



## Scania Denmark optimized and centralized print jobs from 19 divisions ...

The Danish Scania Group wanted the print and postage routines in their 19 divisions to become more flexible thus they decided to optimize and centralize.

Also Scania would like to reduce the costs of postage and packing.



### More than 200.000 letters per year

Each year, the Danish Scania Group send around 220.000 pieces of paper in form of Invoices, Statement of Accounts, Reminders etc. via ordinary mail. This equals a yearly expense, on postage alone, of 3/4 million Danish Kroner. To this you can add expenses for printer toner, envelopes and packaging..

Considering the amount of paper and the number of divisions keeps rising, the Danish Scania Group decided to optimize their print solution either via outsourcing or via internal restructuring.

### Outsourcing

One solution to Scania's considerations on centralizing was to outsource all print to an external printing office.

This solution would give the Danish Scania Group instant savings on postage and toner plus a saving on man hours used for packing. However totally seen, the outsourcing solution would result in a noticeable increase in expenses due to the fixed costs to the printing office.

### Solution with InterForm

Since outsourcing couldn't result in the required savings, the Danish Scania Group decided to focus on a solution based on their existing product InterForm and a purchase of the most modern printer.

The only requirement to get this solution working, was that the printer and InterForm needed adjustment to match each other. InterForm had to create the OSC barcodes needed to separate the letters.

Once that part was solved, System & Method used only one consultancy day to set up the solution – and the Scania Denmark Group were ready to use their new printer.

### Only one print job per day

Today, all print from the 19 divisions are collected in one print queue. Every morning a print job is started that merges all spool files to gather all print for the various recipients, hereafter the job is printed.

The print is taken from the printer a placed in the postage machine, which handles the rest.

### PP-envelopes gave in further savings

By collecting the print jobs from all 19 divisions in one place, the Scania Denmark Group reached an amount of letters that qualified for bulk discount. The letters are all sent in PP (Postal Paid) envelopes. The postage for these PP-envelopes are far cheaper than ordinary envelopes, and they even save time for adding postage .

In order to avoid any problems with postage, InterForm was supplemented with a piece of code, that ensures that no more than 5 pages is put into each envelope.

### The result is better than expected

The Scania Denmark Group were very conservative in their calculations, and at a follow up 6 months after production start, they discovered that savings in postage alone amounted to 20%. This was originally budgeted at 10%. 20% means a yearly saving of around 150.000 Danish Kroner.

