



## **BACOMPT OFFERS MORE FLEXIBILITY WITH OCÉ VARIOPRINT 6000 TP**

*High volume digital printer anticipates being even more competitive with new press*

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FOR IMMEDIATE RELEASE:

Canon Solutions America, Inc., a wholly owned subsidiary of Canon U.S.A., Inc., announced that Bacompt, a leader in high-volume digital printing, has installed two Océ VarioPrint 6320 TP presses, the most productive digital perfecting system in its class.

Just as Bacompt was the first to bring a high-volume laser printing service bureau to Indianapolis in 1980, it is also the first to bring the Océ VarioPrint 6320 TP to Indiana. To continue with its commitment to bring solutions that help companies perform at the highest level possible, Bacompt is now offering its customers more flexibility with Canon Solutions America's high speed and high volume cutsheet printer.

"Part of our promise to our customers is to back up our expertise with unparalleled service, swift implementation, and competitive options," said Dwayne Hurt, Executive Vice President and COO, Bacompt. "With our new Océ VarioPrint TP presses, we are able to maintain the integrity and quality of an offset press, while offering flexible options for our customers."

### **Better Speed. Better Quality.**

After 30 years of working with products and services from a competitor, Bacompt introduced Océ VarioPrint 6320 TP Ultra presses into the mix.

"Canon Solutions America is the leader in cutsheet monochrome digital printing, which is one of the reasons we are migrating," said Hurt. "As budgets and turnaround times become more condensed, we need to adapt by introducing new technologies and options to help address our customers' challenges. Canon Solutions America helps us meet these demands."

Bacompt was impressed with Océ VarioPrint 6320 TP Ultra's guarantee, offset-like quality, and high speed allowing the company to be more productive. In most cases, this press is up to 70 percent faster than its nearest competitor.

### **Partners from the Start**

While the presses are being installed this month, Bacompt's relationship with Canon Solutions America began several years ago.

"We've known our sales rep for awhile and value his input, as he's been in the industry and knows print as well as I do," said Hurt. "Canon Solutions America devised the best solution for our needs based on strategy and return on investment."

In addition to a dedicated sales rep, Bacompt took a Canon Solutions America tour and spoke with its IT department to get a strong understanding of the front end data. The communication continued when Hurt and his team were provided knowledgeable and helpful information during the installation.

DATA. DRIVEN. RESULTS.

“Canon Solutions America values our customers and their specific needs,” said Francis A. McMahon, Vice President, Marketing, Production Print Solutions division of Canon Solutions America. “As such, we not only create customized solutions, but we also continue to communicate with, support and train our partners to ensure we are working together to produce the best results for their customers.”

#### **About Océ VarioPrint 6320 TP Ultra**

The Océ VarioPrint 6320 TP Ultra is the most productive digital perfecting system in its class. Based on Océ Gemini Instant Duplex technology, this duplex printer series takes monochrome speed to new heights. With ultra-fast speed and benchmark reliability, print professionals can take on more jobs and turn them around faster, enter profitable new markets like digital book printing, expand services and do more with less. All while reducing costs and environmental impact. The result is a win-win proposition that delivers business stimulus benefits, expands opportunities, and optimizes resources and investment protection.

#### **About Bacompt**

Bacompt is a technology leader in the production of high-volume digital printing. Bacompt has locations in Arizona and Indiana, with clients across the U.S. The company employs advanced digital systems to create a wide range of document solutions. Everything Bacompt provides rests on their ability to manipulate and process data. Data that gives clients more information about their customers, increases efficiency, and improves marketing effectiveness.

#### **About Canon Solutions America, Inc.**

Combining the strengths of the former Canon Business Solutions, Inc. and Océ North America, Inc., Canon Solutions America provides industry leading enterprise services, advanced production print technology and large format solutions supported by exceptional professional service offerings. Canon Solutions America helps companies of all sizes to improve their business by increasing efficiency, controlling costs and becoming more environmentally conscious. A wholly owned subsidiary of Canon U.S.A, Inc. Canon Solutions America is headquartered in Melville, NY and has nearly 7,000 employees in 130 offices across the country. For more information on Canon Solutions America, please visit [www.csa.canon.com](http://www.csa.canon.com).

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