



## German Printer Reduces Printed Pages and Consolidates Services

### GIP at a Glance:

- Services for 15 Data Centers
- Output provided for 2.5 million public servants.
- Up to 300 pages of printed output per public servant.
- Up to 9 billion pages of crucial content every year.
- Two-thirds of produced content is sent to the company archive solution.

### Quick Facts: Results

- PRO AFP to PDF/A transforms
- High-speed performance allows for electronic document distribution and viewing.
- Estimated paper savings of 750 pages per year.
- Potential to save up to 2 billion pages per year.
- Production of ISO Standard PDF/A for long-term archival.

## GIP

### Summary

GIP chooses CrawfordTech's industry leading software to support their PDF/A strategy, reducing paper usage and helping consolidate software services.

Gesellschaft für Innovative Personalwirtschaftssysteme mbH (GIP) is a managed service provider headquartered in Offenbach, (near Frankfurt), Germany.

The company provides software and services to the public sector across Germany, providing solutions that aid the production of Human Resources (HR) documents for 2.5 million public servants.

The City of Offenbach shares a unique history when it comes to the world of printing and producing high volumes of output. Manroland, one of Europe's largest printing equipment manufacturers and a print innovator, are headquartered there and Offenbach was once considered the European Center of Typography.

GIP needed to find a way to solve a number of issues; saving paper, selecting the right archive standard and helping 15 German data centers to reduce their software and services costs.

Now, thanks to Crawford Technologies' award-winning solutions, GIP has reduced the need to print millions of pages annually helping their clients become more environmentally friendly while archiving documents in the ISO Standard PDF/A format to ensure longevity of retrieval.

Adding CrawfordTech's innovative software solutions has helped GIP consolidate the services they provide to data centers and reduced maintenance and support costs.

### The Situation

GIP needed a solution to an age-old problem; how to reduce costs.

GIP provides HR systems management services that deliver - into a single management portal - functions such as benefits administration, payroll, recruiting, training and performance analysis. Millions of public servants across Germany rely on GIP's systems, software and support teams to deliver payroll and other related documentation.

An SAP software development partner since 2008, GIP has a team of staff monitoring daily changes in payroll codes, tariffs and legislation to ensure that calculations being made are up-to-date and correct.

GIP is responsible for providing managed service and software solutions to 15 data centers across Germany, which in turn provides document output and management for 2.5 million public sector workers. The amount of documentation GIP is responsible for is staggering since each monthly salary period generates up to 300 pages of output per



## Why should I consider PRO AFP to PDF/A?

- When you want create a PDF archive for your customers to view online.
- When you want to create a PDF archive so that you may reprint historical customer documents.
- When you want to reduce your print and mail costs by getting your customers to view their documents online in PDF instead of receiving them through the mail.
- When you want to migrate from one print technology to another that supports PDF.

## Where can PRO AFP to PDF/A take me?

- Add CrawfordTech's PRO Splitter to automatically separate your PDFs into individual PDFs per mail piece or by other criteria.
- Add CrawfordTech's PRO Indexer to automatically create index files to facilitate archive loading while performing the transform.
- Add CrawfordTech's Operations Express product to enhance your print production workflows; improving efficiency, saving time and saving money.
- Add CrawfordTech's Transpromo Express product to add inserts, promotional messages, informational messages and graphical elements to the existing whitespace on your documents.

public servant. That means their systems and support teams create up to 9 billion pages of crucial content every year.

One third of that documentation is given to the employee, while the other two thirds are sent to the company and an archive solution. Due to German laws, the companies are required to keep their portion of the output as a paper archive, so it is not possible to eradicate printed documents entirely.

However, paper volume was not the only problem GIP needed to solve.

Historically, the data centers that GIP services have bought a number of software components from dozens of different vendors in order to create a full solution for their end clients. This has led to each data center having different solutions for the same problem and having to pay multiple support and maintenance contracts to various suppliers.

Additionally, GIP needed a way to interact with new archiving hardware, software and processes that conform to Germany's laws on document retention. Depending on the document type, not only does the organization need to archive the output, but they also need to destroy it at the right time. Interfacing with systems that can manage this process is paramount.

"There is a lot of paper wasted every year. We calculated that we could save 750 million pages per year in just the HR area if we could find the right solution," said Patrick Jehle, Product Owner at GIP.

"Our main intention was not to change the whole process within each data center, but to take the AFP printing file created by each location and generate the correct documents, in the correct format, without changes," Jehle continues.

## Solution

Jehle and his team began investigating solutions that would allow them to complete their three objectives without making changes to the processes or systems already in place. The discovery and implementation phase took time to complete though due to the complexities of working in the public sector.

"With public sector solutions in Germany, it takes a lot of paperwork" Jehle explains. Choosing to work with CrawfordTech products came down to two main factors; the breadth of operating systems, platforms and solutions the software will work with, and the total cost of ownership of the system. By keeping the costs relative to the task at hand, CrawfordTech were able to help GIP provide the data centers with a cost-effective solution. The flexibility and open nature of the software also helped with implementation timescales, and GIP were able to put the software in place without changing their processes – a key element in their overall strategy.

The solution now works as follows: Every month, the HR department of any public company in Germany starts the payroll process. The HR software calculates

the amounts for each person and all the payment instructions, and the resulting documentation is put into an AFP file. CrawfordTech's PRO AFP to PDF/A Transform processes this huge print file and the resulting output is printed and/or archived.



## A little about Crawford Technologies

Crawford Technologies streamlines high-value document management solutions that encompass all aspects of post composition Customer Communications Management (CCM) including print file transforms, workflow automation, operations management, intelligent mail tracking, Multi-Channel Customer Communications Management (MC3), archiving/ECM and document accessibility.

During the processing, CrawfordTech's software also looks for instructions in the files for forms and splitting information. On the next day the employee and HR department can login to their system and access the individual documents in PDF/A format thanks to the speed of the software, despite the huge monthly volumes.

Having a local CrawfordTech reseller able to provide full software and support services has also helped Jehle and his team implement a successful solution. "We've worked really well with Rasterpunkt. They understand our issues and help us to solve the problems quickly."

Rasterpunkt's Managing Director, Richard Mayer, is quick to point out that the CrawfordTech solution was not just chosen because of its low total cost of ownership and platform independence; "CrawfordTech has the only solution available that achieves what GIP require from a technical perspective. It really is the best choice for the job."

## Results

GIP had already calculated the amount of paper they could save, although it is potentially just a drop in the ocean. Saving 750 million pages per year is realistic if only used within the HR-related part of their offering. GIP believe that in the future, by extending the CrawfordTech solution to other business areas, that the total saving could be closer to 2 billion pages per year.

And Jehle is in no doubt that an important component for these savings is the CrawfordTech PRO AFP to PDF/A Transform. "An important part of the solution that is responsible for saving 750 million, and possibly 2 billion, pages per year is from Crawford Technologies."

In addition, CrawfordTech's software has helped GIP realize their strategy of consolidating solutions for the data centers, helping them to reduce their maintenance and support overhead.

Finally, the production of ISO Standard PDF/A files are helping to ensure that those files that are stored for later retrieval are going to be readable in the future. PDF/A files contain all the resources necessary to reproduce the output in years to come, avoiding the issues of creating 'graveyard archives' of files that can no longer be used.

What about the future? "We like the software a lot. We thought a lot about the future and what may come, and this is also the reason why we chose CrawfordTech as our software solution provider for this and future projects."

With far-reaching plans to make it possible to provide a single, overall solution to the data centers that includes best of breed products, and a strategy that will bring all the data types (HR, payroll, employee data etc.) into a single central system, Jehle is looking forward to using CrawfordTech software to help make those ideas a reality.