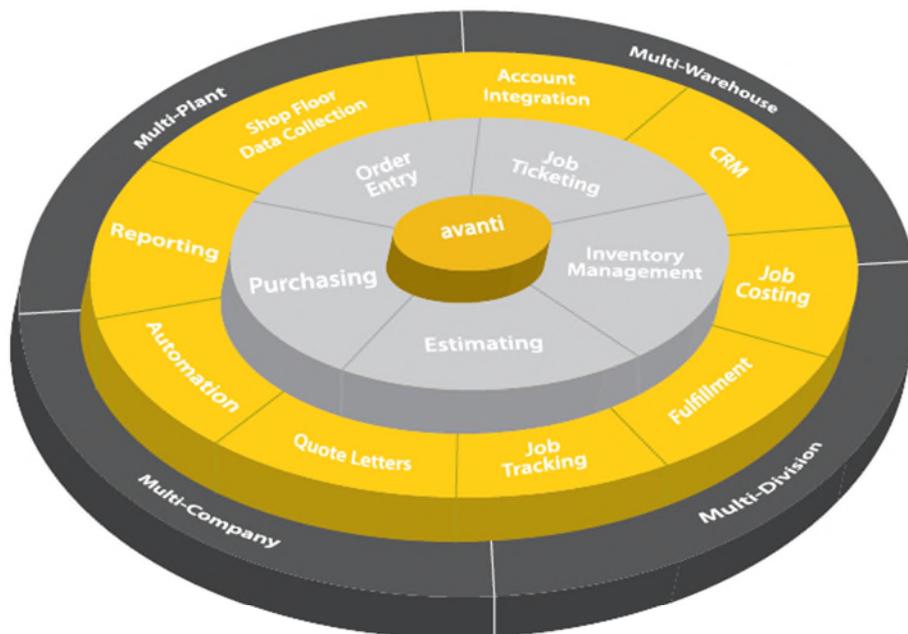**RICOH**
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Avanti Slingshot

Overview

Ricoh Production Print Solutions (RPPS) is announcing the availability of Avanti Slingshot. The Avanti Slingshot product is a brand new Print MIS system, replacing the existing Avanti software. Print MIS solutions provide the tools for managing the financial, administrative and production operations for a printing operation. They also deliver the process integration a printer needs to achieve the level of speed, cost leadership, quality, service and flexibility required to remain viable and competitive. Printers have a wide range of differing requirements for these systems, depending on their size, number of employees, equipment and job mix. Therefore, the Avanti Print MIS system is modular, enabling commercial and in-plant printers to select the functions they need. An overview of the Avanti Slingshot system is shown here:

Avanti Slingshot is a from-the-ground up new development of Print MIS. It has been architected to be SaaS delivered with on-premise installation as an option. Avanti Slingshot builds on Avanti's substantial experience with Print MIS systems and adds the latest technology to the mix. This brings cutting edge function to the market as well the capability to extend down-market with SaaS delivery and entry pricing. Avanti Slingshot has been developed with the latest cross-platform, cross-device technologies.

While it can be touted as cloud or SaaS software, the reality is that the acquisition (payment) and deployment are separate. A commercial printer or in-plant account could decide to become an Avanti customer in any one of four methods:

- On-site implementation with monthly rental
- On-site implementation with software license purchase
- SaaS implementation with monthly rental
- SaaS implementation with software license purchase

The key benefits of Avanti Slingshot Print MIS include:

- Drive down the cost of doing business
- Run the shop with few resources
- Drive incremental print volume without adding staff
- Get paid faster through streamlined billing
- Improve customer satisfaction through faster turnaround times
- Eliminate "islands of automation" through a fully integrated workflow
- Enable better decisions with "Information at your fingertips"

Announce and General Availability Dates

Planned Announce Date: August 20, 2013

Planned Availability Dates: August 23, 2013

Item Numbers

Item Number	Description
5799-ASL	Avanti SlingShot
OC001	Option Class
0001	Avanti 10 User Basic Estimating Package
0002	Avanti 6 User Basic Estimating Package
0003	Milestone Scheduling
0004	Finite Capacity Scheduling [Electronic Scheduling Board] inc/ milestones
0005	Invoicing
0006	Invoice & Link to Great Plains Dynamics
0007	Invoice & Link to Accounting I/F
0008	Digital Estimating
0009	Litho Estimating
0010	Change Orders
0011	Purchasing
0012	Inventory Management
0013	Roll Inventory
0014	Fulfillment
0015	Additional Users: 1
0016	Additional Users: 10
0017	Additional Users: 20
0018	Additional Users: 50
0019	Executive Dashboard

Item Number	Description
5799-ASL-0020	Customer Relationship Management
0021	CRM Outlook/Exchange Server Integration - 5 Users
0022	CRM Outlook/Exchange Server Integration - Over 5 Users
0023	Email Triggers & Business Alerts
0024	Shipping Integration [UPS/FedEx/Others]
0025	XML Loader 3rd party Integration API
0026	TotalFlow Path Integration
0027	eAccess Internet Catalog (includes framework and all query tools)
0028	Internet Var. Forms Processing [Bus Card & Stationary]
0029	Internet Soft Proofing / PDF Converter
0030	Internet Approval Routing
0031	Internet Credit Card Processing/Approvals
0032	Internet RFQ
0033	Internet Invoice Query
0034	Internet Inventory Query
0035	Internet Order Query
0036	Internet LDAP/SOAP Security
0037	Direct Mail Management
0038	EFI Fiery Integration
0039	Creo Spire Integration
0040	DFE Integration: per engine
0041	JDF Integration - [Per Machine/Integration]
0042	Wireless Inventory: Receiving
0043	Wireless Inventory: Physical Count
0044	Wireless Inventory: Pick
0045	Wireless Inventory Package [Rec, Pick & Phy Count]
0046	Shop Floor Data Collection
0047	Payment Tracker
0048	Point Of Sale [POS]
0049	Additional Trigger & Alert - Simple
0050	Additional Trigger & Alert - Complex
0051	Printable Integration
0052	Printable Fulfillment Integration
0053	XPEDX PO Integration
0054	Custom Chargeback
0055	Custom Job Ticket
OC002	Option Class
0070	Training / Day - Excludes Travel Related Expenses
0071	Installation & Configuration / Day - Does not require any Travel
0072	Project Management / Day - Does not require any Travel
0073	Training / Day - Includes Travel Related Expenses [Minimum of 3 Days]
0074	Professional Services: Custom Development
OC003	One Year Software Support
0001 1REN	Ann. Svc. Spt: Avanti 10 User Basic Estimating Package
0002	Ann. Svc. Spt: Avanti 6 User Basic Estimating Package
0003	Ann. Svc. Spt: Milestone Scheduling
0004	Ann. Svc. Spt: Finite Capacity Scheduling [Electronic Scheduling Board]
0005	Ann. Svc. Spt: Invoicing

Item Number	Description
5799-ASL-0006-1REN	Ann. Svc. Spt: Invoice & Link to Great Plains Dynamics
0007	Ann. Svc. Spt: Invoice & Link to Accounting Interface
0008	Ann. Svc. Spt: Digital Estimating
0009	Ann. Svc. Spt: Litho Estimating
0010	Ann. Svc. Spt: Change Orders
0011	Ann. Svc. Spt: Purchasing
0012	Ann. Svc. Spt: Inventory Management
0013	Ann. Svc. Spt: Roll Inventory
0014	Ann. Svc. Spt: Fulfillment
0015	Ann. Svc. Spt: Additional Users: 1
0016	Ann. Svc. Spt: Additional Users: 10
0017	Ann. Svc. Spt: Additional Users: 20
0018	Ann. Svc. Spt: Additional Users: 50
0019	Ann. Svc. Spt: Executive Dashboard
0020	Ann. Svc. Spt: Customer Relationship Management
0021	Ann. Svc. Spt: CRM Outlook/Exchange Server Integration - 5 Users
0022	Ann. Svc. Spt: CRM Outlook/Exchange Server Integration - Over 5 Users
0023	Ann. Svc. Spt: Email Triggers & Business Alerts
0024	Ann. Svc. Spt: Shipping Integration [UPS/FedEx/Others]
0025	Ann. Svc. Spt: XML Loader API
0026	Ann. Svc. Spt: TotalFlow Path Integration
0027	Ann. Svc. Spt: eAccess Internet Catalog
0028	Ann. Svc. Spt: Internet Var. Forms Processing [Bus Card & Stationary]
0029	Ann. Svc. Spt: Internet Soft Proofing / PDF Converter
0030	Ann. Svc. Spt: Internet Approval Routing
0031	Ann. Svc. Spt: Internet Credit Card Processing/Approvals
0032	Ann. Svc. Spt: Internet RFQ
0033	Ann. Svc. Spt: Internet Invoice Query
0034	Ann. Svc. Spt: Internet Inventory Query
0035	Ann. Svc. Spt: Internet Order Query
0036	Ann. Svc. Spt: LDAP/SOAP Security
0037	Ann. Svc. Spt: Direct Mail Management
0038	Ann. Svc. Spt: EFI Fiery Integration
0039	Ann. Svc. Spt: Creo Spire Integration
0040	Ann. Svc. Spt: DFE Integration
0041	Ann. Svc. Spt: JDF Integration - [Per Machine/Integration]
0042	Ann. Svc. Spt: Wireless Inventory: Receiving
0043	Ann. Svc. Spt: Wireless Inventory: Physical Count
0044	Ann. Svc. Spt: Wireless Inventory: Pick
0045	Ann. Svc. Spt: Wireless Inventory Package [Rec, Pick & Phy Count]
0046	Ann. Svc. Spt: Shop Floor Data Collection
0047	Ann. Svc. Spt: Payment Tracker
0048	Ann. Svc. Spt: Point Of Sale [POS]
0049	Ann. Svc. Spt: Additional Trigger & Alert - Simple
0050	Ann. Svc. Spt: Additional Trigger & Alert - Complex
0051	Ann. Svc. Spt: Printable Integration
0052	Ann. Svc. Spt: Printable Fulfillment Integration
0053	Ann. Svc. Spt: XPEDX PO Integration

Item Number	Description
5799-ASL-0054-1REN	Ann. Svc. Spt: Custom Chargeback
0055	Ann. Svc. Spt: Custom Job Ticket

Offering Highlights and Positioning

Description

Detailed Description

Print MIS (Management Information System) provides the tools for managing financial, administrative and production operations. It also delivers the process integration a printer needs to achieve the level of speed, cost leadership, quality, service and flexibility required to remain viable and competitive.

A Print MIS solution is an information system specifically designed to serve the needs of a print production operation by integrating data from all departments and providing management with the information required to effectively run the business on a day-to-day basis, as well as to support strategic, long-term growth decisions.

Print MIS is essentially an ERP for commercial and in-plant printers. Print MIS runs the business side including estimating, pricing, order processing, billing, accounting, and reporting.

Printers have a wide range of differing requirements for these systems, depending on their size, number of employees, equipment and job mix. But most good Print MIS solutions will have some of the following components; and the best Print MIS solutions will have most, if not all, of them:

- Estimating & quoting
- Order entry & job tracking
- Raw material inventory
- Customer supplied Non-Print Inventory
- Shop floor data collection
- Invoicing & receivables
- Job history
- Scheduling
- Standardized reports
- Payables
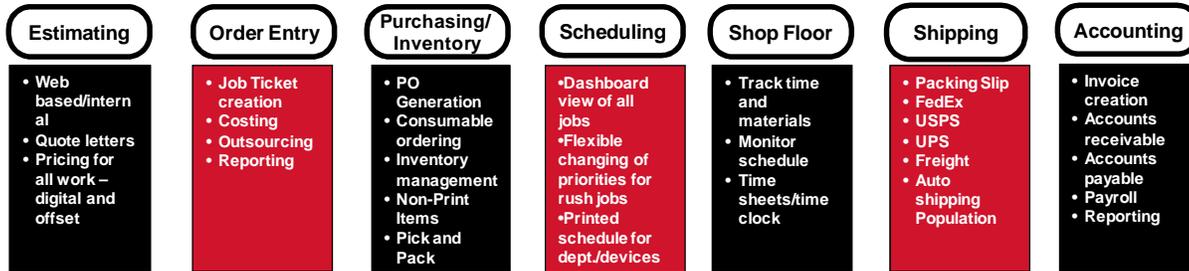- General ledger & financials

Why Print MIS?

Printers are always under pressure to keep improving the efficiency of their operations. In a traditional workflow, a job is touched at every step: from receipt of files, to creating job tickets, scheduling, and tracking throughout the plant. Additionally, there is the managing of purchases, inventory transactions, job costing, shipping, and invoicing. Each manual touch on a job costs money. It is interesting to note that equipment in the pressroom and bindery is often upgraded or replaced to reduce staffing costs and increase productivity. Little is typically done, however, to improve the management of the job from the customer to invoicing and beyond, and this is where significant gains in productivity can be found.

Print MIS is the brain of a print operation, holding all of the information related to production. It tracks jobs in real-time through each step, delay, and change as it moves through the print production process. End-to-end integration/automation, centralized information management in real-time, and reporting capabilities are just some of the key benefits of Print MIS technology available today. Many Print MIS solutions have expanded their scope to include the functions required by today's print businesses, such as web-enabled job

submission, mailing and inventory management, accounting, Customer Relationship Management (CRM), and even access through mobile devices

Typical Print MIS workflow includes the following modules and functions:

Estimating	Order Entry	Purchasing/ Inventory	Scheduling	Shop Floor	Shipping	Accounting
• Web based/intern al • Quote letters • Pricing for all work – digital and offset	• Job Ticket creation • Costing • Outsourcing • Reporting	• PO Generation • Consumable ordering • Inventory management • Non-Print Items • Pick and Pack	•Dashboard view of all jobs •Flexible changing of priorities for rush jobs •Printed schedule for dept./devices	• Track time and materials • Monitor schedule • Time sheets/time clock	• Packing Slip • FedEx • USPS • UPS • Freight • Auto shipping Population	• Invoice creation • Accounts receivable • Accounts payable • Payroll • Reporting

The typical business process flows as follows:
- Based on customer requirements, an estimate will be created.
- A job ticket based on the estimate will be generated.
- The Customer Service Representative (CSR) will order paper, ink, coil, glue or whatever it takes to complete the job.
- The job will also go to a scheduling department to get scheduled. The equipment will be scheduled using the due date, quantity, and run speeds of each device.
- This is where the tracking starts. All aspects of the job and all of its parts are associated to cost centers for scheduling and cost tracking.
- Most systems have a shop floor management system that tracks operator time and materials for each process. Users login to the system and use the internal job number that the MIS creates for each job to record job details.
- The job ticket will follow the job through all of the production steps. It travels as a hard copy in a carrier that has printed including samples or proofs that are used to match color and final output.
- When all of the steps are done for a particular job it will go to shipping and a packing slip will be created from the MIS and labels will be printed for shipping UPS or Fed-X.
- After the job has been shipped it will go to a billing department to create the invoice and send off to the customer.
- Managers can now look at reports for many functions including estimated vs. actual.

The Avanti Slingshot system includes the following the following production, automation, integration, and business dashboard modules:

Production Modules:
- Estimating (offset, digital, large format, screen)
- Layout and Imposition
- Quotation letters
- Order Entry
- Direct Mail Management
- Job Costing & Tracking
- Scheduling: different workflow for digital and offset
- Outsourcing
- Purchasing
- Shop Floor Control
- Inventory Tracking
- Fulfillment
- Shipping
- Invoicing
- Document Management

- Security

Automation and Integration:
- JDF interfaces
- Web-to-Print Integrations (i.e. PTI)
- Shipping Integrations
- Accounting Integration

Business Intelligence:
- Customer Relationship Management (CRM)
- Executive Dashboards

Typical Systems

- Entry Level: Estimating, order entry, job costing and tracking, reporting, shipping, invoicing and link to accounting.

- Typical medium system: Base system plus CRM, scheduling, change orders, purchasing, SFDC, inventory, link to accounting.

- Full blown system: Typical system plus 3 JDF connectors (including TotalFlow Path, fulfillment, eDashboard, CRM, UPS/FedEx shipping integration, triggers and alerts.

Avanti Slingshot Module Descriptions

Avanti Slingshot is a full suite of integrated modules, providing a platform that is scalable, very easy to add to and able to support all lines of business:

Estimating

This is where the job plan begins. All information as to how the job will be produced most efficiently comes from a well-constructed estimate, which is then translated into the sales order and job ticket. If the estimate is not accurate and complete, neither is the job plan.

Avanti has created an estimating system that strikes a balance between the less experienced estimator and the highly knowledgeable, technical person. The results are fast, consistent, and accurate estimates without any guesswork.

The Avanti Estimating module will allow you to quickly and easily create quotes for conventional Offset, Digital, Large Format, Screen, Direct Mail, or Fulfillment work. Complete with all prepress and finishing estimation capabilities, Demand Print Estimating is designed around the Print-On-Demand industry. Avanti Estimating supports customer-specific pricing, contract and price list pricing with fast access to standard products and product kits. Avanti Estimating is fully integrated with Avanti's Quote Letter, Sales Order and internet job submission modules, providing you with a seamless workflow to enable your customers to develop fast, accurate and consistent quotes.

Important features include:

- The Calculator allows you to check "what if" scenarios based on changing your price calculations including various mark-ups, and even value added percentage and amount.
- Work Templates make your estimating even faster. You can create stored templates for similar jobs or various components of jobs for instant recall.
- Multiple press passes and the "Best Press" Assistant helps ensure you are using the most efficient press for the task. It allows you to see the cost impact of choosing different presses.
- Estimates can be segmented into "sections" that can be run on different presses with totally different parameters for all elements of the section including prepress, production, assembly, mailing and finishing. Jobs can be mixed among various printing processes like web, sheet fed and digital.

Sales Order Entry

Avanti Order Entry allows you to create new orders, copy previous jobs for re-order or have the order populate from Avanti Estimating. Avanti Sales Order Entry can automatically create a job ticket/jacket which can be produced as a hard copy, and/or viewed electronically. Avanti Sales Order Entry also allows you to attach files to an order for storing artwork, layouts or any other file you may require for the order.

- Calculate your cost and price as you enter the job, even without an estimate.
- Save templates for orders, products and kits to quickly enter pre-defined types of jobs or combinations of items, both manufactured and from finished goods inventory.
- Automatically price specifically for a customer.
- Enter combinations of different products and inventory fulfillment items all on one screen.
- Generate both job tickets and inventory pick lists from one sales order.

- Dynamic Job Ticket: all information is transferred from the Sales Order Entry module to a number of Job Ticket formats. Although Avanti provides a number of standard job jackets, we are able to customize job jacket formats to your specific needs.

Job Manager:

Avanti's Job Manager module is a one stop source for information on all current and historical jobs. The Job Manager is fully integrated with all other Avanti modules to empower your customer service team with real-time information on job cost/tracking, job profitability, invoicing, scheduling, shipping, and change order information. The Job Manager module will provide your team with real time graphical or text information to allow them to answer customer requests instantly and improve the overall efficiency of your office staff.

Change Orders:

Once a job has been entered into the Order Entry Module, any client revisions that change the cost and/or selling price of the job can be recorded. This sub-system prints a job change order for production and an acknowledgement for the customer, sends a message to the shop floor, and updates pricing data so that the revisions are highlighted for invoicing.

Scheduling:

Avanti's integrated Scheduling module allows the user to set up and track planned completion dates and times, by operation, for all jobs. It is designed as a very fast and easy way to load your departments and/or machines.

- Automatic generation of the estimated time needed for each operation.
- One-click forward and backward scheduling for every job.
- Fully integrated with Shop Floor Data Collection so tasks are automatically date and time stamped when completed, and moved on to the next department.
- Extensive loading and scheduling reporting, by job or by due date and time.
- One-button dynamic scheduling for all shop operations and immediate data capture.
- All operations are scheduled automatically based on priorities and dependencies of previous tasks.
- Manage "What if" scenarios to optimize the schedule before locking on the schedule and "publishing" it for everyone to see.
- Schedules can be manually overridden and job priorities may be changed in order to meet the deadlines.

Shop Floor Data Collection:

It is critical that all shop floor staff have the most current, accurate information about the job and an easy way to communicate what actually happens on the job, as it makes its way through the shop.

Real time shop floor updates help ensure everyone has access to the most up-to-date job status; allowing your CSR's to keep your customers informed.

- Provides easy, real-time data input using a variety of entry devices such as barcode scanner, mouse and keyboard, touchscreen, or a mobile device (tablet or Smartphone).
- An intuitive Graphical User Interface, including multi-lingual capabilities, provides an easy to use and easy to learn tool, resulting in a high utilization rate / "buy in" from your staff.

- The shop floor team has quick access to all job information including production details, scheduling, digital assets, and an electronic view of the job ticket.
- The powerful, built in, messaging system allows for easy communication between shop floor staff and your front office staff.
- A specific area within the extensive job notes system allows the shop floor team to communicate and store any changes; this information will be useful for any future re-runs.
- Visual cues of the production workflow help the operators understand the "big picture".

Tracking labor, materials, productivity, equipment utilization, spoils, and production rates will allow you to monitor employee productivity, reduce waste, and increase profits. Accurate costing will roll up into key metrics such as profitability at the Customer, Sales Rep and Product Line level – know your cost down to the penny!

Customer Relationship Management (CRM):

An increasing number of competitors are contending for your client base. The key to becoming more customer-centric and maintaining customer loyalty is information! Gaining insight into what your customers are seeking will allow you to react quickly to customers' requests and anticipate future needs.

With Avanti CRM (Customer Relationship Management), our mission is to combine technology and business strategy to give your organization a full consistent view of your customers in a way that continually builds and strengthens the relationship. Our software easily manages critical sales, marketing, and customer information.

Avanti's CRM has four key components:
- Customer Contact Management
- Microsoft Outlook Integration
- Sales Management
- Marketing Campaign Management

Customer Contact Management:

Avanti CRM guarantees that your customer's needs are met rapidly by helping to ensure your sales team and customer service professionals have real-time access to an up-to-date view of all customer information.

Avanti offers instant access to current contact information, estimates and quotes, job information, historical and current invoices, customer sales, and profit history.

- Store, view, and search specific customer data using user defined fields.
- View notes by Job, by Contact, by Estimate, or by Customer.
- Verify the appropriate resolution of all open issues; managers can customize automated alerts, redirecting follow up with the proper personnel.

Microsoft Outlook Integration:

Automatically synchronize all contacts, tasks, calendar and email bi-directionally between Microsoft Exchange Server and Avanti CRM.

- Sales reps, often working remotely, can always remain in sync with the most current information about their customers.
- CSR's have all the information regarding a customer on one screen including full access to all Outlook correspondence.

Sales Management:

Help your company plan the activities that will most effectively increase revenue and profitability. Avanti CRM will properly organize and analyze information to maximize your profit.

- Produce automatic forecast reports which are built from current estimating information.
- Maintain snapshots of the forecast and expected revenue data for comparative and historical trend analysis for forecast accuracy.
- Monitor expected close dates, % chance of close, competition and win/loss trends.

Marketing Campaign Management:

Increase your ROI on marketing campaigns and track actual results and spending! Gather information about your customers and prospective customers from all points of interaction and leverage the information to target your marketing towards your most profitable customers.

- Profile and easily filter customers and prospects based on specific criterion to better target campaigns.
- Generate lists for exporting to variable data applications such as XMpie, Pageflex, and email marketing tools to produce integrated marketing campaigns.
- Automatically allocate costs and revenue to specific marketing campaigns to determine campaign effectiveness, conversion rates and ROI.

eDashboard:

Avanti's eDashboard module provides the fastest and easiest way to stay tuned into the key information affecting the print shop. Avanti's eDashboard delivers a graphical view and real-time status of Key Performance Indicators (KPI's) impacting customer service, financials, operations, sales and marketing - all with powerful filtering and online analytical capabilities. Unlike static dashboards that provide only summary information, Avanti's eDashboard is linked to the underlying information (i.e., estimates, invoices, change orders, production schedules), allowing for deeper investigation to isolate and understand the issues impacting your business.

Business Triggers and Alerts:

Avanti's Business Triggers and Alerts Module enable print shops to choose and notify anybody in your print shop whenever anything significant happens. Real-time alerts so everyone is kept up-to-speed and ready to react – 24 hours a day, 7 days a week. Select from a series of predefined triggers that you tailor to automatically execute whenever a given event happens. You set the parameters that define the event as well as what operation is to be performed.

Planned Purchasing:

Purchasing records and tracking requisitions, purchase orders and receipts.

- Produce Regular or Blanket Orders for raw materials, for either a specific job or for inventory.
- Generate a Purchase Order specific to a job directly from the Job/Order entry screen.
- Allows for "non-purchase order" receipts or a receipt based on a purchase order.
- Allows you to reconcile payable against the receipt quantity and the Purchase Order cost.

Inventory Management:

The inventory management module provides comprehensive materials management capabilities for both raw materials and finished goods in real time.

- The system provides for re-order points, optimum stocking levels, and economical order quantities. The system provides for automated re-order or low inventory reporting.
- Track costs by last cost, average, or FIFO.
- Track paper by type, brand, size and weight.
- Tracks materials usage and provides full history of transactions including commitments, orders, receipts, adjustments, moves and issues.
- Materials usage can be entered from Timesheets or from the Shop Floor Data Collection module.

Roll Inventory:

Record the receipt and issue of Roll Stock by entering the roll number, or by reading the bar-coded label that comes from your paper supplier. The system keeps complete control of individual rolls. The system also accepts input from portable barcode readers for the receipt or movement of rolls.

Fulfillment:

In today's world, fulfillment is a critical part of a printer's business. It is vital to manage goods your plant produces, goods you purchase from a supplier and goods already owned by a customer. Help retain customers by producing, tracking and managing your customer's inventory.

The Avanti Fulfillment System expands the functionality of several Avanti modules and adds entirely new functionality to deal with the distribution and control of finished goods. Integrated to Inventory, Purchasing, and Order Entry, Fulfillment provides the ability to manage the process of customer orders and shipments from inventory.

- "Receive from production" functionality allows both cost and quantity to be tracked for all Finished Goods produced. Finished Goods can be an individual item or a kit.
- Order Entry is extended to include the ordering of finished goods. Specific look-ups have been designed to incorporate only finished goods items and customer owned items.
- Back Orders can be automatically generated and "on receipt" back ordered items are allocated to specific jobs.
- Pick Lists can be printed by the CSR directly to the warehouse for fast efficient turnaround on Fulfillment Orders.
- Maintain and ship upon request. Shipping has the ability to ship-to multiple locations for each client for a single order. Pick Lists can be printed in shelf location sequence.

- Shortage reports and email triggers will alert you if an item has fallen below the minimum. The email triggers are designed to advise the person, who reorders that item of the shortage. Multiple requests can be set up.
- With Avanti's eAccess web-to-print module, customers can query their own inventory levels over the web, plus easily place new and repeat print orders.

Advanced Fulfillment:

Avanti Advanced Fulfillment is a powerful and fully integrated module within Avanti's Graphic Arts Management System that is available as a separate module from the Fulfillment module described above. Advanced Fulfillment takes the fulfillment process a step further. It includes a full contract management system where print providers can easily manage and track their customers' finished goods, while providing a set of tools for these organizations to manage the complex billing of those goods. This includes how the goods are stocked, packed and tracked (by the unit/package/box/skid level detail). It provides a level of granularity that is critical so that the value of finished goods is properly accounted for, and when releasing goods from inventory, the cost and price are based on FIFO ("First-in First-out") principles, for accurate billing at the time of release.

Also, having Advanced Fulfillment integrated into the Print Production process, so that anyone in the print shop can manage and track a customer's request received from a company's web-to-print system, regardless of whether it is a print job, fulfillment job or both.

- Estimating for production orders. The ability to specify the box and package information on the estimate which flows into the production order and in turn, the receipt from production
- Tracking the receipt of inventory down to the unit, package, box and skid level
- Orders for finished goods are automatically marked as release orders
- Issuing through Order Entry, Pick List and Shipping System based on boxes and packages
- The ability to easily set up and accurately bill, within the contract, charges for warehousing and customers' finished goods (customer owned-inventory)

Direct Mail Management:

Print shops are looking for ways to expand the Value-Added Services that they provide to their customers as they transition from Print Service Provider to Marketing Services Provider. Many print shops have added Mailing Services to their portfolio in order to become the "one-stop shop" for their customers.
However, managing the Marketing Services portfolio of business is very different than managing Print Production. Mail Estimating alone has some unique challenges and requirements that traditional print estimating cannot handle – postage and mail drops being two key examples.

Avanti's Direct Mail Management module is designed for print shops that provide direct mail services as part of their product offering and need to plan, cost and manage all facets of the Direct Mail process.

- Direct Mail Estimating: Fast accurate estimating of all elements of a project including postage, data services, drop and packages.

- Postage Accounting: Deposit Management and Reconciliation of each client's postage activity, capturing and reporting actual usage including mail.dat file imports to track actual postage used for each job.
- Postage Inventory Management for all types of postage: Stamps, Permits, Franked and Metered.
- Web-to-Print Integration: Provide full online access for the Print Shop's customers to postage summaries, replenishing of customer's postage account, credit card processing, file and job submission.
- Shipping: Plan, manage and track multiple drops including items to be part of the drop, quantities within each drop, drop locations and the mandatory drop completion dates.
- Billing/Accounting: Manage refunds, overages, and available funds for timely accurate Invoicing.
- On Demand Management Reporting: Open/Closed Drop Shipments, Client-Level Postage Deposits vs. Usage Summaries, Postage Inventory.

Wireless Warehouse Management

Avanti offers a full wireless warehouse management system which can be used for receiving, fulfillment, inventory receipts, counts and moves.

Wireless Inventory Receipts:

Uses a wireless, hand-held, barcode scanner with integrated screen and keyboard plus a portable label printer.

- Scan barcodes on incoming packages, skids, rolls, etc.
- Enter additional information, if needed, on hand-held scanner to put into inventory
- Print new labels on portable printer directly from the hand-held scanner
- The new labels, when scanned for physical count or other purposes, will automatically link to the proper inventory item

Wireless Fulfillment:

Use the wireless mobile device to:

- View a list of all jobs that are ready to be picked.
- User can be directed around the warehouse in logical walking order.
- User can Scan, Enter, or double-click on item to be picked to view Description, Quantity Required and Location
- User can enter Picked Quantity, confirm picked Location and Receipt Number
- Once all the items on a job have been picked, the records will be updated in Avanti (as Partially Picked, or Fully Picked)

Wireless Warehouse Management - Physical Count:

Uses a wireless, hand-held, barcode scanner with integrated screen and keyboard.

- Take physical inventory by scanning inventory barcodes using hand-held scanner
- Upon scanning, the proper item will show on the hand-held screen and you will enter the quantity on hand.
- Reports are included to check the counts and help in accounting for inventory.
- Avanti can then automatically reconcile and track any differences from the physical count.

Shipping:

Avanti provides all necessary information and documentation in order to ship your product.

- Packing slips, Carton/Skid labels, and courier waybills are printed at the end of the job, detailing what is being shipped and to where. Information is pulled automatically from other modules.
- Shipping information is retained for reporting and customer service purposes.
- Ability to handle unlimited "ship to" locations on an item by item basis, or for the entire job. Entering multiple shipments at time of Order Entry allows entry of a unique quantity and ship date per shipment.

Shipping Integration:

Avanti Shipping can link to UPS World Ship, Purolator and/or FedEx. Shipping information will be passed from Avanti Shipping to the online shipping system so it doesn't have to be re-keyed into the freight system. Then information such as tracking numbers and actual costs will be automatically sent back to Avanti.

Note: All integrations (FedEx/UPS/Purolator) support pre-paid billing and collect billing but not 3rd party billing.

Invoicing:

Invoices are automatically populated with order information and pricing created at time of Estimate and/or Order Entry. Invoice information is reviewable and can be edited.

- Avanti Invoicing can handle multiple jobs per invoice, multiple invoices per job.
- Handles all taxes, change orders and helps identify additional customer charges.
- Post activity directly into your accounting system.
- For quick comparison purposes, gives the ability to see costs incurred to date.

Point of Sale (POS):

Manage your cash drawer and Point Of Sale with a complete tie in to the Avanti Order Entry system and full posting directly into Microsoft Dynamics Accounting.

- Manage multiple registers.
- Float and Balance control.
- User Definable Tenders, tender reconciliation, and payments.
- Fast Entry and Invoicing.
- Quickly manage "Over the Counter" Jobs.

Collections Tracking:

Manage collections of all cash receivables. List of outstanding invoices, partial payments and balances by customer. Record payments as received against Avanti-generated Invoices.

Invoice Link to Accounting:

A standard export routine has been created to allow Avanti's invoicing information to be transferred, with ease, into your Accounting System.

- All customers invoicing takes place in Avanti. Once the invoice has been approved, basic information is exported to your accounting system.
- Accounts Payable invoices are reconciled in Avanti through a 3 way matching process; a match of the cost on the purchase order and the quantity on the stock receipt to the payable invoice. Once the payable has been approved, the information is exported to your accounting system.

Customized Chargeback Reporting:

Provides hardcopy and/or electronic usage reporting to your internal accounting systems. Avanti customizes the reporting and the file layout to your specific needs. The Avanti chargeback system integrates with several third-party accounting systems, including SAP, PeopleSoft, Lawson, Microsoft Dynamics GP and Oracle.

Web-to-Print Customer Portal:

With Avanti's eAccess, our Web-to-Print suite of modules, authorized users have a link to the system via the internet or your own intranet. You can provide easy, inexpensive, and secure anytime/anywhere access for your prospects, clients, sales representatives, customer service staff, agencies, offices, etc., no matter where they're located!

Avanti's eAccess system can provide your customers with the ability to request quotations, submit jobs, or gain access to job information, inventory status, or billing data. All of it can be completely personalized, so that you determine who gets to see which information – it's totally under your control!

All Internet functionality operates within a secure environment, running on your own secure server that reads directly from the Avanti database in real time. All Avanti Internet modules allow your own branding of screens and have extensive, user-defined customization.

Request for Quote (RFQ):

Avanti's eAccess RFQ's provides your customers with an interactive and intuitive form to submit quote requests for more complex orders than typical Print on Demand (POD) jobs. Your customers define their jobs according to the RFQ form where you specify the information you require in order to provide an accurate quote. This saves your estimators time and energy in determining the job details, eliminates breakpoints in the workflow by leveraging data already captured, and gives your customer an accurate estimate for exactly what they are looking for.

- Ability to customize your RFQ forms templates so you control and structure the information your estimators receive.
- Provide a variety of list choices, drop down fields, "numbers only" fields or freeform text boxes to choose from in creating the RFQ form.
- Multiple RFQ forms allow you to request specific information for specific job types.
- Customer-entered information moves smoothly into the estimating module and from there into order entry, eliminating any breakpoints in the workflow.

Internet Catalog and Order Entry:

Avanti's web-based Job Submission module allows your customer the convenience of submitting jobs online. The easy-to-use interface streamlines your customer's job ordering experience. In addition, web job status is updated in real-time through the Order

Query module from your Avanti Production System, so your customers are always up to speed on the status of their jobs. Job status alerts are fully customizable, allowing you to provide as much or as little data as you would like.

- Easy-to-use interface for customers to create new orders or reorders.
- Provides customizable online catalog interface for displaying print items, order information, inventory or finished goods and more.
- Employs standard eCommerce 'shopping cart' interface to reduce the learning curve for Internet users ordering your products.
- Attach files along with online order.
- Fully integrated with other eAccess modules, permitting soft-proofing, online catalog ordering, online credit card payment, and order approvals.
- Most frequently ordered items can be set up in the customer's catalog to accelerate the order entry process.
- Shipping feature allows specifying shipping information for Web order.
- Received orders are acknowledged via automatic emails with job numbers assigned immediately as reference for enquiries and tracking.
- Fully integrated to Avanti's Production Fulfillment system for ordering of finished goods and full production tracking with real time Inventory.

Internet Order Queries:

Your customers will be able to review the status of their jobs, images may be stored with the job, and status is updated from the Production System and Shop Floor Data Collection.

Internet Inventory Query:

The Inventory Query allows a print shop, which is holding both raw and finished goods material, to make a variety of information about that inventory available to customers, sales reps and other associates, over the Internet. The scope of the query is completely customizable, so that you can present different views to different types of Internet clients, depending on their sophistication or need to know. The Inventory Query is completely real-time, and reflects absolutely up to the minute information about prices, on-hand quantities, and other data about each and every inventory item.

Internet Variable Form Templates (Business Cards, Stationery etc.):
Avanti's web-based Variable Form Templates allows your customers to order variable format items such as business cards, letterhead, envelopes, notepads and flyers through their web catalog. Our solution gives your client the ability to format and customize portions of these items on-line. Once a screen proof is approved, the order is automatically submitted to the Avanti Management Information System (MIS), and a print-ready Portable Document Format (PDF) is created.

- Customize any type of online variable templates such as business cards, letterheads, envelopes, notepads, flyers, etc.
- Supports two-sided variable form templates.
- Interfaces directly with PDF files created from any third party application.
- Ability to produce soft proof for approval.
- Supports multi-language (non-CID fonts) functionality within templates.
- Supports process (CMYK) and spot (Pantone) colors within templates.
- Interfaces with Job Definition Format (JDF) imposition applications.

Internet Soft Proofing – PDF Conversion:

Avanti's Web based Soft Proofing module allows your customers to proof and approve their files online for issues like positioning, "widow", "orphans" and that, in fact, the document submitted is the correct one. Your customer accomplishes all of this without needing to physically be at your production site while you can turn around a proof via email or by courier.

In addition, the easy-to-use proofing interface provides the customer with their exact document in the final format it will be printed. This allows your customer to verify the document themselves, shifting the onus from you to your customer, and eliminating any issues that might arise as to the accuracy of the document printed.

- Converts all standard file types to Portable Definition Format (PDF).
- Integration to other eAccess modules to streamline job submission.
- Converted PDF's can be used in the production process.
- All approvals are time-stamped for an accurate timeline of change order requests at invoicing.

Internet Order Approval Routing:

Avanti eAccess Order Approval module facilitates the sign off of eAccess orders based on set spending limits provided by the customer. E-mail notifications are automatically sent to the manager of the person placing the order informing them that someone on their team has placed an order that requires their approval. The manager clicks on the link provided in the e-mail to view the details of the order. The manager can then approve, deny or approve with changes, saving your customer time and money, so the Print shop only produces jobs for which it knows it will be paid.

- Notify approvers of new orders via e-mail to accelerate your Internet fulfillment process.
- Set up spending levels and approval hierarchy for each Web user, or at the company level (or set no limits).
- Supports multi-level approval structures so that higher management only receives those orders that require a higher level of review and approval.

eCommerce Payment Processing – Credit Cards:

Provide flexible, secure Web payment options to your Web-to-Print customers by using Avanti's Credit Card Processing module. It leverages industry standard shopping cart technologies to connect your online store with your Internet merchant account. This enables you to accept credit card orders online with the added benefit of letting your customers complete the checkout process without leaving your Website, in a safe and secure environment. Increased customer confidence and ease of use will lead to an increase in repeat orders.

- Integration with PayPal Payflow Link or CyberSource.
- Secure 128-bit SSL encryption.
- Standard Web Shopping Cart interface.
- Offers VISA, MasterCard, American Express payment options and many more.

Internet LDAP Security:

LDAP security allows each user to log into your customer-facing portal using their current Network Domain name, User Id and Password. Greatly reduce user administration by having users authenticated into the Avanti eAccess system without having to create the user within Avanti.

Once connected, information from the LDAP server can be captured to identify the user's business center and other details, so that their unique catalog is displayed.

Internet ADA Compliance:

Avanti's Web-to-Print module allows all your customers, regardless of their physical disabilities, to access your website by offering American Disabilities Act (ADA) Compliance.

The key behind Avanti's Web-to-Print ADA Compliance is universal design. By making the Web-to-Print module accessible to people with impairments, it also becomes highly accessible to other potential users including customers browsing on handhelds or slow modem connections or using older internet browser versions.

- Provides web users with option to disable frames to simplify webpage for impaired customers.
- Designed to load webpage only on clicking button so that visually impaired customers know when a webpage is loaded.
- Descriptive tooltips for all elements on webpage to enable screen readers to inform web users.
- Adheres strictly to HTML standards making Web-to-Print module more accessible to all users.

JDF Integration:

Avanti's software is JDF certified. Avanti's JDF/JMF integration includes integration with any of your various JDF-enabled systems such as Xerox FreeFlow, Komori K-Station, Heidelberg, Mitsubishi, Ryobi, OcePrisma, Kodak PREPS and Prinergy, Rampage, Agfa Apogee, and many more. Ongoing development will increase the list of machines and applications available for integration, so that you can utilize the latest technology sets.

Third-Party Web-to-Print Integration (API):

Many Print shops have created on-line portals for their clients to place orders. Some companies utilize multiple Web-to-Print systems from different vendors, to meet a particular need for their customers. In some cases, this strategy has resulted in a significant amount of new business coming in over the Web. The challenge then becomes getting those orders from the Web-to-Print system into the MIS system, without needing to re-key the information.

Avanti becomes the central location of all order information, no matter where or how the order is placed. Communication between multiple systems in the workflow is essential in eliminating break points, bottlenecks, and the re-entry of information.

Avanti has created an API (Application Program interface) that allows the import of information from a third-party order entry system (i.e. web-to-print, mainframe, etc.) via XML or JDF file formats to create a sales order automatically in the Avanti production system. This module allows you to define the exact information that you wish to import to create a sales order. As the order proceeds through the production and/or fulfillment process, job status information is communicated back to the third-party system by Avanti, so that it is accessible to your customer. The two-way communication between systems is completely seamless and requires no intervention.

- Easy-to-use graphic user interface for field mapping of the information.
- Unlimited number of fields can be imported and mapped.
- Ability to setup independent mappings and import orders from multiple sources / systems.
- Ability to map inventory items, products, kits and dynamic/custom items into sales orders.
- File transfer through your own secure FTP folders including digital assets.

- Based on your business rules, the new orders can be processed in a touchless workflow or queued for review.
- Ability to automatically schedule based on the promise date, production details and resource availability.
- Capability to send information back to the third-party system related to order/shipping status and tracking numbers.
- Third-party web-to-print systems that Avanti has successfully integrated with include Xerox FreeFlow Web Services, XMpie, Printable (PTI) MarcomCentral, OPS, Pageflex, NowDocs, HP SmartStream Director, Four51, Prisme, RSA WebCRD, and a number of custom Web-to-Print systems that our customers have written (i.e. any third-party system that can generate an XML file containing order information can be integrated).
- Integration of your Web-to-Print portals with Avanti Slingshot dramatically improves turn-around time, facilitate automated customer communication, and eliminate errors and re-keying of data. Dramatically reduce the administrative burden of re-keying orders.

Digital Front End (DFE) Integration:

Avanti supports and integrates to several Digital Front Ends (DFE's), such as Ricoh's Fiery-driven engines, Xerox's FreeFlow Print Server, HP Indigo's SmartStream Production Pro and the Digimaster 9110's. The DFE link allows shop floor equipment such as high-speed copiers and electronic printers, presses, and bindery equipment, to automatically collect production data.

Database Layout for Self-Generated Reports:

Avanti provides its customers with a completely open database and all Data Definition tables to create your own reports. This enables you to be able to design ad hoc custom reports and export data to other systems, providing additional opportunities for enhanced management reporting and information specific to your needs.

Avanti provides over 200 standard Crystal reports, which may be modified and customized. Avanti provides Database structure training and Crystal training is provided by Business Object partners. The price for Crystal Report Writer is not included in our proposal and must be purchased separately.

System Documentation:

Avanti provides comprehensive, easy-to-use on-line context-sensitive user Help files as well as a full library of module-specific PDF-based documentation. The documentation is upgraded on a regular basis for users with an annual Support and Maintenance Agreements.

System Utilities:

System Utilities is the central maintenance module for the Avanti System. This module allows you to Update, Add, Delete or Change equipment and product information, customers, employees, users and system profiles.

Security:

Avanti provides extensive security features throughout the system. Access can be allowed or prohibited based on individual or functional group. During the "set-up" phase, the Avanti System Administrator will "create" users, groups and passwords, then define which functions they are permitted to access.

Avanti controls access to both individual fields and individual records. For instance, the system will allow an unlimited number of Estimators to use the system simultaneously, but will prevent them from changing the same Estimate. As well, the system will allow Estimators to view your shop standards, but provides controls so that only authorized personnel can change those standards.

Licensing

The information provided in this announcement letter is for reference and convenience purposes only. The terms and conditions that govern any transaction with Ricoh Production Printing Solutions (RPPS) are contained in the applicable contract documents.

Avanti Slingshot is a product of Avanti, not Ricoh. Neither party has any responsibility for, or makes any representations or warranties, regarding the other's products or services. The terms of use are governed by the Avanti End User License Agreement (EULA).

Maintenance Service Offerings

The terms of maintenance, warranty, and support are governed by the Avanti End User License Agreement (EULA). The end user customer will sign an Avanti EULA, which outlines the terms of their support coverage. The customer contacts Avanti directly for support and is authenticated for a valid and current Support and Maintenance Plan (SMP). The call is logged, tracked, managed, and closed by the Avanti support team.

Professional Services

The aim of the Avanti Slingshot software is to reduce implementation time and scope. However, a print MIS system by its comprehensive nature can involve a significant number of services days.

Configuration Requirements

Contact your Ricoh field technical support for assistance in configuration.

Terms and Conditions

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Ordering Information

Contact RPPS Techline for ordering assistance.

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