

Partner Spotlight: BPI Blueprints

Adapting to the changing industry is like learning how to fly all over again for a pilot. BPI explains the current situation with this analogy: The plane (business) currently has an altitude and speed (success), but the pilot's (business owner) challenge is to adjust the wings or replace them; all while keeping the altitude and speed. It's a prodigious undertaking, but one that must be accomplished. Pat Feely, General Manager at BPI, has a focused perspective towards the challenge. "Utilizing our employees, infrastructure, capital, core competencies and processes developed over many years of success are all key components in diversifying our offerings, aligning new services to support clients changing requirements, and maintaining a financially sustainable model," said Pat.

The strength of their relationships with current clients is one of the things that has assisted BPI in weathering the economic storm. BPI has also worked hard to manage their current product/service mix for clients and has taken additional measures to manage costs while staying keenly focused on not reducing service levels. Of course to do all that, it takes a great team of dedicated employees, which is exactly what BPI has. "We work very hard at establishing and maintaining a strong culture at BPI that continuously reinforces and expands our key differentiator--our employees. Everyone on the BPI Team continues to stay focused and work extremely hard at achieving the company's number one objective--customer satisfaction!" said Pat.

To focus on customer satisfaction, BPI has aggressively evaluated their business model to ensure their service offerings, employee training and support infrastructure provide their clients with the services they require going forward. One of many examples of these efforts is the continued expansion into color services. As the market continues to grow, BPI relies on various color output devices in their color service bureau. The KIP KC80 has provided numerous applications in support of high volume color opportunities. BPI has also recently added eco-solvent printers, Canon graphics printers and upgraded print conversion finishing equipment. Not to mention, they have already planned to augment and expand their color capabilities further in 2011.

No one knows what 2011 holds for the industry, but BPI seems to be adjusting their flight plan in order to gain altitude and speed in the near future.

Associate Spotlight: DocuCopy

Change seems to come gradually for some. In the small city and college town of Columbia, Missouri, DocuCopy has been fortunate to maintain a revenue from printing jobs where other companies in other markets are struggling to get any print work. Owner groups and general contractors in the area have been slow to move away from printing and into the digital world. However, Ron Edwards, Business Development Director for DocuCopy supports the transition and is ready for it, "Our office has always been a strong proponent in managing bid sets in a digital environment and have always received a fee for those services, where others have had to give services away as a vehicle for printing," he said.

For now, DocuCopy continues to rely on the revenue from print projects and their other document management software, DFS. DocuCopy has focused their efforts on creating a modified version of DFS with more enhancements. They took a series of end-user based needs and modified DFS to add these capabilities, creating a program with additional functionality. The good thing is, since these improvements are built outside of DFS, they can be made available in modules so that any company can pick and choose the features that are useful to them. DocuCopy hopes that these enhancements will prove useful for not only customers, but other ReproMAX members. "We hope to develop the enhancements into a program which can be provided to other ReproMAX companies. These enhancements so far have been introduced to a number of Associates and Partners with very positive responses," said Ron. Some of the key enhancements are:

- Keyword Search from Project Page: enter multiple keywords to search vault files without having to open the project.
- Fully Automated Tracking: create a favorites list by individual or company to keep track of your projects.
- Automated Daily Notification: automatic updates can be sent out to any contact or list of contacts with specific DFS info
- Default Searching: enter your favorite search fields and save them as the default.

The enhancements DocuCopy has made to DFS seem to come at the right time. Over the past two and a half years and with the economic downturn, contractors have an increasing need to locate bidding projects which has also increased the demand for posting construction projects. "We have seen substantial growth and have added personnel to maintain that growth," said Ron.

As the industry continues to grow from print to digital document management, DocuCopy appears to be on track to sustain future growth.



And the winner is...

Congratulations to **Kyle Batsford** of Palomar Reprographics for scoring the most Repro Points in the month of June. Kyle wins an iTunes gift card and a ReproMAX polo shirt. Make sure you visit the website and look around for all the tests available so you can start earning Repro Points. Plus, drop a suggestion in the suggestion box for bonus points! There will be another prize awarded for the person who accumulates the most Repro Points in July!

June Repro Points Top 5:

1. Kyle Batsford, Palomar Reprographics
2. Judy Brooks, Nevada Blue
3. Bill Pitts, Beeline + Blue
4. Todd Howgard, Thomas
5. Jay Gensemer, Bay Area Blue

COTG/Xerox partnership offers members competitive pricing on Xerox narrow-format equipment

In an effort to provide competitive advantage in the area of Xerox narrow-format equipment, ReproMAX has established a partnership with Chicago Office Technology Group (COTG). COTG is a Global Company which is a division of Xerox. They are a full-service solutions provider that specializes in equipment, service, FM applications, etc.

COTG will offer Xerox narrow-format equipment and service (either COTG or Xerox) to ReproMAX companies at a competitive price. Sample pricing was sent out in April- please contact Eric Weiss for additional pricing and/or questions at (630) 771-8564 or email eweiss@cotg.com.

About COTG: As a wholly owned subsidiary of Xerox and a Hewlett-Packard Elite Partner, COTG is a technology and services company specializing in workflow solutions, production printing equipment and office systems. From document management to collaborative communication tools and multifunction systems, they provide the broadest portfolio of technology and services for companies of any size, in any industry.



HONBLUE's new website

HONBLUE has created a new website dedicated to their sustainability initiatives.

Check it out [here](#).

New Cartridge Recycling Program

Spectracorp is pleased to announce a new cartridge recycling program for ReproMAX members. Visit www.wideformatrecycling.com/repromaxreg/ to register and start recycling your used cartridges. There is no cost for the program or shipping, so please sign up and do your part to help the environment if you are not already recycling!



ReproMAX Conference Schedule & Industry Events

2010

WRA
September 30-October 3, 2010
San Diego, CA

Graph Expo 2010
October 3-6, 2010
Chicago, IL

CRA
October 6-8, 2010
Dallas, TX

SGIA
October 13-15, 2010
Las Vegas, NV

Partner & Associate Fall Conference
October 14-15, 2010
Las Vegas, NV

ERA
November 3-5, 2010
Norfolk, VA

CURT
November 8-10, 2010
Orlando, FL

Greenbuild
November 17-19, 2010
Chicago, IL

Ecobuild America
December 7-9, 2010
Washington, DC

Registration Links:

[Register](#) now for the SGIA Expo, FREE admission if you register before 9/10/10

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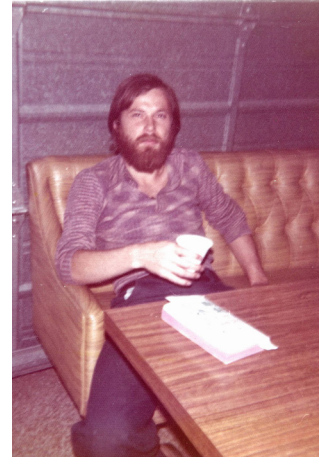
Look what you missed at the ReproMAX Spring Conference!



ReproMAX Board of Directors meet during the Spring Conference.



Members listen to presentations.



Who is this ReproMAX member?
See bottom of page 5 for the answer.



Bryan Thomas, Steven Strooh and Chuck Gremillion attend the ReproMAX & RSA Vendor Dinner.



Mark Duncan, Joe Cushing and Kevin Gennerman talk business outside at the Renaissance Palm Springs hotel.

To see more photos from the IRgA and ReproMAX Spring Conference, [click here](#).

Don't miss the next one...



SAVE THE DATE

FOR THE
2010 FALL EXECUTIVE CONFERENCE
CAESARS PALACE, LAS VEGAS
OCTOBER 14 & 15

How your company can succeed with PDM: Advice from McGraw-Hill

**What the market needs Now:**

- Firms need to find work
- They need to bid projects more efficiently
- They need to cut costs wherever possible and reduce risk by improving communication with a solution that embraces the switch to electronic content
- They need to pre-qualify unknown bidders – everyone is saying they are getting bids from all kind of people they don't know + government funded projects are requiring more accountability and transparency so they need to prove that everyone on that job has the capability to be on that job
- Interoperability – they need documents to flow from one software application to another
- More Scanning – Less Printing
- Color – BIM and ColorCAD help to make the project data more clear. This demand will no doubt increase with BIM tools and other software like OnCenter and RevLine using color overlays
- Efficient RFI and Submittal document workflow
- Electronic closeout – more and more owners will be demanding this – It absolutely will grow and probably in short order will hit the curve on a major upswing

Your role as a document management expert... doesn't change.

The work completed as a service to make our clients more efficient is now getting higher visibility. Historically, services were monetized in print. As printing is reduced there is a need to charge for services and software licenses. As printing charges go down, software and information, management fees go up, resulting in no net change to the project budget.

The ability to minimize freight expense and improve the turn around on the submittal process lends itself to significant savings on the project. The opportunity to distribute information remains between the design and construction teams, just in a different form. Delivering a solution that is easy, reliable, and trust worthy combined with the ability to support it the opportunity is the same as the paper world. The line items on our invoices may change, but we still have the opportunity to be the distribution channel.

Leverage the McGraw-Hill Network connectivity and educate your clients on the value of that volume of info available.

What PDM (vs. DFS) offers....

- Prequal, link to MHC global directory, link to MHC projects, Ability to sync system to system,
- PDM allows us to manage information not just plans and specs.
- PDM offers more functionality for the client
- PDM enables you to stay attached to the job through construction and closeout processes – more printing and scanning as part of the RFI and Submittal processes alone

- PDM allows you to build a stronger training program and generate revenue from these services
- DFS keeps the reprographer in complete control but limits involvement with all project related processes so you may get all of the pre-con printing but none or little of the rest of the print or scan revenue since DFS in most implementations, is just a plan room.

How your Company can get started today...

McGraw-Hill Construction is excited about this opportunity to work with ReproMAX Reseller Partners. Listed are your next steps to help make our partnership successful!

- Determine whether this is the right program for your companies' growth and success.
 - Does the license revenue share provide adequate compensation?
 - Does your technical staff understand .NET platform and SQL database applications?
- Understand the features and benefits of the PDM application(s).
 - Who are its competitors?
 - What is the typical workflow of its end user?
 - Identify limitations to the applications
- Meet System & Hardware requirements
 - Hosting capabilities
 - Support
 - Customer Training
- Schedule your introduction to PDM PRO/ENT application(s).
 - This is accomplished through scheduled WebEx demonstrations with your PDM Sales Specialist.
- Get PDM Sales & Services Certified
 - Register at <http://network.construction.com>
 - Training site: <http://construction.com/help/PDMTraining/ResellerTrainingPage.aspx>
 - Payment for training is via ecommerce. Certification price is per person, per company.
 - Upon successful completion your company will receive complimentary one five seat PDM Enterprise Subscription and a McGraw-Hill Construction Network subscription service (state access, one access seat).

McGraw-Hill Construction solutions are identified as the market leading sales and productivity tools offering more capabilities to generate more profits for your company with increased sales and services opportunities. As we work to grow our reach and build new relationships with industry leaders, we welcome opportunities to explore new Partnerships and invite you to find out more about McGraw-Hill Construction by visiting our website at www.construction.com, or by contacting: Rusty Sherwood (mark_sherwood@mcgraw-hill.com) or Sherri Wingrove (sherri_wingrove@mcgraw-hill.com).

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PDM Success Stories:

NRI gains business of local general contractor with PDM capabilities

P. Agnes is a Philadelphia area general contractor founded in 1918. They are currently involved on projects listed on the McGraw-Hill Construction Network with a total value of \$300,000,000 (a fraction of their total project involvement).

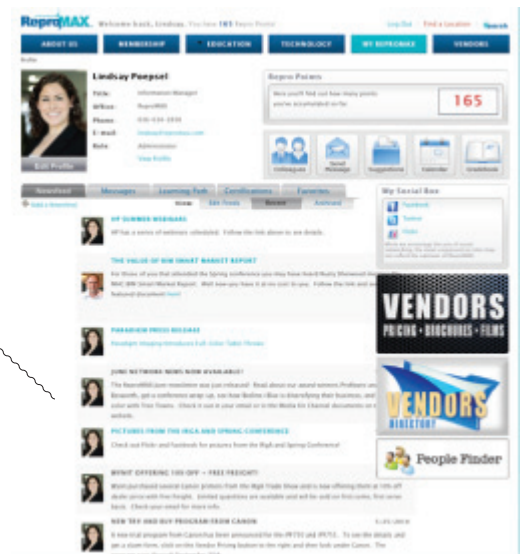
NRI has helped P. Agnes successfully implement the PDM system, primarily to enhance and streamline their bid communications processes. P. Agnes has seen major benefits from the system, including the ability to quickly notify all bidders of changes to the project immediately and the ability to verify that the changes have been received by all parties. Plus, the ability to customize project notifications on the fly by adding specific information and requirements to the body of the message as they are being created has saved countless hours that used to be spent creating special cover sheets and attachments.

Through the prequalification system, P. Agnes has been able to eliminate the need of costly fax services to communicate with sub contractors. Another major benefit is the ability for estimators to upload information to the system at any time and immediately make the information available to everyone involved in the process.

Currently, P. Agnes is hosting 68 projects in their PDM system. Eighty percent of their projects are in the Healthcare Sector with about half these involving major University Hospitals.

Industry Information & ReproMAX news at your fingertips!

Do you have a list of websites you check everyday? Possibly Facebook, email, blogs, news sites? Well you need to add www.repromax.com to that list! You can get important industry news plus ReproMAX updates right on your My ReproMAX page. Its easy, just log in and check your the newsfeed on your page. Stay informed and connected!



Newsfeed!

Vendor News & Updates

All current vendor contract pricing can be found in the Vendor Channel of the ReproMAX website. Contact lindsay@repromax.com for a login.

Canon has released 3Q promos and rebates for ReproMAX members.

Dietzgen has released a new price book for ReproMAX members.

HP released several documents to help ReproMAX members in selling Designjets.

Océ has released a new price book for ReproMAX members.

Océ recently announced the Arizona 550 XT UV flatbed printer.

Océ's Peter Lawrence will be holding a ReproMAX only web conference on July 8 at 1pm central time to talk about the impact of color on construction. Check your email for details.

Paradigm is now offering the imagePRO Ci40 with a certified ISIS Driver. Check your email for details.

Synnex has released HP rebates and spiffs for July.

Wynit is offering 10% off dealer price plus free freight on Canon floor models from the IRgA show. Check your email for details.

Wynit has released a new HP price book and promotions..

Wynit has released new promotions for Canon.

Note to all ReproMAX members:

If you would like to list any items for sale for other members to view, please email lindsay@repromax.com.

You can find a list of items for sale from ReproMAX members in the Vendor Pricing section of the website in the appropriate folder.

CONFIDENTIALITY NOTICE: With the exception of material that has already been disclosed publicly or is a matter of public record or common knowledge, the information contained in this document is proprietary and confidential and is intended for use only by the ReproMAX Partner, Associate or ReproMAX staff member to whom it is addressed.

ANSWER TO MYSTERY PICTURE: Paul Fridrich from Cyber Copy

