

Cestrum Group are a UK based, manufacturing company. The company's origin dates back to 1954 when Dr Sam Bonetti, a distinguished Italian civil engineer, pioneered the use of PVC-U for the building industry.

Today Cestrum Group is made up of four autonomous companies including Cestrum Technologies Limited, Cestrum Building Products Limited, Cestrum Conservatories Limited and Clayton Glass Company Limited. The group employ around 350 full time staff and generates revenue in excess of £ 34 Million.

Cestrum supply some of the largest names in the UK building market including Bryant Homes, Wimpy Homes, McCleans, and Shepherds. Cestrum also manufacture products for the UK DIY sector and distribute products through the nationwide retail outlets of B & Q.

Cestrum Technologies handle all technical, environmental, purchasing and warehousing requirements. Cestrum Building Products develop and secure new partnership agreements with key developers. Their premises in Barnsley are designed specifically to increase in-house production. Cestrum Conservatories is focused both on UK domestic and export markets for conservatories, while Clayton Glass supply the group with double glazed units and specialised manufacturing facilities.

Cestrum expect to double turnover over the next 3 years.

The problem

Cestrum group use Sage CS/3 business software for general accounting and management information. The Sage CS/3 software runs under a UNIX operating system. The standard business financial documents produced by Sage CS/3, which include invoices, statements, remittance advices, sales orders and purchase orders, were all printed onto continuous pre-printed business forms, using basic impact dot matrix printers.

Cestrum were using 3 dedicated impact printers to produce these business documents: 2 heavy duty Epson printers, for production of high volume batch printing including customer invoices and sales orders and, a smaller Epson dot matrix printer for transaction printing of purchase orders and general reports.

Cestrum needed a more flexible approach to printing; they needed to improve the quality of their business documents and speed up production. Cestrum contacted their local printer vendor for advice. They, in turn, called on XLPrint Europe, to analyse the situation and propose a solution.

The Solution

The software solution able to integrate the Sage CS/3 business software application with the latest in digital 'multifunction' laser printing technology was **Paris** – The Document System. Various Paris modules were used to provide a complete solution.

Paris Designer was used to create the business forms in digital format. This removed the need to use pre-printed stationery as the Paris system produced the complete document, including any forms, on a networked printer at print time, laser printing onto plain A4 stationery.

The Paris process is PC based and WYSIWYG – there are no command languages to learn.

Paris Spooler is used for production. Print jobs are sent from the Sage CS/3 Unix system to the Paris Spooler. Data is sent via TCP/IP using standard LPR/LPD protocols.

Paris Spooler reads the LPR control block with its LPD and invokes the appropriate Paris Environment; Paris Spooler then automatically produces a Postscript print file. The Postscript print file is sent via the network directly to the networked laser printer.

Summary

Cestrum have now replaced 6 Impact printers with 2 networked laser printers and Paris Software across multiple sites. The new architecture enables Cestrum to:

- Greatly increase the quality of documents printed without making any changes to the Sage CS/3 business software.
- Increase the production speed of producing documents.
- Improve the workflow and business process of producing documents, by migrating production from pre-printed continuous business forms to A4 cut sheet.
- Enable the functionality to direct Sage CS/3 output direct to fax, and further improve business process and reduce cost.
- Reduce cost further by migrating from pre-printed business forms to cut sheet A4, negating inventory in pre-printed stationery.

Cestrum IT Manager, Richard Lycett who implemented the new Document Output solution, is very pleased with his Paris software and says, " Paris is a fine product. It has revolutionised the way in which we produce documentation throughout the Cestrum Group".