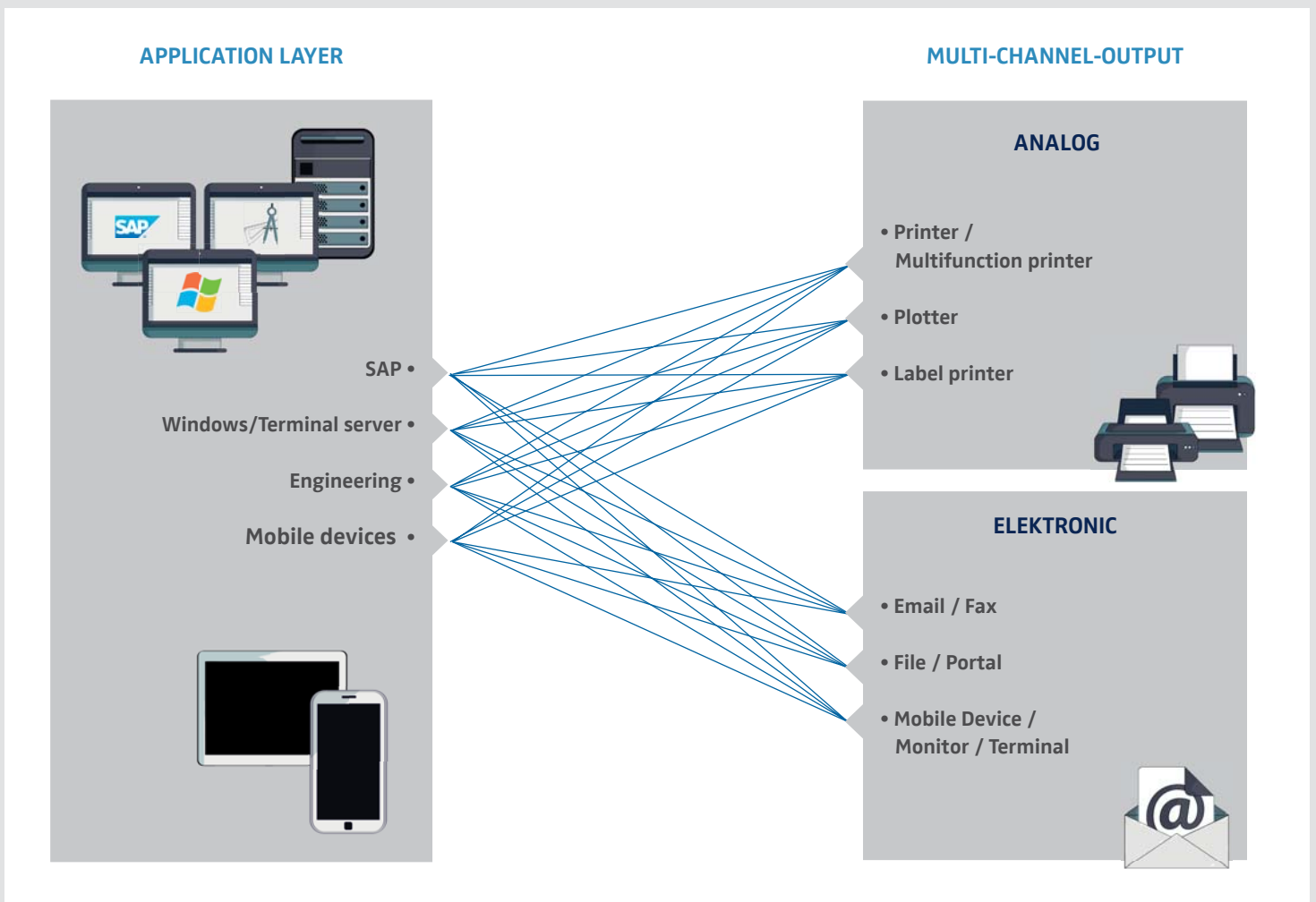
works, often augmented with single solutions. Such “organically grown” output networks have many weak points and potential for improvement which can be quickly recognized if the following questions are asked:

- ❓ Is the delivery of all printing jobs guaranteed?
- ❓ Is the status of all output processes transparent for administrators and users? Does commissioning a new printer involved a lot of work?
- ❓ Do printing jobs sometimes go missing?
- ❓ Do the same manual preparations and corrections always have to be carried out?
- ❓ Can your business processes be blocked by a printing disruption? And how quickly will it be noticed?
- ❓ What about forms, application formats, print formats and printer languages? And what about failure safely and load distribution?
- ❓ Is delivery of the entire output process secure?
- ❓ Do manual tasks (like rearranging documents) have to be done? Can administration or accounting be done centrally?
- ❓ Does your fleet of devices have a systematic fleet and incident management?
- ❓ How about manufacturer-independent solutions (like exchanging devices)?
- ❓ And what about the connection to mobile devices? Can your employees print from their smartphones or tablets?
- ❓ Is your output system a patchwork of single solutions



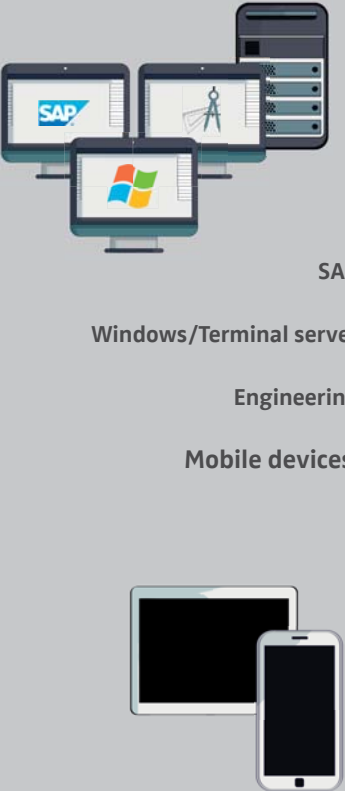


Most older print infrastructures are inefficient



Our Corporate Output Management platform manages all your company's output processes

APPLICATION LAYER



- SAP •
- Windows/Terminal server •
- Engineering •
- Mobile devices •

MIDDLEWARE

OUTPUT MANAGEMENT
generic data processing - conversion - spooling - output control and monitoring

ADDITIONAL FUNCTIONS

- Administration + Monitoring
- Security + availability
- Accounting + Controlling
- Document preparation
- Secure + Pull Printing
- Rule-based job distribution
- Printer management
- Publishing
- Forms management

MULTI-CHANNEL-OUTPUT

ANALOG

- Printer / Multifunction printer
- Plotter
- Label printer



ELECTRONIC

- Email / Fax
- File / Portal
- Mobile Device / Monitor / Terminal





Advantages

+ Faster, easier, more stable. And more cost-efficient.

An output management system does more than simplify, stabilize, accelerate print processes and make them more cost-efficient for your business. It can take on a crucial role in the optimization of whole business processes connected to document distribution and output.

+ Support for your support.

Modules for device and driver management as well as device and job monitoring revolutionize your administrators' and your Helpdesk staff's printing work. Significant savings and more efficient work in support cases are guaranteed.

+ Reduction in IT complexity.

Our Output Management System takes over all print tasks previously done over a string of single solutions, manufacturer-specific products and self-programmed solutions.

+ Always available.

Corporate Output Management's sophisticated load distribution and failover mechanisms guarantee permanent availability of all critical output servers and devices.

+ Systematic optimization of your entire document output.

An output management system delivers complete and detailed input for your accounting, incident, asset and fleet management systems, and creates a previously unachieved cost transparency for all your company's print processes.

+ Promotion of Green IT.

With electronic distribution, cost and use-specific printer configurations and secure & pull printing, you significantly lower your company's paper consumption. Successful fleet management allows for an optimal use of your fleet of machines.

+ Independence from hardware manufacturers.

You have all of the advantages and features of a COM platform adapted to your system environments, independent of your machines' models and manufacturers. Reduce single solutions and being tied to expensive exclusive contracts with manufacturers, and protect your investments.

WHATS IS CORPORATE OUTPUT MANAGEMENT FOR SAP?



Are the standard functionalities of SAP print output not enough? You'd like to integrate, with just a few clicks, a complex output device landscape consisting of workstation printers, multifunction devices and digital distribution processes over a central output management system, and make this available to the entire SAP system landscape? And you'd also like to centrally control, monitor and trace all your output processes?

Our Corporate Output Management System ensures a device-neutral, secure and consistently transparent distribution of documents and information from SAP for all users and administrators. We create the connection to diverse output channels (print, plot, electronic) over a standardized interface (BC-XOM) for you, for all forms of correspondence. With SEAL Systems you can handle your entire print and print-related SAP processes over one single system and also enjoy integrated advantages such as document processing (stamps, bar codes, etc.), form management, and more.

We can also provide you with specific business process solutions (SAP process printing) and conversion solutions for your SAP applications.



Is the process used to create your forms time-consuming and inflexible?
Printed forms don't look the way they should?



Is printing forms and documents with different character sets giving you a headache?



Is your printer using cost-intensive additional modules to create bar codes?



Is setting up new printers, deploying them in the individual SAP system environments and managing them across locations cumbersome and time-consuming?



Your SAP print output isn't transparent?
Important document processes can't be carried out?

What does Corporate Output Management offer?

For every company which uses SAP and which would like to optimize its output processes, our Output Management for SAP provides many worthwhile advantages, significantly easing the everyday work of your business:

- + More transparency – print order tracking from application to desired output channel. (See the status of your print order at all times)
- + Create bar codes without expensive add-on modules
- + Print from SAP forms with different country-specific character sets
- + Avoid the time-consuming, inflexible creation of forms
- + No more individual printer setup in different SAP system environments
- + Reduce your application server load by outsourcing your print processes
- + Highest security levels for distribution of confidential data and documents
- + Central integration of all locations into one single output management landscape
- + Avoid laborious monitoring of your output devices



SAP Process printing:

All business process documents in one package with one click, directly from SAP. With release of orders, SAP forms and documents from one business process, such as "Production Order" or "Order", are collected, sorted, prepared according to compliance requirements, and issued to their proper destination in an automated and rules-based manner.

WHAT IS CORPORATE OUTPUT MANAGEMENT FOR WINDOWS?



Are countless different print drivers causing in-transparency and chaos?

Who uses Corporate Output Management for Windows?

A disparate printer landscape with a multitude of different printer drivers causing you stress? Does the manufacturer's universal driver really cover all the types and models in your infrastructure? Is the integration of terminal servers and home office environments not without its own problems?

We have the solution!

SEAL Systems's Output Management Engine uses Windows MasterDriver, which was awarded the Initiative Mittelstand IT Innovation Prize. With it you can handle your entire analog and electronic Windows print processes over just one driver. You can create transparency in your output processes, and profit from its additional features: We guarantee you failure safety, and allow encrypted and compressed data transmission and manufacturer-independent secure & pull printing. SEAL Output Management can replace your existing Windows print server. This saves you money!

Our Output Management Engine is a sensible solution for every business that would like to lower the costs of print output and infrastructure management under Windows, while remaining independent of proprietary solutions from individual manufacturers. It likewise offers valuable benefits to every administrator who must deal with driver management and troubleshooting, and for every user for whom smooth and easy printing from Windows is an important foundation of work..



Have you been forced to adapt your output processes to a printer manufacturer?



Must sensitive data be protected from unauthorized access in the company network?

WHAT IS CORPORATE OUTPUT MANAGEMENT FOR ENGINEERING?



Want to electronically distribute engineering documents in Industry 4.0?

You'd like to distribute complete component structures from your PLM/PDM systems, automatically and transparently? Would you also like to enhance these documents with meta data, stamps, bar codes, directory of contents, cover sheets, etc., in order to guarantee a secure document marking and control?

Our Output Management System offers you the functionality of an automated and related document distribution for Teamcenter, SAP PLM, and many other PLM/PDM systems (Windchill, Enovia, Keytech PLM, Profile, etc.) You specify which documents and drawings are to be collected, provided with additional information, and distributed analog or electronically. The benefits: no more incomplete and faulty documents in engineering processes!

What can corporate output management do for engineering?

Our Output Management System is often used for the following challenges:

- + Automated, secure and transparent document and information distribution from engineering applications
- + Electronic document and information distribution in Industry 4.0
- + Process integrated outside processing and scaling
- + Individual document marking and control through stamps, watermarks and meta data;
- + Creation of technical documentation, manuals, etc., with one click
- + Through publishing conversion and long-term archiving of engineering documents
- + High-level security in the distribution of confidential data and documents



Your production uses outdated, incomplete or faulty documents for its manufacturing process?



Do you want the current status of your engineering documents in circulation to be clearly displayed?

WHAT IS CORPORATE OUTPUT MANAGEMENT FOR MOBILE PRINTING?



Is mobiles printing safe?

More and more companies are replacing their laptops with tablets, and rapidly integrating smartphones as well. However, more than 70% of all mobile users admit that they do not print over their devices, because either the device or the printer does not support this function. With “mobile printing”, we mean the printing of documents, photos and email attachments directly from the mobile end device to any printer in the network – transparently, secure, and device-neutral.

Nearly all types of documents (PDF, TIFF, JPG, WORD, EXCEL, Powerpoint and other Office formats) can be printed with our app for mobile printing. The same applies for the printing of emails.

We offer our mobile app for Android, iOS and Windows Phone. All company printers can be controlled through it. This manufacturer independence guarantees long investment security!

SEAL Systems’ mobile printing solutions are secure! Your data is consistently encrypted for transmission from mobile device to printer. After your registration, an authentication is carried out using tokens, so that no passwords must be stored locally on the mobile device. The printing data stays in your own network – either over Wi-Fi or VPN. Missing devices can be locked to prevent further access to print infrastructure.





ADDITIONAL FEATURES



Secure & Pull Printing

Secure & pull printing is an output process over which the printouts are not done on the selected printer immediately with the print process. Instead, these are held until the user is identified by the printer and the job is authorized. Identification to the printer can take place either over PIN entry, company ID or card reader, or else over a mobile telephone by scanning an RFID tag or a bar code.

Printer management

With SEAL Systems Printer Management, all connected output systems are maintained in a central database. New printers can be quickly and easily added to the printer database over a web interface. Synchronization with all desired system environments consisting of SAP, Windows and other SEAL output management systems can be done with one click. A continuous, automated matching is carried out from the printer database to the system environments.

Administration + Monitoring

SEAL Systems allows administrators the clear presentation and monitoring of all output requests, devices and

their operating circumstances, from just one cockpit. The devices of all manufacturers, brands and models can be integrated into this system. No matter the location of the output device, you can keep an eye on all operating circumstances and can directly remedy malfunctions without having to search. This not only applies to analog output but also for the electronic distribution of your documents and files.

Forms management

Together with our partner Cartago Live, we offer an XLM-based form management system which makes the consistent division of content and layout of business information possible. Your forms can be created and maintained in both centralized and decentralized ways, and are available to all users after authorization. At the same time it is guaranteed that the right layout is used automatically and the forms are dispatched to all printers identically, even if these were defined just once. With our partner MINDFORMS, you have the greatest form development team in the German-speaking world at your fingertips for technology-independent form processing and development on the basis of SAP tools.



Security + Load balancing

Integrated encryption and compression mechanisms in our Output Management System protect your data from unauthorized outside access, as well as from inside your company network. Large amounts of data can be compressed for transferral, so that a faster exchange of information is possible. Decryption and decompression take place in the target destination's local network or directly in the output medium. Through the intelligent multi-server architecture from SEAL Systems, we create optimal load distribution and failure safety, as well as maximum print output.

Integrated conversion

Our Output Management Engine takes generic data from SAP or Windows as well as documents from DMS and PLM solutions or from mobile clients, and generates PDF or PDF/A if an electronic distribution is desired, or the right printer code if paper is used.

Rule-based job distribution

Rules for printing are entered to determine for example which printer, whether duplex or simplex, color or black and white. Our rules-based job distribution is especially beneficial if applications (SAP, host printing, self-

developed solutions) are involved which do not offer a definition of print parameters. Or if you would like to override your employee's settings, to save money (for example, duplex printing for all). With our Rules Manager, sets of rules can be illustrated without a programmer being needed for every rule adjustment.

Accounting + Controlling

Our Corporate Output Management Engine records all important information about a print process: when does an order enter the system? Where did it come from? Who initiated the task? How long did it take? ... All this information can be exported into accounting files. The information is provided in a CSV file which can be easily viewed and edited in EXCEL or BA applications.

Publishing

Create manuals. Generate product information. Compile replacement catalogues. Create operating instructions. Publish test reports. How it works: Data and files are automatically collected, structured, converted, transferred to their desired layout and compiled into a new document.

SEAL SYSTEMS ...

YOUR EXPERTS FOR CORPORATE OUTPUT MANAGEMENT, CONVERSION & PUBLISHING

Looking for software solutions to make the creation, management, and distribution of documents easier and more secure?

You've come to the right place!

SEAL Systems is a leading international provider of software solutions for the distribution of information and documents. Since 1981 we have been helping businesses to connect ERP, Windows terminal servers, engineering systems and mobile devices with their output devices, company-wide and across location, hardware and software. We now have nearly 100 employees working to help you meet your individual demands quickly and on target. SEAL Systems has three locations in Germany, and several subsidiaries in North America, Australia and France. We achieved profits of € 13.6 million in 2015.

As long-term SAP partner, SEAL Systems provides intelligent solutions for SAP business processes such as print and distribution processes for documents and files stored or managed in SAP. We are also experts in data conversion: Before Output We convert your docu-

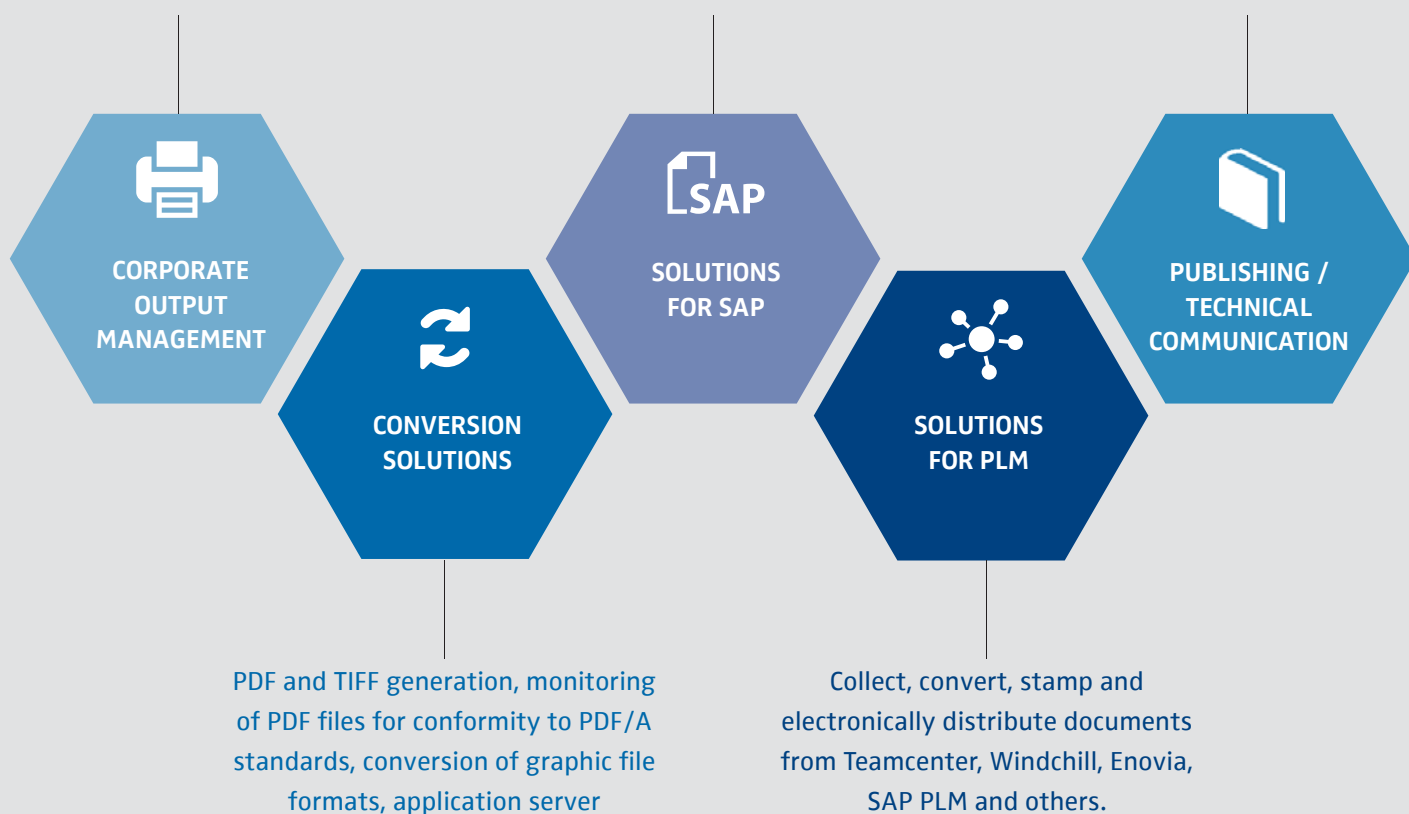
ments from their numerous input formats into uniform standard formats for long-term archiving, into universally usable view copies, or into digital, easy-to-reproduce print versions for your output system. If a larger amount of data is to be condensed automatically into a result file with navigational aids, for example for manuals, product information, replacement parts catalogs, operating instructions or test reports, our publishing system is a convenient solution.



Company-wide printing and distribution from ERP, PLM, CAD systems, Windows and terminal server environments. All formats, all devices.

SAP spool printing, document input management, document output management, conversion server, process-oriented document distribution.

Create documentation, manuals and product information automated directly from SAP-DVS and SAP-PLM.



BENEFITS

User

„I only want to print!“



Print from all applications
with one click

Controlling

„Cost driver and control“



Accounting and Controlling

OUTPUT MANAGEMENT (PLOSSYS)

generic data processing -
conversion -
spooling -
control and
monitoring of output

Admin

*„Secure and efficient
infrastructure.“*



Central administration
Printer management

Support

„Identify and solve problems.“



Central monitoring of all
devices and jobs

- + Reduce IT complexity, create hardware neutrality
- + Lower operating costs
- + Efficient Business Processes and Security

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You can find more information at our blog:
www.sealsystems.de/blog

LET'S TALK ABOUT SOLUTIONS!

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