



Sun Life Financial Canada Success Story

Sun Life and Clarica utilize common print architecture

What happens when large companies merge, especially when their print architectures are radically different? The alternatives are not all appetizing:

- 1) Keep separate architectures, without any cost sharing
- 2) Rewrite one company's applications to be compliant with the other's architecture
- 3) Install dual mode printers everywhere
- 4) Plug a print transform software package into the system and standardize on one print architecture

Well, when Sun Life Financial and Clarica Insurance merged in 2002, they were faced with this decision. Both companies used mostly Xerox printers for their high volume print centers, but Sun Life's were all metacode printers, and Clarica had standardized on AFP almost 20 years prior to the merger.

Looking at the options, the first 3 alternatives would have 7-digit price tags associated with them. Using a print transform program to allow both companies' applications to remain as they were, but standardizing on a single print architecture on the backend made the most sense to them. And that is what they set out to do.

After looking around in the market and reviewing their architecture, they found it would make sense to put the transform on one of their IBM mainframe systems. They turned to Crawford Technologies Inc. and after benchmarking some applications, they decided that was a viable approach and would work for them.

Using the **PRO JES Spool Extraction Facility**, they could automate the entire process on their z/OS-based mainframe. Output datasets would be automatically selected off of the JES2 output queues from metacode and LCDS output queues, converted to AFP by the **PRO Meta to AFP** product and placed back on the JES2 AFP queues for printing. This way the Sun Life users did not need to make JCL or application changes in order to convert the applications to AFP.

This approach allowed the company to very quickly eliminate duplicate printers and replace the metacode printers with IPDS printers. The standardization of AFP has helped Sun Life implement many innovative visionary applications over the years, and now they can continue that vision undeterred by the need to support two application architectures.

States Don Maxwell, of Sun Life, "I'm very impressed with the Crawford product line. The JES Spool Extraction Facility is very mature and complete, the fidelity of the Meta to AFP transform is excellent, the performance is great, and the support is top-notch."



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