



# Lexmark Solutions for Manufacturing: Built for better business

As a manufacturer, your business environment is intricate and highly distributed—making daily operations and processes difficult to see. However, having that visibility is what allows you to discover areas where you can improve productivity and reduce costs.

Lexmark Solutions for Manufacturing help you see the bigger picture. Our solutions are designed to streamline manual processes and bridge the gap between print and digital information so that you can see all the pieces and parts; what's working and what isn't. With better visibility and control over operations, you're better poised to identify where those improvements can be made.

**Two billion**

**Number of invoices being processed automatically by our global customers each year<sup>1</sup>**

Manually re-keying information takes time and introduces error. Eliminate those concerns with our Finance and Accounting solutions:

- ▶ Eliminate manual data entry and reduce errors
- ▶ Route documents through the correct workflows automatically to get invoices processed and paid on time
- ▶ Get an up-to-date look at the status of your financials

**In fact:** AEG Worldwide saw a 60% reduction in turnaround time with our AP process automation solution.

**\$7,000 to \$17,000**

**Cost per willful violation for failing to comply with GHS standards by December 1, 2015<sup>2</sup>**

Occupational Safety and Health Administration (OSHA) is buckling down with fines for GHS\* label compliance. Use the Lexmark GHS Label Printing solution to:

- ▶ Support compliance of GHS standards by printing the right label, when and where you need it
- ▶ Print GHS labels in color on blank label stock to reduce the waste and costs associated with managing pre-printed stock

**Five million**

**The number of workplaces in the United States affected by revised GHS standards<sup>3</sup>**

According to OSHA, more than five million workplaces will need to make process changes to accommodate the new GHS regulations. With the Lexmark GHS Label Publishing solution, you can:

- ▶ Create GHS label templates that publish the most current label information at the time of print
- ▶ Ensure that the information on your labels are always accurate and up to date with your safety data sheets (SDS)

\* The Globally Harmonized System of Classification and Labeling of Chemicals (GHS) is a worldwide system for classifying and labeling hazardous substances as they are used and transported.



**Lexmark™**

**950 million**

**Number of jobs supported by the manufacturing industry globally<sup>4</sup>**

Make it easier to manage employee information with secure, electronic solutions from Lexmark's Solutions for Human Resources:

- ▶ Use electronic employee files to centrally and securely manage personnel information
- ▶ Stay informed about status of employees with an organized view of employee information

**40%**

**The time one manufacturer saves in administering, grading and recording tests—reducing the man hours from 400 to 240 per month<sup>5</sup>**

Ensure your staff is properly trained and certified at all times with the Lexmark Training and Certification solution. With our solution, you can:

- ▶ Eliminate time-intensive tasks around creating, grading, recording and submitting test results—scan on Lexmark multifunction product (MFP) to automatically grade, link and save in electronic employee file
- ▶ Spend more time proactively planning programs and less time reactively administering and grading them

**Two million per year**

**The number of paper logistics documents Kuehne + Nagel had to store and manage prior to implementing Lexmark solution<sup>6</sup>**

Improve the processing of logistics documents for better visibility into the movement of your goods with Lexmark's Logistics Document Management (LDM) solution. You can:

- ▶ Capture, classify and route documents automatically with electronic processes
- ▶ Streamline BOL processing with automated template-free extraction of line-item data

**36 million**

**Number of pages eliminated per year with Lexmark Managed Print Services for Cummins, Inc<sup>7</sup>**

With Lexmark Managed Print Services, outsource the management of your print environment to turn your focus to where it's needed most:

- ▶ Optimize your print environment and global infrastructure with uniform technology
- ▶ Gain visibility into print activities across your highly distributed work environment
- ▶ Discover where improvements can be made with a clear picture of print operations and a team that keeps your business goals in mind

**69%**

**Cost savings, in paper alone, by one manufacturer using Lexmark smart multifunction products<sup>8</sup>**

Use Lexmark smart MFPs to bridge the gap between your paper and digital information:

- ▶ Seamlessly connect unstructured information from the physical world to the digital world of structured information
- ▶ Securely capture and move documents into electronic storage, workflows or other applications to complete processes
- ▶ Save on time and money with a device designed to reduce consumption and improve other areas of business

1. Lexmark. (2014). AEG Worldwide Success Story.

2. UL Workplace and Health Safety. (2014). "Chemical Manufacturers Under OSHA Pressure for GHS Regulations". Retrieved from <http://www.ulworkplace.com/blog/workplacesafety/chemical-manufacturers-under-osh-pressure-for-ghs-regulations/>.

3. Occupational Safety and Health Administration (OSHA). Modification of the Hazard Communication Standard (HCS) to conform with the United Nations' (UN) Globally Harmonized System of Classification and Labeling of Chemicals (GHS). Retrieved from <https://www.osha.gov/dsg/hazcom/hazcom-faq.html>

4. McKinsey Global Institute. (2012). Manufacturing the future: The next era of global growth and innovation. Retrieved from [http://www.mckinsey.com/insights/manufacturing/the\\_future\\_of\\_manufacturing](http://www.mckinsey.com/insights/manufacturing/the_future_of_manufacturing).

5. Lexmark, International. (2014).

6. Lexmark, International. (2013). Kuehne + Nagel Success Story.

7. Lexmark, International. (2013). Cummins, Inc. Success Story.

8. Lexmark, International. (2014). Sleep and Relaxation Product Manufacturer Success Story.

