



Lexmark knows manufacturing

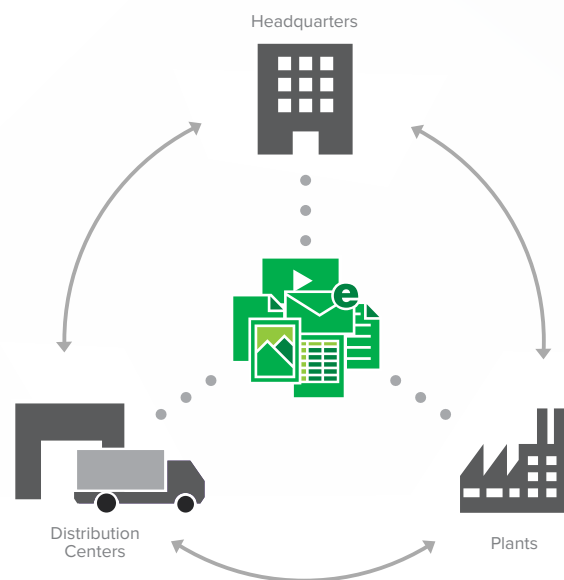
The manufacturing industry is complex. Between changing regulations and an intricate, global supply chain, you need solutions that are flexible, easy to manage and offer visibility and control over the information that drives your business and applications.

To succeed, you need to:

- ▶ Identify process breakdowns and bottlenecks in productivity
- ▶ Optimize processes and reduce costs
- ▶ Manage the myriad types of data and systems that overlap and need to communicate with each other
- ▶ Make sure employees and business processes are always in compliance with internal standards and external regulations

Lexmark has a deep understanding of the challenges you face because we are a manufacturer. We have first-hand experience solving these challenges and we use our own enterprise software solutions to tackle them.

From your receiving and shipping docks to your back office and accounting departments, our solutions for manufacturing help you streamline day-to-day operations by automating data entry and making information stored outside your enterprise applications readily available. We help connect your people to the information they need, when they need it. The result? Reduced costs, improved productivity and greater visibility and control over the processes that run your business.



For more than 20 years, Lexmark has been helping manufacturers to reduce costs and improve productivity.

Our expanded portfolio now includes solutions for:

- ▶ Finance and Accounting
- ▶ Logistics Document Management
- ▶ GHS Label Printing and Publishing
- ▶ Human Resources
- ▶ Training and Certification
- ▶ Managed Print Services



Finance and Accounting

Managing the movement and exchange of goods throughout the supply chain requires a lot of financial transactions. Having to rely on manual, time-intensive processes introduces room for error, and limits and delays visibility into your financials and cash flow.

Our finance and accounting solutions enable you to electronically manage that information and offer an up-to-date look into the status of your financials. With solutions for invoice processing, purchase card processing, expense report automation and more, we can help you link financial documents and data with your enterprise system of record for a clean and clear view of where you stand. That way, you can more easily identify where cost improvements can be made.

- ▶ **Automatically classify, extract and validate data** for paper and electronic invoices, remittances and orders
- ▶ **Ensure smooth approvals** by reducing manual data entry, managing exceptions and automating the processes that make paying invoices difficult
- ▶ **Gain secure access** to financial documents from anywhere in your organization
- ▶ **Route exceptions and approvals automatically** to ensure process control and compliance with business rules
- ▶ **Increase the functionality of your existing financial applications** for key processes, such as general ledger entry

"We're getting four to five times the productivity that we had with what we thought was a good manual system."

Ken Erdner

Vice President of Information Technology
Old Dominion Freight Line

Logistics Document Management

You move goods on a large scale. Having a clear picture over your operations and the movement of those goods is critical for business. But, managing logistics operations with paper-based processes restricts the movement of every inbound and outbound shipment. This makes important information contained in bills of lading (BOL) and other shipping and receiving forms difficult to process and track.

With our Logistics Document Management (LDM) solution, use state-of-the-art capture technology and electronic processes to streamline tasks related to shipping and receiving forms. Our flexible platform seamlessly integrates with your operations to enhance the functionality of your existing logistics systems.

- ▶ **Capture, classify and route documents** automatically with electronic processes
- ▶ **Streamline BOL processing** with automated template-free extraction of line-item data
- ▶ **Create richer, more value-add jobs** for your associates instead of mundane, manual data entry tasks
- ▶ **Electronically file information** to eliminate storage and find documents quickly
- ▶ **Reduce waste** by printing only what you need

Real-world results: Kuehne + Nagel

Global transportation and logistics company, Kuehne + Nagel, stored and managed 2.2 million paper documents annually.

"We're now able to instantly retrieve any document and view it onscreen. More than two million documents are being barcoded and indexed electronically every year at the Southaven facility, helping the company also advance its green environmental initiative."

Jonathan Keathley

IT Project Manager
Kuehne + Nagel

GHS Label Printing and Publishing

One aspect of your business that requires particular attention is labeling hazardous substances for transport with safety labels. As the new GHS¹ compliance regulations come in to law, manufacturers need to take a look at how they are producing and printing labels for shipment. Safety labels can be difficult and tedious to create and a hassle to update and maintain.

GHS Label Printing

Our GHS Label Printing solution enables manufacturers to print labels in color, on an as-needed basis. With color laser printers from Lexmark, you can save time and reduce waste by printing only the labels you need, when you need them.

- ▶ **Save time and money with color printing** by producing labels on blank stock on an as-needed basis
- ▶ **Reduce waste and costs** associated with pre-printed label stock by eliminating the need to manage and store it
- ▶ **Print on the right media** to handle tough environments using reliable devices
- ▶ **Gain a solution certified for international maritime shipments** with the Lexmark BS5609-compliant laser printer²

GHS Label Publishing

Our Lexmark GHS Label Publishing solution is unique. It publishes labels dynamically, meaning it pulls label content from your systems of record to automatically compose each label at the time of print. When printed, all labels include the most up-to-date information contained in your systems.

Our solution makes it easier for your organization to remain in compliance with the changing GHS standards while reducing waste and ensuring that information is accurate on your labels.

- ▶ **Use data-driven templates and blank label stock** to create labels without having to rely on pre-printed stock
- ▶ **Ensure labels are always consistent and up to date** with most current information and in sync with the safety data sheet (SDS)
- ▶ **Adhere to GHS regulations for labels** and adapt to phases of implementation as they become required
- ▶ **Print labels when and where you need them** from any printer throughout your organization
- ▶ **Maintain brand consistency** using dynamic templates that automatically reflect a change once it's made

"We now design, manage and approve safety labels right on the manufacturing floor. By printing in color, we eliminated the need for multiple types of label stocks. It's the perfect balance between flexibility and oversight."

John Gagel

Lexmark Corporate Manager Sustainability
Environmental, Health and Safety



1. GHS stands for the Globally Harmonized System of Classification and Labeling of Chemicals and is a global system of standards that define proper labeling of hazardous substances for transport.

2. BS5609 is part of the International Maritime Dangerous Goods (IMDG) code and the British Standard (BS) 5609 Marine Immersion Label Testing Standard, which requires labels to pass a 90-day seawater immersion test. Paired with certified media providers, Lexmark laser printers meet this standard.



Human Resources

According to the National Association of Manufacturers, manufacturing supports more than 17.6 million jobs³ and has the highest median tenure of any industry in the United States. Globally, manufacturing accounts for 14% of employment,⁴ according to a report by McKinsey Global Institute. You've invested heavily in employee training and certification and you want to keep your staff on for the long term.

Our solutions for human resources (HR) give your teams comprehensive access and visibility into your HR documents and processes. The core of our solutions is employee file management. From one secure, electronic repository, you can maintain confidentiality, enhance compliance, reduce storage costs and make it easier to access and track employee information.

- ▶ **Eliminate paper and electronically administer and organize information** with electronic file management for personnel files
- ▶ **Securely manage employee information** by allowing only authorized personnel to access them
- ▶ **Synchronize and link electronic files to your HRIS system** to ensure systems are up to date and to more easily retrieve files as needed
- ▶ **Track and log documents to simplify HR audits** and note missing files to understand status of records at all time



In the United States alone, the manufacturing industry accounts for 17.6 million jobs³ and 14% of global employment⁴

Training and Certification

With the Lexmark Training and Certification solution, you can provide easy access to training materials, tests and pre-populated employee rosters through a Lexmark multifunction product (MFP). Completed tests are scanned and automatically graded with results linked to the employee record. Not only is organizing employee information easier, but less time is spent manually entering data and preparing for certification tests.

- ▶ **Reduce costs and waste** associated with storing and shipping paper-based training materials and tests
- ▶ **Automate time-intensive paper processes** including test creation, grading and recording results
- ▶ **Increase the efficiency of your training staff** and refocus their time on employees
- ▶ **Gain real-time visibility** into testing results so you can make immediate decisions about your training effectiveness and employee readiness

Real-world results

One manufacturer completes more than 4,000 training and certification activities for roughly 1,700 employees each month. With the Lexmark Training and Certification solution, the team is spending 40% less time administering, grading and recording tests—reducing the hours spent on administrative tasks from 400 to 240 hours per month.

3. National Association of Manufacturers, "Facts about Manufacturing" (2013)

4. McKinsey Global Institute, "Manufacturing the future: The next era of global growth and innovation" (2012)

Managed Print Services

Your business still largely runs on paper: shipping and receiving documents, production work orders, employee personnel files and training and certification materials that all need to be printed, scanned or copied. So, the last thing you should have to worry about is managing your printers.

Let us do that for you. Lexmark Managed Print Services (MPS) is a globally unified, consistent platform designed to optimize your print environment for increased efficiency and decreased output costs. Our team works with you to determine your precise printing and scanning needs based on industry best practices applied within your unique environments. Based on that assessment, we can help you gain a uniform fleet of devices that are managed, serviced and replenished by our MPS team.

- ▶ **Optimize and unify** your global infrastructure for visibility into print activities across organization
- ▶ **Manage your print fleet everywhere** to ensure uptime and eliminate disruptions
- ▶ **Reduce or eliminate on-hand supplies inventory** with proactive consumables management
- ▶ **Standardized global user interface** to provide the same experience across the enterprise and reduce staff training time
- ▶ **Implement a strong device foundation** upon which you can build and integrate enterprise solutions

Lexmark smart multifunction products

Lexmark began as a printer manufacturer. While we've evolved into an enterprise solutions provider, print hardware is still at the core of what we do. And while paper may not be going away, it can be made easier to manage.

- ▶ **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
- ▶ **Implement based on what's right for you** in the cloud, on a server or through "server-less" applications embedded on the smart MFP
- ▶ **Simplify the challenge** of managing ever-changing business and technical environments

The Lexmark advantage

Our methodology is to thoroughly assess your environment, share our findings and provide configurable solutions to improve operations. Our experience and passion to innovate is what enables us to be a valuable partner that helps you do business better.

With our manufacturing solutions, you can bridge the gap between paper and digital information and gain visibility and control over the operations that run your business. Our solutions offer the agility you need to accommodate changing regulations to support compliance and we'll help you reduce waste and cut costs by transforming manual, paper-based tasks into electronic, time-saving processes.

Real world results: Cummins, Inc.

Assets managed: 2,500+

Countries: 40

Time to deploy: Less than 90 days

Cost savings: More than 30%

Pages eliminated: 36 million per year

"Cummins chose Lexmark because of the company's deep experience with driving large-scale and complex global print management initiatives."

Bruce Smith

Director, Computing Services
Cummins, Inc.

