National Print Group, Inc. Centralizes Data and Streamlines Workflows with EFI Pace

Challenge:
“We had a hodge-podge of systems running our four facilities, and we needed to centralize data and workflows in order to bring efficiency to the operations.”

— Michael Miller, CIO

Michael Miller joined National Print Group as Chief Information Officer with the mission of selecting and implementing a common MIS/ERP system to bring all locations under the same system. At the time, the Litho and Screen operations were running on EFI PSI™ and the two digital facilities were on home-grown systems. This inefficiency made it difficult to manage day-to-day operations, especially as the company grew.

After a lengthy process, NPG selected EFI Pace™ as their MIS solution. The end-to-end, integrated management system is ideal for hybrid print environments, and integrates with their Kodak PRINERGY workflow and Metrix system.
EFI did some system customization for NPG, to further meet their unique needs, while NPG did their own integration to existing internal systems.

NPG went live with the first digital plant in only six weeks—a record for Pace at the time. Three of their four facilities were live within six months. Today, the company has consolidated operations to three locations, all centrally managed via EFI Pace. Roughly 95 percent of employees use Pace daily for data collection, with 80-90 staffers in customer service, accounting and management using the system more heavily.

Miller is thrilled that with EFI Pace he was able to quickly get all of their locations onto one system with one common language. As part of this, “data collection, especially labor and material tracking, is critical to us, and Pace makes it easy,” he says.

The second most important objective was also achieved rapidly. “We’re now able to track profitability at a customer level, with a single, unified view. Many customers use all three of our plants, and before it was difficult to track true costs.”

Miller’s team has successfully used the Pace APIs to build custom integrations to their Metrix workflow, though he plans to switch over to

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**Solution:**

“NPG looked at seven MIS systems and selected EFI Pace. Pace was the only system that could handle the diverse needs of litho, screen and digital equally well.”

— Michael Miller, CIO
the Pace integration in the near future. Similarly, NPG has integrated its internally developed “Link” customer application (containing campaign management tools, fulfillment services, warehouse management tools, e-commerce and store profiling capabilities) with the Pace system, “bringing incredible synergies across all areas of the operation.”

On the finance side, Pace’s reporting capabilities have been beneficial. Explains Miller, “The ability to write custom reports is great—we’re able to use the custom reports we’ve developed over time and have them hit the Pace database to ensure we have consistent, accurate data.”

NPG is using Pace to streamline workflows and reduce errors—an ongoing process. “We’re excited about the positive impact Pace has made to our business so far, and we’re continuing to use it to improve efficiencies across the operation. We’re confident Pace is the right tool to get us where we want to go,” says Miller.

To further this process, NPG is continually evaluating JDF integrations and has recently installed the EFI PrintFlow® dynamic scheduling solution in two plants to optimize the entire business operation. “It enables us to maximize capacity and efficiencies,” says Miller. Next he’s planning to install EFI Auto-Count® for shop floor data collection.

Results:
“Pace enabled us to accomplish or two biggest IT goals—getting everyone on one system, and being able to understand profits across plants. It’s also getting us closer to our third goal of improving efficiencies throughout the business.”

— Michael Miller, CIO
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