



WE HAVE A SOLUTION FOR THAT.

GBS: The Case For Outsourcing Print

North Canton, OH – Outsourcing has become a critical decision facing businesses in today's corporate environment. Executives must consider outsourcing non-core areas of business to potentially lower cost, improve process efficiencies, and increase primary focus.

In the field of document management, businesses for which this is not a core competency often find that a company like North Canton, Ohio's GBS can provide critical services that help them meet these important new business models.

"Companies frequently ask me about what they might gain by outsourcing their document management," said Eugene Calabria, CEO and President,. "Most companies are not in the business of managing documents, so we manage their documents, improve their processes and allow them to get back to what they do for a living."

Provide E-commerce Technology

Our online portal encompasses the complete lifecycle of a document from creation and production through distribution. Our online requisitioning portal provides customers with 24/7 access to order, soft-proof and print documents. Managing documents through our solution can help reduce obsolescence by printing documents when needed and in the appropriate quantities. GBS helps customers control items more effectively through our online inventory management system.

Use a Better Mousetrap

Modern technology can force down costs, but can place a financial burden on businesses as it is installed and implemented. Outsourcing gives businesses immediate access to this technology without the burden of a large financial investment.

"When a business shifts investment costs to vendors, the smart companies save money most of the time," Calabria said. "This allows them to devote more resources to developing their core products or services. One of our clients, a transportation provider, uses the GBS requisitioning and order management system for paper-based and virtual documents. We gave them a turnkey solution with minimal startup costs in 1999, which they have since leveraged to achieve more than \$2 million in hard dollar savings."

Put Your Money Where It Matters

"Outsourcing can free capital and other resources that support equipment, employees, or assets that have little to do with your core business," said Eugene Calabria, CEO and President. He cites a job GBS recently performed for a large manufacturer as an example. "We recently converted over 50,000 square feet of manually stored documents to a virtual inventory controlled through an automated, web-enabled requisitioning process. Basically, GBS took over the management of the inventory associated with 2,500 commodities and printed products. This allowed our client to reallocate space that is now used to sell its primary products and services. The entire process took six weeks, and there was no interruption of service."

Our Service Helps Your Service

Calabria stressed that allowing specialists to manage a company's complete document lifecycle, lets businesses:

- improve efficiencies
- lower cost
- focus on core business

The Bottom Line is... Your Bottom Line

"When you consider that GBS buys substantially more printing than most companies, the purchasing power gained by partnering with a company is impressive – with an end result of lower costs," Calabria said.

GBS Corp is headquartered in North Canton, Ohio. GBS has been providing technology, labeling, filing, and document management solutions since 1971. GBS provides products and services that help our customers create, manage, retrieve, and deliver information to achieve greater profitability, faster growth, and tangible results for their customers. Additional GBS sites are located in Florida, Michigan, and Texas.

Contact us at 800.552.2427 for more information.

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