



Case Study

State Agency Saves Millions in Printing Costs

- » RPM Select
- » Replaces SNA
- » Convenient, low-cost mainframe printing

RPM is replacing SNA for mainframe printing and saved a state agency millions of dollars over four years. Printing costs are lower and printouts are more convenient.

By installing RPM, a state agency has been able to replace Service Network Architecture (SNA) data circuits, which carry a hefty monthly expense for each circuit as well as additional costs per printer/terminal. Moving from SNA to existing TCP/IP lines, which RPM uses to receive and print jobs, the agency has realized significant print savings.

- ◆ RPM includes a full set of easy-to-use features for simplifying document workflows, connecting disparate platforms, and lowering printing complexity and costs.

BACKGROUND Before switching to RPM for mainframe printing, the monthly spend for SNA circuits and printer/terminal costs was over \$100,000. Dot matrix printers and greenbar printers were used for printing documents, and associates had to walk, often to a different level in the building, to pick up their reports.

BUSINESS NEED The agency needed a low-cost printing solution that could replace the existing SNA setup. The solution would have to run in the background with little or no need for end-user interaction. Associates would have to generate reports on the mainframe and have the printouts sent to a locally attached printer.

SOLUTION: RPM REMOTE PRINT MANAGER The agency's associates now use RPM Select to print reports generated in a mainframe program (accessed through a 3270 emulator package). RPM is able to print these reports on inexpensive, locally-attached printers (USB or parallel) or common network printers, as well as apply formatting and perform other operations on the print jobs.

Cross-Platform Printing & Workflows

iSeries™ (AS/400®)
zSeries® (OS/390®) → Windows®
UNIX® (Linux™, AIX®, SCO®, Solaris®)
Other (Mac, VMS, Windows)

Simple. Affordable.
RPM Remote Print Manager.

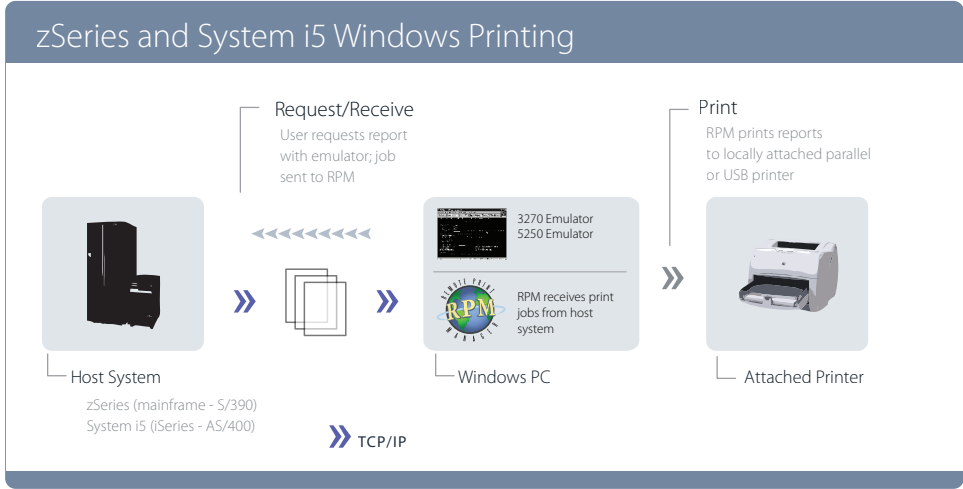


Figure 3 zSeries and System i5 Windows Printing: Associates running 3270 emulators on Windows PCs request reports from the mainframe. The reports are sent to RPM on the same PC, which sends the jobs to locally attached parallel or USB printer. RPM also formats some reports before printing them.



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◇ Founded in 1995, Brooks develops TCP/IP network printing solutions that allow Windows-based computers to print to and receive data from non-Windows computers: INTELLIscribe® for sending print requests, RPM Remote Print Manager® for receiving host print requests, and ExcelliPrint® for receiving AFP/IPDS print requests from IBM mainframe and midrange servers. For more information, call 208.523.6970 or visit www.brooksnet.com.

to walk to the nearest greenbar printer (possibly on another floor or even in another building), and many can simply print the reports to the locally attached USB or parallel printer.

- » When printing checks for the internal banking system to transfer funds from one facility to another, the check printing processing (e.g. lining up the check and printing it correctly) has been greatly simplified.

SUMMARY With RPM in place, the agency has experienced considerable cost reductions and mainframe printing is more convenient and flexible. The organization is continuing to phase out SNA lines and printers and implementing RPM in more locations. The SNA expenses are expected to be eliminated in early 2007.