



AXIAR

Manage Your
Business Critical Output

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AN OUTPUT MANAGEMENT SUCCESS STORY: ARISTA GROUP OF COMPANIES AND LBM SYSTEMS

Hauppauge, New York, July 10, 2003 – In today’s tight economy, companies are unwilling to spend money unless there is a guaranteed ROI. What if a company could save money and speed up business processes by eliminating all of its pre-printed forms, reducing paper archive storage, and eliminating wasted paper from jammed print runs? That’s a goal of output management software and one company that was able to realize almost immediate ROI through this technology is the Arista Group of companies, a major manufacturing company of consumer electronic products headquartered in Hauppauge, New York.

“Our first taste of implementing an output management system came when our company migrated from a Wang mainframe to a Windows-based system,” says Stacey Blessing, MIS Operations with Arista Group. “Because the Windows system lacked an effective print queue management system for printing, a consultant we were working with suggested we get in contact with LBM Systems of New Canaan, Connecticut. They are a company known for their print queue management software. After speaking with them we realized that in addition to managing our print flow, there were a number of additional benefits that we would be able to work into our company’s systems.”

LBM suggested its AXIAR suite of output management software. The software works by taking data from Arista’s business critical application processes and intelligently reading the incoming data stream. To meet Arista’s print queue management needs, the software’s print management features would take the data and deliver it to Arista’s laser printing network, re-routing the data should a printer go down or allowing the company to split large print jobs



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across the network.

“Immediately when we met with Stacey, we suggested that they could also save money using another feature of the AXIAR suite, its output formatting feature,” says Andy Wellman, Director of Marketing for LBM Systems. “When the data is sent to AXIAR, the software can intelligently format the data for output based on business-unit requirements. Data elements such as logos can be added or suppressed conditionally based on the actual output data. This allows users to eliminate pre-printed forms and save lots of money.”

For Arista, the formatting feature resulted in a very quick ROI. Being a group of four companies, they were able to eliminate four sets of packing lists, letterhead, invoices and the like. It also meant Arista was able to clear up a lot of room because it no longer needed to warehouse all the preprinted forms.

“It was during our conversations on the print queue management that LBM told us about the output formatting part of AXIAR,” says Blessing. “There have been other benefits to using the formatting. For example when our area code changed, we were able to change all of our forms with a click. I can’t imagine the hassle that we would have had to suffer through if the area code changed and we were still using pre-printed forms. That would have been a lot of wasted paper and capital.”

After running the print queue management and output formatting portions of AXIAR for about a year-and-a-half, LBM discussed with Arista the use of an additional feature in the system: check printing.

“We suggested using AXIAR to allow Arista to easily print out checks. This feature not only allowed them to eliminate the need for pre-printed checks, it also allowed for easier tracking of all checks written,” says Wellman. “In fact, shortly after implementing the check writing



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feature, Arista changed banks. Because they were on the check writing system, they were able to change their checks with a simple modification of the check writing form. Again it was another case where they would have wasted all the pre-printed checks and have had to reorder all new ones.”

At the same time, Arista started implementing the final phase of the AXIAR suite, an online storage and retrieval system for the company’s invoices and reports.

“Using AXIAR, when our system generates a report or invoice, it is automatically given a specific form ID number and then a PDF file is created for each item,” says Blessing. “Then if we ever need to see that document again, we can easily retrieve it from AXIAR’s online storage system using the ID number and print it out or email it to a client. This has saved us tons of effort and time, not to mention saving lots of paper and storage space for our documents. Now, when a client or manager needs to find an old invoice, we can pull it up in a matter of seconds. We had concerns that the storage of the documents would have been unruly, but in the time that we have been saving PDFs the storage required is actually quite reasonable.”

The partnership between LBM and Arista has grown in the few years that they have been working together. LBM now sees itself as a consultant to Arista, suggesting new technology initiatives to help move Arista into the paperless office arena. Arista sees LBM as a partner who helps solve output problems when they arise.

“I remember when we were first trying to implement the print queue system and we had just switched over to the Windows platform and something wasn’t working right,” says Blessing. “LBM actually drove a computer to our office from Connecticut just to ensure that the system could get going. There have also been times when my bosses have said they need our system to do something and I’ve called LBM. If LBM couldn’t do the exact thing, they have



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suggested an alternative and we've usually be able to work something out."

Blessing says the key to the relationship has been the ease of implementation of the various parts of the AXIAR suite. "Not only were we immediately able to see an ROI on the systems, we've been able to simplify our business processes," she says. "LBM has good people, which has made it easy when we've been trying to figure out how to implement the various parts of the suite. The software has also been very easy to maintain. Nothing is ever trouble-free, but the interfaces are simple enough to let us figure out the problem and fix it, without having to resort to the typical answer of "reboot". We are very happy with our relationship with LBM."

About The Arista Group of Companies

Based in Hauppauge New York, the Arista Group of Companies is one of the United States' leading providers of consumer electronics accessories and related products. The company's product range is extensive, marketing a complete line of audio, video, telephone, computer and cellular accessories, as well as soft-sided storage bags, and console gaming accessories. Its products are marketed under the brand names of Arista, Doc's, Nuby and Dynasound, as either unbranded OEM products, or private labeled. For more information visit www.AristaGroup.com or call 800-274-7824

About LBM Systems. LLC

LBM Systems develops and markets software products that manage data created by business-critical business applications. Its AXIAR suite of products formats, delivers and archives/retrieves output from financial/accounting, ERP, desktop and other applications vital to day-to-day business operations. For more information about their products visit www.LBMsyst.com or call (203) 966-0661.



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