



Epicor for

Printing and Packaging

Supporting Key Initiatives for the Printing and Packaging Industries

With increased global competition and the growth of the Internet, it's a print buyer's market. Customers have more choices than ever before—and they know it. And they are demanding better service; greater product flexibility; smaller, more frequent deliveries and higher product quality—all, of course—at a lower price. Epicor provides a unique combination of technology and business consulting that helps you implement lean business practices and the customer-centric approach demanded by the market. Epicor helps you streamline process flow, reduce waste within your organization, and ensure that you know what your customers want and when they want it.

Epicor for Printing and Packaging is an extensive and flexible enterprise resource planning (ERP) solution that combines the strength of the award-winning Epicor ERP with the sophisticated, industry-leading print capabilities of Kodak Unified vWorkflow Solutions.

Epicor for Printing and Packaging gives you control over your business with access to real-time data—whether it's for sales, production, or financials. Epicor lets you identify which customers are the most profitable and what work or activities to focus on which can sustain and grow your business.

Designed for traditional and digital printing, publishing, and packaging businesses, the Epicor solution is a catalyst for change that will help you face the future and succeed today.

Drive Sales and Marketing with CRM

Customer Relationship Management (CRM) controls all aspects of a company's interaction with its customers and potential customers including generating the lead, developing the opportunity, taking the order, producing and shipping the goods, getting the cash, and supporting the customer. Throughout this process, CRM allows the customer to be tightly involved within the entire supply chain process via Epicor Portal.

With single source customer information, from sales, quotation, production, and shipping to finance, everyone is in step with customer demands. The CRM suite is designed to enable your organization to create and build a lasting relationship with your customers.

Automate Cost Estimation to Rapidly Produce Accurate Customer Quotes

Epicor for Printing and Packaging lets you customize the estimation module to suit the workflow—or multiple workflows—of your business. This solution speeds your turnaround time for answering customer or prospect requests for quotation (RFQs) and lets you easily track them, from the time of receipt until an order is placed. With Epicor for Printing and Packaging, you have several options for quickly creating highly accurate estimates and quotes including cost-based estimating, automated quoting with the job configurator, and quoting with price lists.

Optimize Constantly Changing Production Schedules

Whether you are a global, multisite enterprise or a single-site print organization, the fundamental need for precise and flexible planning and scheduling exists. Specific functionality (e.g., consolidated purchasing, transfer functionality, and consolidated financials) helps global enterprises manage the complexities of their business and take advantage of the efficiencies that smaller organizations may enjoy.

Increase Productivity While Improving Quality and Tracking Capabilities

Epicor Production Management, comprised of Job Management, Manufacturing Execution, Lean Manufacturing, and Quality Assurance, uses sophisticated technologies to model your best practices and empowers your personnel to make the decisions that will help optimize your production process. Online transaction tracking gives you a current picture of what is occurring on the production floor by employee and job. Embedded quality management enables you to ensure you meet your customer's quality expectations.

Streamline Your Supply Chain and Optimize Inventory

Linking the trading partners, processes, and systems that make up your supply chain can be the differentiator you need to achieve industry-leading performance. Removing processes that do not add value and synchronizing processes inside and outside a company enable you to meet customer demands for lower cost and faster delivery. Epicor for Printing and Packaging provides the most effective coordination—from initial raw materials to the ultimate consumption of the finished product by providing the visibility you need throughout your value chain.

Improve Financial Analysis and Decision Making

Every business measures performance to some degree, but enterprise performance management (EPM) is more than measurement. EPM is both passive measurement and active performance management. Epicor for Printing and Packaging includes the tools you need for reporting and analysis, and real-time monitoring and triggers to generate alerts when a metric or process is outside a pre-established tolerance. EPM goes beyond operational performance. Your management team can also use the EPM suite of applications to analyze financial performance.

Integration to Industry-Leading Kodak® Unified Workflow Solutions

Epicor for Printing and Packaging includes integration to several Kodak Unified Workflow Solutions, including Kodak UpFront Production Planning Software, Kodak Preps Imposition Software, and Kodak Prinergy Workflow.

Kodak UpFront Production Planning Software

Kodak UpFront Production Planning Software standardizes production planning by automating and digitizing the centuries-old craft process of manually folding paper and creating drawing layouts. UpFront Production Planning Software ensures the accuracy of your job layouts by automatically verifying your plans against a library of your press and finishing equipment. UpFront Production Planning Software also enables you to create imposition-ready digital templates for prepress and send JDF/CIP3 information to bindery and cutting equipment.

Material and labor savings from implementing UpFront Production Planning Software can add up to improvements to your bottom line.

Kodak Preps Imposition Software

Kodak Preps Imposition Software is a digital imposition tool that leads the industry in the adoption of open standards such as PDF and JDF. Preps Software is the cornerstone of a productive prepress operation, dramatically reducing job costs and turnaround times with a customizable workflow.

Kodak Prinergy Workflow

Kodak Prinergy Workflow automates the exchange of data between Epicor for Printing and Packaging and Prinergy Workflow. Using JDF standards, Prinergy Workflow provides immediate access to prepress production data, such as events, machine time, and material usage.

Supporting Extended and Global Operations

With competitive pressures driving many businesses to expand globally where labor is considerably less expensive coupled with manufacturing plant consolidations and the desire to put distribution centers closer to end consumers, both large and small businesses find themselves suddenly managing multiple sites disparately. Epicor for Printing and Packaging has comprehensive multisite capabilities coupled with global presence to meet your company's requirements for local support. Competing globally and domestically—bridging geographic and strategic diversity and eliminating supply chain inefficiencies—can be accomplished with the technologies to streamline intra- and intercompany processes and communicate quickly and accurately. Synchronization of complex relationships which determine supply, demand and fulfillment is the means to reaching new, industry-leading levels of business performance. Epicor for Printing and Packaging can help you achieve maximum efficiencies across your globally extended enterprise.

Robust Technology Framework

Epicor is uniquely positioned with a complete suite of applications based on 100% Web services technology, protecting your investment in software and services well into the future. Why are Web services so important to businesses, particularly in printing, packaging, and publishing? Outside of all the reasons organizations look to Web services for deployment—speed, stability, reusability, and more—for midsize businesses, the incentive is imminent to drive electronic collaboration more firmly into their supply chain. Web services collaboration is fast becoming a necessity to doing business.



Supporting your business strategies with applications built on service-oriented architecture (SOA) keeps the door open for businesses by meeting both the immediate requirement for scalability while supporting an open philosophy in the event your business strategy changes. SOA simplifies the coming together of established infrastructures to make acquisition and merger less painful—attractive to companies looking to acquire.

Industry-Leading Service and Support

Epicor has more than 40 years of experience delivering industry focused, world-class solutions, and ongoing customer care and service to over 20,000 customer installations. It is a true global solutions partner with support offices all over the world. The key vehicle that transforms Epicor for Printing and Packaging into a successful business solution is our Signature Implementation Methodology. Signature allows Epicor to provide consistent, customer-focused implementations that deliver added value because it provides a controlled environment. It is a highly structured, proven implementation methodology that successfully guides you and your company through a six step process, from an in-depth analysis of your business requirements all the way to the hand over, enabling your company to quickly begin using Epicor for Printing and Packaging in day-to-day operations, saving you time and money, by providing broad functionality at a lower total cost of ownership.

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