

Get **Connected**



424,248	90,817
41,098	45,088
48,249	44,383
242,522	180,850
856,520	819,514
2,242,300	2,468,768
2,242,300	2,468,768
2,242,300	2,468,768
366,856	283,817
483,664	535,697
2,478,243	3,155,353
944,607	132,929

Calculate
Costs
ACCURATELY



Increase
Company
PRODUCTIVITY



Community
& Business
LEADERS

THE
Missing
piece

WHAT'S YOUR PRINTING COST?

Think about how much paper your company is using. With invoices, customer files, memos, faxes and all the other paper-based documents you handle, it's a lot, right? Handling paper documents and managing document output devices can be a hassle, not to mention expensive. Help is available, however. Your business could cut expenses and time consuming tasks with the aid of a simple software solution.

Applications that can convert paper based documents into computer based documents eliminate the costs associated with printing. Added are benefits of easy accessibility and sharing. Documents can be integrated into your company's system, as well as attached to emails. Eliminate filing cabinets while keeping your documents in a permanent, safe place and say goodbye to slow, costly mail services.

Reducing the number of printed documents can easily save you time and money, but your company will still have plenty to print. You can also save when printing by optimizing your document output. The key is to simplify the process, standardizing supplies and maintenance. An important step is getting key metrics from your document output fleet. In an economy like this, it is important to be proactive about document output, utilizing preventative

maintenance and supply fulfillment.

Using software applications to perform tasks related to print output, supply management and machine regulation can significantly cut back on costs, as well as your workload. Converting from paper documents to digital is important to saving as well. These steps not only help you save time and money, they keep your business green by reducing paper waste! The ease of accessibility will also improve your customer service. Using applications is a simple way to improve all aspects of your business. Let Blue Technologies help you find the software solution to meet your needs!

Product Purpose: Prism Software suite includes four software applications, DocRecord for electronic document management, DocSystem for rules-based printing and document routing, DocForm for generating personalized business documents and DocTransform for adapting data for printing and archiving.

Why we like it: The Prism suite offers versatile solutions for businesses of all types. It saves both time and money by providing solutions to automate tasks, optimize document output and by facilitating the conversion of documents to digital for manipulation, storage and sharing.



Save money: One money saving aspect of Prism is in significantly reducing the amount of paper a business uses. With DocForm, personalized electronic documents can be created in addition to print documents. These electronic documents do not need to be printed, as they can be saved in your system or routed to other locations. DocRecord allows you to convert paper documents to digital, ensuring easy storage, indexing and accessibility. Reduce the amount of paper you have to buy, and save on postage and courier costs related to paper mail.

The 'send and print' setting on your machine allows you to scan a document and have it emailed and printed simultaneously, so both you and the recipient have a copy. Some machines are also equipped to do double sided scanning, so that you can easily scan, share and print double-sided documents.



The bottom line

IN THE SPOTLIGHT

BluePrint

Print Management Program

Information and document management is often an overlooked component of a firm's expenses. Research from IDC Group and Gartner shows that a company's output costs alone can be between 3 and 5 percent of your total costs. Management of document output fleets, such as printers, faxes and copiers, can increase both profit and efficiency. BluePrint is the answer to

improving print output strategies. This Print Management Program standardizes and streamlines back-office procedures to both predict and measure print costs. The technology to detect service and supply needs before your printer goes down, enables proactive supply fulfillment and preventative maintenance. The BluePrint Data Collection Agent is an application that runs in the background of a workstation or server at your business location. It collects and transmits imaging metrics to the BluePrint secure web server. This simple software download makes it possible for you to view the basic statistical data of your output devices, such as the current status and historical trends, from an easy to use web interface. It can be accessed 24 hours a day, 7 days a week. BluePrint is a secure solution. It only uses

one-way communication, with information being pushed to our server from the stored memory of your devices. This does not include any personal or user data. Because BluePrint does not gather any information regarding the content of print jobs, there are no compliance issues. Security white papers are also available upon request.

Annual savings for print and print related costs normally reach 20 to 40 percent. Regulate print output costs and eliminate the burden of maintaining your document output fleet with BluePrint.

What liquid can be even more expensive than gold, oil, perfume and blood? The answer is ink jet ink. It is one of the most expensive substances per volume you can buy. It averages \$3,000 to \$5,000 per gallon!

For your **FREE** BluePrint Assessment, please e-mail 'learnmore@btohio.com'



JOHN SZABO
Application Specialist

How many years have you worked at Blue Technologies, and what keeps you at Blue?

I started February 14 of 2000. I was here for three years, I left for three years, and I've been back for three years. I love doing what I'm doing, being able to help customers solve true business needs. People have problems, and I like trying to figure out how we can help them solve those issues or those problems, whether its document management or whether its showing them from a color standpoint how to hit the right colors.

What trends have you seen in consumer needs?

I think people are much more open now to embrace technology, to evaluate technology as to how it can work for you. When I first started it was difficult to get people to look at things outside of the scope of what they're used to. Now people are really looking at all different avenues that can lead to be either cost savings or a potential revenue stream for their organization.

What is a top application that you would recommend for businesses right now?

Right now the Prism Software Suite. There are so many aspects for all businesses, from taking advantage of cost reductions of postal certifications for mass mailings to document management to web-based capture of information. Prism has the ability to work from small one to two person offices to multibillion-dollar organizations. It's an extremely versatile suite of products.

How do you think Blue Technologies has grown to provide more for customers in recent years?

We're always continuing to evaluate new and different products. Years ago we started primarily as an office equipment company; now we are able to be that one stop shop to provide not only hardware, but the software that really drives everything within the organization. And most importantly we have the service and support structures behind all of our products. We're not dependent on anyone outside of the organization for any of the packages that we sell.

"People have problems, and I like trying to figure out how we can help them solve those issues..."

Get to know

SUCCESS IS IN THE A

Changing the way you do business

Rennillo Deposition & Discovery was averaging 400,000 printed pages per year. Interested in cutting costs, saving time and going green, the company turned to Blue Technologies for a solution to the extensive print volume. "With over 100,000 depositions in the last 10 years, paper economy is an important issue for us, particularly with the thought that everyone is so globally conscious about going green," said Irene Rennillo, company President. "Blue allowed us to do it in phases, commencing when we opened the doors 12 years ago."

The first step was to provide Rennillo with printers that were built for high-volume, double-sided printing. These machines reduced the number of pages printed and increased efficiency and productivity. Switching to high volume printing saved employee time and with two-sided printing the company's costs were cut instantly in half.

The company continued to seek ways to optimize business operations, with a focus on document management. As a custodian of legal documents, Rennillo had a lot of paperwork to manage. Blue Technologies supplied high-speed scanners to enable the company's document transition from paper to digital. Internally, the company now operates completely paperless.

Specializing in retrieving, formatting, storing and distributing evidence, Rennillo took the digital transition to a higher level, incorporating these tasks to hone business operations. Partnered with Blue Technologies, the company implemented eCopy™, a software solution designed to make document management, production, distribution and archiving, both

easier and faster. PDF documents can be manipulated without any need for conversion using Adobe® Acrobat®. eCopy™ can scan, bate, archive and email all in one step. It has even been integrated into the company's network.

"It allows you to take a document that's been scanned and essentially makes it a fillable PDF, without having to go through the fillable PDF process," said Nick Rennillo, company Vice-President. "You can type text right onto a document through the eCopy™ software."

Rennillo has been able to grow through its partnering with Blue Technologies, implementing new technologies to fit the company's expanding needs. The company addressed the need to reduce its paper volume, and to optimize business operations digitally. The company scans all of its documents for reliable storage, easy management and fast sharing. This also ensures quality service to its national client base.

“All of this was incrementally grown over time based upon Blue being our partner all along, proactively coming to us and saying ‘How’re you doing, what’s your next step, where’s your company growing.’”
-Irene Rennillo

"All of the exhibits we scan for our clients are archived and uploaded onto an online repository that we provide, and without Blue Technologies, the speed of Blue Technologies equipment and Blue Technologies implementing this solution network wide, we wouldn't be able to do that," said Irene Rennillo.

Blue Technologies continues to manage the solutions it has provided with knowledgeable service technicians and a fast response time. Blue Technologies also provides proactive supply notification.

Working together, both companies have been able to optimize and improve the environmental friendliness of business operations. Over the last 12 years, Blue Technologies has assisted Rennillo with the implementation of each progressive step, from installing better printers and fast scanners to reducing the amount of paper the company was using to utilizing eCopy™ as a software solution for digital document management. Both companies will continue to work together to ensure Rennillo has the up-to-date solutions it needs.

REDUCE COSTS BY SCANNING

Scanning a document to your computer enables you to store it electronically on your harddrive, share it through email and manipulate it with software. There are no meter clicks, ink cartridges, or paper costs involved.



RENNILLO
DEPOSITION & DISCOVERY

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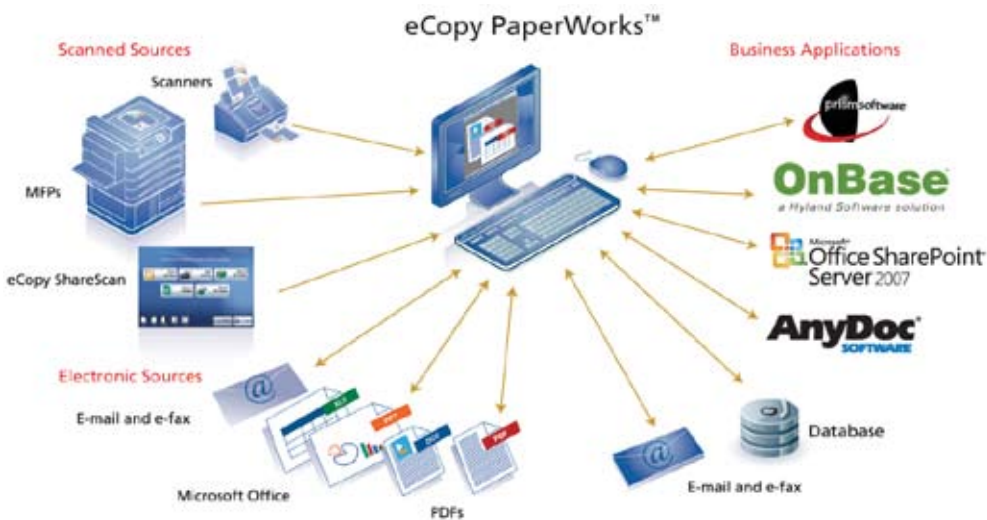
A software program that enables you to integrate paper-based documents into your existing business processes and applications, allowing you to easily access, modify and share information.

Why we like it:

By transforming paper documents into electronic files, information can be managed and controlled by digital compliance systems, reducing company risk and ensuring information integrity. Some safety features include the ability to secure and encrypt documents and PDFs, authenticated access against user directories, activity tracking and audit trails.



It would be possible to build a twelve-foot high wall from New York to Los Angeles using the paper consumed in one year. One way to reduce the amount of paper you use is to install an electronic fax program, with which you can actually have faxes sent directly to your email in PDF format.



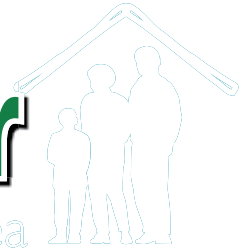
ScanStation is independent from any specific manufacture.



With eCopy™, time spent filing and looking for paper documents is eliminated. Some key features include the ability to automate routine invoice reconciliation and data entry tasks, scan paper and route the image directly and consolidate documents in paper or electronic formats into a single PDF.

Blue Technologies

Makes a Hole-in-One for



Berea
**Children's Home
& Family Services**

There are many ways that Blue Technologies supports the community, contributing to more than 25 local organizations. One major way that Blue Technologies has and will continue to contribute is through the sport of golf. Blue



as well as a live auction. Last year's tournament brought in over \$130,000 for the BCHFS and this year was a record breaker: \$142K in net profit!!!!

Besides the much anticipated weekend get-a-ways, sports memorabilia and spa services, the big winner for the night was a simple investment in a child: a \$500 individual scholarship to help a child in need. BCHFS will personally direct

the (23) individual

scholarships donated this year.

Although Northeast Ohio has been especially hard hit by the world's economy, you would have never known based upon the generosity of all in attendance. Berea Children's Home and Family Services seeks to help children, families and adults through behavioral health and family support

Technologies has collaborated, with the Berea Children's Home and Family Services and other local charitable organizations.

For the 13th year Blue Technologies served as lead sponsor for Berea Children's Home & Family Services "Golf & Club Classic". The event, which took place on September 14th at Columbia Hills Country Club, included lunch and dinner,

services. The four main areas that BCHFS provide for are early childhood services, home and community support services, out-of-home care, childcare and education. These programs help almost 11,000 children and families in Ohio each year. Blue Technologies values community involvement and support, especially when it comes to children, and has partnered with the BCHFS for many years.

“WEALTH IS NOT TO FEED OUR EGOS, BUT TO FEED THE HUNGRY AND TO HELP PEOPLE HELP THEMSELVES.”
--ANDREW CARNEGIE

Helping out

WHAT'S HAPPENING

Blue Technologies participated as an Elite Sponsor and judge of the 3rd annual Smart Business **World Class Customer Service Awards**, held to honor Northeast Ohio's top performers. Participation lasted from March until June.

Blue Technologies is a leader in customer service with its "**Commitment To Excellence**," a five-point customer guarantee that exemplifies dedication to reliability, accountability and customer satisfaction. As a sponsor and judge, Blue Technologies was involved in the process of both selecting the honorees and presenting at the event. The company first reviewed the hundreds of nominations, narrowing the list down to the top 25. Smart Business magazine then

took this list along with those from other company sponsors, and determined the top 30 companies. Blue Technologies' role also included participation in the VIP reception at Metro Lexus. The qualifying companies were interviewed for the World Class Customer Service Award and 11 other category specific awards. The category specific awards

are: Above and Beyond, Best Training Systems, Customer Service Accountability, Personalized Service, Best Experience, Service Brand Promise, Servant Culture, Service Standards, Zero Risk, The Great Escape and World Class Leadership.

On June 17, Blue Technologies attended the awards presentation at Executive Caterers at Landerhaven. Honorees were recognized in a special editorial report in the June copy of Smart Business magazine.



Brian Lackritz, Hughie's Audio Visual, Sandy Hoyt, John Roberts Spd, Judy Ulrich, US Bank, Beth Palamara, Blue Technologies, Darryl Greene, Cleveland Clinic, John DiJulius, The DiJulius Group, Anne Armao, SummaCare, Dan Pyle, Metro Lexus, Harlan Diamond, Executive Caterers at Landerhaven



Blue Technologies has been hosting seminars to answer the needs of specific industries. One of those was a Legal Solutions Seminar, designed specifically for law office professionals after the Association of Legal Administrators breakfast, which Blue Technologies sponsored. The seminar was designed to provide information on cost saving applications, emphasizing simplicity to increase efficiency.

"Most of it was about how to

INDUSTRY SEMINARS

increase their efficiencies and how they're dealing with paper going through their office," said John Szabo, Applications Specialist for Blue Technologies.

The seminar incorporated demonstrations on software packaging and client billing applications. Document management solutions was of great interest to most attendees. "Each program really gives the customer the ability to integrate directly into the machines, as well as to have external abilities to manipulate the data or store information," explained Mr. Szabo.

The open forum format, allowed attendees to come and go according to their timetables. Numerous companies attended the seminar, including some not affiliated with legal.

"This focus just happened to be the Legal Seminar, but the applications are universal whether you're a law firm, a CPA firm or a manufacturing house," said Mr. Szabo. "We all have those same requirements of what do we do with paper.

How do we store it, how long do we keep it, what's the best way to retrieve that information, how quickly can we find it, and what do we do if it's not there?"

By learning how to deal with these issues, businesses can make their lives a lot simpler, easier, and operate more efficiently. We would be happy to share our knowledge of solutions with you.

Email us at learnmore@btoho.com to be added to our e-vite list. We will notify you when we will be hosting a seminar for your industry.

"It is reengineering their existing processes, whether it be how to file paperwork, how to make it more accessible for the users or how to communicate more efficiently with the outside world."

-John Szabo



**Looking
for a
new
direction?**



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