



## case study

# Mercury Insurance Group

- > RPM Select
- > HP-3000 Printing
- > UNIX Printing
- > Data Archiving
- > Offline Storage

### Lower Printing Costs and Automated Printing at Major Insurance Company

#### » Key Features

- The HP-3000 supports only printers that understand the PDL and PCL printing languages. RPM provides the ability to print jobs from MPE/iX to any printer, regardless of brand name, with no need to purchase HP-specific equipment.
- RPM eliminates the need to purchase third-party LPR/LPD print spoolers for HP-3000. RPM can receive data directly from the HP-3000 using the native TCP/IP printing supported by MPE/iX.

Using RPM Select, printed output has been decreased by over 60% and important documents are placed in electronic archives. In addition, routine printing has been automated.

**BUSINESS NEED** The Mercury Insurance Group needed a printing solution that would provide more printing speed, increased automation, and the ability to capture print jobs. The captured print jobs then needed to be converted from PCL to PDF, and stored on network storage devices.

**SOLUTION: RPM SELECT** After piloting other print software, the company found that RPM was easier to install and use than other solutions. End users were able to adjust to RPM more quickly than other software solutions. RPM was able to receive print jobs from the HP-3000 without using a third-party client.

Using an RPM filter type queue that calls a third-party PCL-to-PDF converter, print jobs are prepared for digital archiving.

**SYSTEMS and SETUP** RPM Select is situated between the HP-3000 server and the printers or network storage devices.


**OUTCOME** With RPM Select in place, Mercury Insurance Group has experienced the following improvements:

- » Printed output has been decreased by over 60%.
- » Important documents can now be stored in electronic archives.

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.





- RPM Remote Print Manager writes to disk incoming data from an HP-3000, UNIX, AS400, mainframe system, or ANY host system, to any Windows® resource. With RPM you are able to write to disk and print to a printing device at the same time.
  - RPM supports receiving jobs via the Telnet printing protocol. RPM offers HP remote printing features not normally found in mainframe-to-PC printing.
- » Routine printing has been automated so print jobs are automatically handled: For example, through the use of a filter queue and batch file, print jobs can be routed to different queues (and to different printers).
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- » **RPM Remote Print Manager.**  
*Simplifying document workflows.*

**About the Customer** Mercury General (NYSE-MCY) is the leading independent broker and agency writer of automobile insurance in California and has been one of the fastest growing automobile insurers in the nation. It is ranked as the third largest private passenger automobile insurer in California, with total assets over \$3 billion. Mercury also writes automobile insurance in Florida, Georgia, Texas, Illinois, Michigan, Nevada, Oklahoma, Pennsylvania, New York, Virginia, New Jersey and Arizona. In addition to automobile insurance, Mercury writes other lines of insurance in various states, including mechanical breakdown and homeowners insurance.



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