



CUSTOMER APPLICATION

KIP TECHNOLOGY DELIVERS FOR BAE SYSTEMS

BAE Systems is a global company engaged in the development, delivery and support of advanced defence and aerospace systems in the air, on land and at sea.

They have major operations across five continents, with customers and partners in more than 100 countries.

In September 2007, BAE's IT project management at Samlesbury conducted a review of their wide format print systems within multiple BAE UK sites. The review was driven by the need to replace old, and in some cases, unsupported large format printers with a simplified and rationalised managed service.

Technology consultants CSC were engaged to support the implementation of the review recommendation, which was to employ a standardised, minimum variety of printer models, all of which were under one contract, fully maintained and with full in-life support.

BAE already had a strong relationship with KIP and the latest KIP models, along with a number of competitive models, were included within the review. Each of the short listed potential suppliers was visited at their premises and was asked to perform a number of carefully selected and identically challenging tasks. The performance of the equipment, along with an appraisal of each of the company's

representatives, formed an integral part of the selection process. The outcome was a major investment in KIP equipment.

Seventeen KIP3000 systems were installed into air systems design and engineering departments across five sites at Warton, Samlesbury, Brough, Woodford and Prestwick. The KIP3000 is a powerful Multi Function Print system that provides high definition digital copying, scanning and printing without the need for a centralised print room. It is so highly intuitive, with simple touch screen control and on screen, context sensitive user guides, that operators require little or no training; anybody can simply walk up and print, removing the need for dedicated operators.

Additionally three KIP7000 systems were installed into central print facilities. The 7000 offers all the benefits of the 3000 but with an increased output rate of 13 A1 prints per minute which is ideal for the high productivity demanded by this type of environment. As part of the overall solution, KIP also supplied 24 HP colour inkjet plotters some of which were linked to KIP devices to form integrated colour copy systems.

The KIP systems are used for the output of engineering drawings for the build and maintenance of a whole range of military aircraft and support vehicles. The importance of this task placed exacting demands on the print infrastructure, both from a technical and user viewpoint.

The ability to print from a wide range of engineering design applications was key. Crucially the new systems needed to be flexible enough to integrate with legacy systems, including Anvil and other bespoke systems, as well as the current Catia and planned future system upgrades.

It was a vital requirement that the new units could print from platforms as diverse as VAX-VMS, UNIX and Windows. Every KIP system prints from all major

software packages on many platforms and includes native DWF batch processing to print complex drawings at optimum quality and speed.

From a user point of view, KIP demonstrated how their technology could satisfy all of the demands that BAE had, for example with wasted paper, incorrectly printed drawings and lack of clarity in the print reproduction.

With so many installations across multiple sites, support was crucial and monthly reviews were undertaken until February 2008, six months after installation.

Derek Wilcock, Operations Project Manager, was delighted with how KIP had responded to the challenge of the highly complex logistical challenge of the project. "As Project Manager, I am responsible for ensuring the three key areas of quality, cost and delivery are met, and I was not disappointed."

Derek's view is that a business' integrity is measured by their commitment to deliver service long after the initial excitement of securing the order has passed. "I recently conducted a survey of all the new equipment stakeholders and received a very positive response in terms of delivery, installation, level of disruption, training and support. In my opinion, KIP has clearly met and exceeded this requirement" he said.

The initial monthly review requirement has been scaled back to quarterly meetings, and a decision will be taken later this year as to whether the review intervals can be extended further. This is a measure of the level of confidence BAE have both with the product and the support.

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Contacts:

Press: Karen O'Mahoney, Market Energy 07779 150117
KIP UK Ltd: Dick Casey, Marketing Manager: 01327 301612
email:dickcasey@kipuk.com

Editors' notes:

KIP UK is the UK subsidiary of the Katsuragawa Corporation Japan, one of the reprographic industry's most renowned innovators in digital scanning and printing systems

The UK Company was formed in 1988 to specialise in the area of wide-format image capture, storage and retrieval solutions. The KIP product range now covers everything from low volume budget priced analogue copiers through to fully integrated and networked digital scan-to-file and print systems, and will soon introduce the KIP Colour 80 wide format production print system.

KIP UK is the only major supplier of digital reprographics systems in the UK dedicated entirely to the wide format market. This gives them a unique focus on wide format technology.

www.kipuk.com