

# Customer Case Study



## FormMaker Helps BKI Save Money By Eliminating Pre Printed Forms

### Company Profile

Committed to innovation and progress, BKI is a leading international manufacturer of foodservice equipment. BKI is known worldwide for its commitment to providing top-of-the-line equipment for the foodservice industry. BKI's unbeatable level of service and professionalism comes from almost 50 years of serving the foodservice industry. With in-house design and manufacturing centers working hand in hand, BKI constantly strives to develop the highest quality products to meet their customers' evolving menu needs. For more information on BKI visit the company's website at [www.bkideas.com](http://www.bkideas.com).

### Challenge

Remove "Non-Value-Added" costs from the processes of producing our product. BKI was concerned with the cost of pre-printed forms and the intensive labor needed to process daily paperwork. Additionally, BKI was faced with an aging ERP system that required a dedicated, and proprietary, printing system needed to accomplish routine tasks.

### Solution

BKI formed a strategic partnership with Kearns Business Solutions (Easley, SC) to provide services and solutions to leverage the existing ERP architecture and replace out-dated printing devices. By using FormMaker Pro (CCP Systems) to convert fourteen of BKI's pre-printed forms Kearns Business Solutions was able to assist BKI "ratchet down" its forms costs considerably.

Kearns offered a "turn-key" operation with almost no server-side changes being necessary by interfacing directly with the legacy DEC VAX server. With only the addition of print queues, Kearns Business Solutions was able to migrate BKI's pre-printed forms with very little transitional training. "As we moved through the audit process, Kearns became the natural choice for us, as other competition was unable to provide interfaces to our server, or asked us to make costly changes to our software to fit their solution," said Ken Stewart, IT Manager for BKI Worldwide. This translated to increased productivity, reduced paper-costs, and a more usable printer environment.

### Results

The pre-printed forms solution was the key to BKI's choice in strategic partners. By eliminating the need for pre-printed forms, BKI was able to streamline operations and alleviate the typical costs associated with

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legacy line printers. Stewart estimates that BKI will save approximately \$28,000 this first year alone with the inclusion of all improvements made by Kearns Business Solutions with forms volumes at roughly 300,000 – 400,000 pages per month.

## About CCP Systems AG

CCP Systems AG was founded in 1988 in Stuttgart, Germany, as CCP Development GmbH and has excelled in the development of graphical user interfaces, printer drivers, graphical applications and system software components. The company recently started marketing FormMaker Pro in the United States to Kyocera Mita dealers. FormMaker Pro 2.2, an electronic form creation and management tool that supports PRESCRIBE directly. The easy to use drawing and layout tools allow users to create sophisticated pre-printed materials and forms and to quickly make changes when the need arises. The company has developed JScribe - a key technology that adds intelligence and enhanced functionality to printers and digital copiers. JScribe provides a new standards-based mechanism for analyzing and intelligently converting print data streams and improved printing and document management. JScribe allows enterprises to better control direct and indirect printing expenses and to improve the overall printing process.

## About Kearns Business Solutions

Kearns Business Solutions serves 29 counties, with offices in Easley and Myrtle Beach South Carolina and Hickory North Carolina, as a dealer for Kyocera Mita North America, Inc. Kyocera Mita is one of the world's largest manufacturers of copiers and computer connectable peripherals including full color imaging systems, plain paper laser fax, laser printers, computer forms printing, and network ready multi-functional document imaging systems to over 100 countries.