



Levi, Ray & Shoup (LRS)

Print Output Management with a Solaris™ 10 Advantage



Highlights

LRS provides industry-leading output management software for capturing documents from multiple platforms, managing them, and delivering them to diverse network destinations.

The VPSX solution on Sun servers features:

- Internet Printing Protocol (IPP) support to heterogeneous environments
- Data stream transformation of print files
- Automatic reporting
- Automatic printer problem notification
- Re-routing, cancellation, and re-printing of output
- Scalability to accommodate single server solutions to the world's largest corporations

VPSX on Sun performance results include:

- Highly scalable hardware solution that can support thousands of printers
- Mainframe-class applications delivered from an entry-level UNIX server
- Lower cost of operation through one centralized solution managing all enterprise printing output

Business challenges met:

- Reduce the total number of print devices
- Lower administration costs for supporting print servers
- Allocate printing costs to lines of business



“LRS invented network printing for mainframes in 1981 and today 75 percent of mainframes in North America run LRS VPS software. Customers can now enjoy the LRS VPSX technology running on Sun Microsystems™ low cost servers, including the x64 Sun Fire™ server, and the Solaris 10™ Operating System. With this solution, mission critical output management is available on easy to deploy, cost effective entry-level servers that scale to support thousands of printers. By taking advantage of the VPSX solution on Sun, mid-sized and large businesses can better manage their printer fleets and impact their total cost of printing.”

John Runions, global alliance manager, LRS

Solutions based on industry experience

VPSX software provides a completely new solution for the UNIX® environment building on LRS' 25 years of experience providing output management and delivery solutions. The solution brings sophisticated print management to the open system environment. Sun's equally seasoned industry leading experience in open standards computing makes their UNIX-based technology a natural fit for the LRS solution. “Solaris 10 software is an ideal architecture for the print and file server market because of the flexibility it gives customers. They can choose to run VPSX on the Sun platform, as well as on over 350 non-Sun x86 servers now certified to run Solaris 10,” said Stephen Borcich, vice president of partner marketing, Sun Microsystems.

Managing costs

Industry experts estimate that companies spend between one and three percent of their revenues on printing with a loaded document printing cost of four cents per page. This translates to a typical organization spending approximately \$750.00 per employee per year on printing, rolling up to \$750,000.00 per year for every thousand-office workers.

The LRS VPSX output management software, available on the Sun platform, gives businesses the power to lower their total cost of printing, allocate costs for print jobs across the organization, and reduce unnecessary infrastructure purchases.

LRS and Sun provide a scalable solution that helps customers decrease costs by:

- Reducing the number of Windows print servers to one Sun server that can manage hundreds or thousands of printers
- Managing application output from business critical applications
- Tracking and auditing the actual number of pages printed at a destination, enabling customers to establish a cost allocation or chargeback process
- Lowering administration costs with a browser-based administration interface
- Eliminating costs associated with maintaining disparate printers across the network
- Providing easy to use administration tools

Open standards eliminates multiple Windows print servers

VPSX takes full advantage of industry standards for network protocols, output devices, and encryption algorithms. By implementing standards like SNMP, SOAP/XML, P/L, POSIX, and PAM in a single solution, VPSX helps companies fully exploit the present capabilities of their printers, servers, and applications. This open standards approach also protects current IT investments from becoming obsolete as future technologies emerge.

Entry-level Sun Fire servers running the proven Solaris Operating System offer the same reliability, availability, and serviceability as on Sun's enterprise-level products. The powerful advantage to the customer is that Sun provides this performance at PC-server pricing and with the ability to scale to support hundreds if not thousands of printers. This technology and pricing strategy allows customers to eliminate costly Windows servers that IDC reports can cost as much as \$86,849.00 per server over a five year period.

The total cost of ownership for Windows print servers includes not only the acquisition cost but also the ongoing operational costs, downtime, and staffing. Other operating expenses include the cost of backup and remote management tools. These server costs are over and above the outlays for the toner, paper, printer, maintenance contracts, and the administrative costs associated with print devices. The VPSX solution allows users to consolidate print server functionality to one or several Sun servers.

VPSX offers the ability to convert legacy output originally intended for centralized printers and deliver the resulting output to less expensive destinations. An example of this functionality is converting production print files to a format that can be printed on desktop and departmental printers. VPSX has the ability to convert output such as AFP and LCDS to PCL or postscript output, which is supported by the vast majority of network attached printers and MFDs.

Additional costs savings available with VPSX

Most UNIX, mainframe, and Windows applications format the output. However, since Windows print servers require print drivers for all printing, administrators are performing costly work maintaining these drivers. VPSX can deliver output by passing the formatted print files directly to the printer without a print driver thereby saving IT departments the time, resources, and costs associated with maintaining print drivers.

VPSX customers can realize further administrative costs savings based on the following UNIX features:

- Intuitive user interface allows administrators to manage printers, re-direct output, and cancel print jobs without the need for command line interface
- Direct communication with printers across the entire network enables remote management and problem diagnoses

Learn More

To find out more about Sun server solutions, visit;
sun.com/contentnetwork/profiles.html

To learn more about LRS and the VPSX solution, visit;
www.vps.com

- Printers can send messages to the VPSX console notifying the user of such problems as low toner, failed jobs, and more
- Authorized users have the ability to view the status of the entire printer fleet from just one console
- SMTP messaging notifies designated users automatically in the event of an error status
- Output audit trail tracks printing progress and can re-print, cancel, or re-direct print output functions
- Record print jobs to support cost allocations across the organization
- Track actual number of pages printed by device, user, and application

Sun and LRS also offer VPSX/OutputManager for SAP that meets the SAP BC-XOM Interface standard. Through the use of this solution, SAP users have full control over their print environment within the SAP-user interface.



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