



CANON SOLUTIONS AMERICA

NEWS

Canon Solutions America, Inc. Website:

<http://csa.canon.com>

For sales info/customer support:

1-844-443-INFO (4636)

Editorial Contact:

Stephanie Caro

631-330-4432

scaro@csa.canon.com

Bacompt Installs the Océ VarioPrint i300 and Ventures into the Inkjet Age

Industry trendsetter and first company in Indiana to install the Océ VarioPrint 6320 Ultra is also now the first in the state to install the VarioPrint i300.

MELVILLE, N.Y., January 31, 2017 – Canon Solutions America, Inc., a wholly owned subsidiary of Canon U.S.A., Inc., today announced that Bacompt, a renowned provider of data processing, printing, and mailing of information-sensitive documents located in Carmel, IN, selected the revolutionary Océ VarioPrint i300 color digital press as its first inkjet installation. The take-off into the inkjet revolution with Canon’s trailblazing technologies heightens Bacompt’s promise to exceed quality, security and service expectations.

Bacompt continuously validates its position as one of the country’s leading experts in the areas of personally identifiable information (PII) and protected health information (PHI) by monitoring every step of the data processing and printing process, as well as staying ahead of the latest postal developments and regulations. In fact, Bacompt is contracted by the U.S. government owing in part to their strict security protocols.

It’s no small feat to achieve the high-speed and high-security demands of producing financial statements and collection letters, healthcare and insurance enrollment forms, tax-related forms and documents, legal notices, voter registrations, and University and non-profit solicitation letters. These are just a few of the many personalized, information-sensitive documents handled by the company, which Bacompt prints and mails to hundreds of thousands of customers, employees, constituents, and patients.

When Bacompt made the switch from toner-based printing to inkjet with the Océ VarioPrint i300, they maximized uptimes with uninterrupted production and produced five million printed impressions within the first month of installation. Bacompt will be able to meet today’s demanding SLAs with confidence due to the i300’s Sense and Support maintenance feature, which helps minimize unplanned service activities and optimize planned maintenance. Additionally, it is equipped with a high performance PRISMAsync controller, allowing advance job planning and uninterrupted runs.

“Without question, efficiency and dependability initially drew us to the Océ VarioPrint i300,” said Dwayne Hurt, executive vice president and COO at Bacompt. “The dedicated service team at Canon Solutions America respected our business requirements, yet also bore in mind growth opportunities for Bacompt by helping us become trendsetters in the inkjet space and broadening our services.”

The Océ VarioPrint i300 is an all-encompassing press powered by Océ iQuarius technologies, a range of innovations that allow for robust, high quality print at high speed. The quality element combined with its ability to print up to 294 letter images per minute (more than 8,500 duplex letter sheets per hour), was the best-fit solution for Bacompt's need to deliver fast results to a client base accustomed to premium quality. The transition from toner to inkjet allows Bacompt to print on uncoated stock and provide the type of finish their customers prefer, with high-speed output at lower per-page cost. Furthermore, Bacompt now has the advantage of offering full color at a low cost, allowing their customers to create vibrant marketing campaigns and carry their brand across all mailed materials.

“It is an exciting time for the Océ VarioPrint i300 as it continues to demonstrate its capabilities and enter new territories,” said Mal Baboyian, executive vice president, Large Format Solutions and Print Production Solutions, Canon Solutions America. “It is an incredible accomplishment for a company like Bacompt to place trust in our product to provide the utmost security and quality print solutions. The i300 is a versatile technology that is sure to amaze and help Bacompt stay ahead of the game in a competitive marketplace.”

“There is so much more that can be done with our newest press,” said Hurt. “The fact that we don't have to compromise quality to increase efficiency and speed is a significant bonus. The Océ VarioPrint i300 has redefined our ability to meet and exceed both our customers' and employees' expectations.”

About Bacompt

As a leader in data manipulation and its application to point-of-purchase materials and on-demand, digital printing and mailing, Bacompt has refined document processing and taken security to a whole new level. This enables customers to save costs and enhance revenue by facilitating more timely responses in a highly secure environment. Bacompt's robust array of services includes custom programming, list hygiene, variable-data printing, and barcoding. Its nationwide customer base includes retail chains, healthcare networks, collection agencies, finance, and a variety of government agencies at both state and federal levels. Visit www.bacompt.com.

About Canon Solutions America, Inc.

Canon Solutions America provides industry leading enterprise, production, and large format printing solutions, supported by exceptional professional service offerings. With the technology offerings of the Canon and Océ brands, Canon Solutions America helps companies of all sizes improve sustainability, increase efficiency, and control costs through high volume, continuous feed, digital and traditional printing, and document management solutions. A wholly owned subsidiary of Canon U.S.A., Inc., Canon Solutions America is headquartered in Melville, N.Y. and has sales and service locations across the U.S. For more information on Canon Solutions America, please visit csa.canon.com.

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