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Graphic Data (UK) Ltd. teams up with Hewlett-Packard, Optical Image Technology, Inc. and Pegasus Disk Technologies, Inc. to Provide the World's Best Document Management

Integrating Imaging Solutions That Work

Graphic Data has brought together a team of technologies that works. At the end of the day, that is what the customer really wants, isn't it? Graphic Data has partnered with Optical Image Technology, Inc. (OIT) to provide a very powerful document imaging suite of products that is tightly integrated with storage management solutions from Pegasus Disk Technologies, Inc., and Graphic Data has integrated Hewlett-Packard hardware, completing all the contributing factors that allow them to provide for a great solution that works. What are the factors?

The United Kingdom's Leading Document Management Supplier

Established in 1979, Graphic Data has quickly become one of the leading document management system suppliers in the United Kingdom. They offer a wide range of integrated and modular electronic Document Management Systems. Their services, provided through nine separate locations, include document scanning and microfilming. They also provide fast, easy access to enterprise wide information to help organizations improve customer service and business efficiency.

Graphic Data's customer service is top-notch. They approach each company's paper problems in a systematic fashion; they get to know the staff, learn their individual problems, and propose a document management system solely suited for their needs. They realize that every problem does not have the same answer, and their product line offers more than one solution. "The ability to individualize each installation has paved the way to our success," says Dr. Vijay Magon of Graphic Data. "We have the expertise of over 250 installations with the vision to always search for new technologies for our customers."

The Application Solution for Document Management

Established in 1986, OIT has been instrumental in moving businesses into the twenty-first century by eliminating paper and work-flow problems. Optical Image Technology provides industry leading, truly integrated Computer Output to Laser Disk-Enterprise Report Management -- COLD-ERM (OptiFICHE), Document Imaging (OptiIMAGE), OptiFLOW (WorkFLOW SQL), Internet Access (IntraVIEWER), HSM (ObjectSERVE), Print/Fax Server (ObjectPRINT), and Enhanced Data Mining (InfoVIEW) solutions to businesses worldwide. Recognized for product excellence by such organizations as AIIM and Doculabs, the Total Solution for Document Management enables people to be more productive and information more manageable.

Based on SQL databases, OIT offers a modular, fully integrated, Windows-based, enterprise-wide solution that is able to manage all forms of documentation and a true client-server environment. From a user's desktop, all types of information such as reports, faxes, documents, and word processing files can be imported, exported, and managed. API's and front-end source code allow a high degree of customization. In addition, even the notorious Professor Moriarty would not be able to infiltrate OIT's extensive table-based security options.



Success Story

[The Solution for Storage Management](#)

All this application functionality would not be complete without robust back-end storage management support. OIT uses Pegasus Disk Technologies, Inc. as the provider of storage management solutions for optical storage drives and libraries under Microsoft Windows NT® and Windows 2000®. InveStore® from Pegasus delivers secure storage of data paired with applications like imaging and archiving. InveStore® helps store and share vital corporate knowledge on Magneto Optical, CD and DVD libraries. OIT uses the developer API to integrate tighter control into their applications.

Intelligent Spanning™ lets OIT create virtual volumes of any size from a single surface to an entire library. InveStore's Explorer-like administrator management console includes helpful wizards for common operations and enables remote system management. The software also runs as a service, provides platter-to-platter backup and supports long filenames. Off-line media tracking helps OIT manage disks removed from the library. Flexible write modes allow direct to disk writes or optional caching for enhanced performance. InveStore® includes importing, exporting, formatting and renaming disks, reserving disk space, viewing drive and volume details and adjusting performance parameters, adding the ease of use and advanced functionality of the OIT solutions.

[The Physical Storage Solution](#)

Many of the imaging and document management systems installed by Graphic Data are connected to Hewlett-Packard magneto optical libraries. Pegasus provides the storage link to control those libraries and make them accessible by the OIT application. HP magneto optical libraries provide rewritable and permanent write-once storage of vast amounts of information and scanned data while providing fast, simultaneous access across LANs and WANs. They are ideal for business and government entities with data integrity responsibility and regulatory liability.

[A Match Made in Heaven](#)

OIT's tight integration of front-end applications and storage management along with Graphic Data's world-class customer support and hardware from Hewlett-Packard provide customers with a very powerful offering. In 1994 Graphic Data became a successful distributor of OIT's suite of document management modules. After the initial training period, Graphic Data was recommending and installing the system in the UK. "The OIT Certified Business Partner Program's flexibility provides users with the freedom to go out on our own to demo and install their product. However, OIT is always available to answer questions or help out," says Dr. Magon. OIT's Certified Business Partner Program offers three different levels of participation...from simply referring a potential customer to performing the actual installation. Graphic Data is a GOLD level partner, meaning they complete the entire sales process, contract, installation, training, and yearly maintenance and support.

Graphic Data has installed over 600 licenses of the OIT Total Solution in the United Kingdom. Sites include: Reader's Digest, Yellow Pages, Her Majesty's Custom and Excise, Wealden District Council, Lewisham Borough Council, Kent Commercial Services, Essex Commercial Services, Hales Waste, the National Radiological Protection Board, and GNI Limited. "Graphic Data has opened new doors to us," says Scott Buchar, President of OIT. "Our partnership is mutually beneficial and lucrative."

Similar goals, mutual respect, and the ability to play off each other's strengths; all of these things have attributed to the profitable business partnership of Graphic Data and their business partners. The marriage of the best products and the best customer service provides the United Kingdom, as well as the rest of the world, with a very easy



Success Story

selection when searching for an electronic document management system. Whether you are looking for a way to get rid of your filing cabinets or a better approach to the job flow of documents, the solution is with Graphic Data.

For more information regarding Graphic Data (UK) Ltd, please contact: Talon House, Presley Way, Crownhill, Milton Keynes, Buckinghamshire, MK8 OEE, call 01908 269600, or visit www.graphicdata.co.uk.

[About Optical Image Technology Inc.](#)

Since 1986, OIT has been developing award-winning integrated document management solutions, including COLD-ERM/EBPP, Document Imaging, Workflow/Process Management, Browser Access/E-Business Enablement, HSM, Print/Fax Server, and Enhanced Index Extraction. OIT's Total Solution for Content Management has gained prominent industry recognition by organizations such as AIIM International, Transform Magazine, Doculabs, and Kinetic Information.

OIT serves customers throughout the world and across all major industries, including insurance, financial services, pharmaceutical, education, healthcare, government, manufacturing, retail, utilities, and publishing. By dynamically coordinating and managing the transfer of content, OIT enables organizations to realize increased profitability, improved productivity, and enhanced customer satisfaction by empowering enterprise wide business processes. For more information visit our website at www.opticaltech.com.

[About Pegasus Disk Technologies](#)

Pegasus Disk Technologies, Inc., headquartered in San Ramon, CA develops storage management software for MO, CD-ROM and DVD based disk drives, libraries, and towers from leading manufacturers. Founded in 1988, Pegasus has developed long-term strategic partnerships with leading developers of financial, medical, insurance, e-mail and web-based storage applications. Pegasus is located at 2333 San Ramon Valley Blvd., San Ramon, California, 94583 and can be reached by phone at (925) 314-1800, by fax at (925) 314-1801 or on the World Wide Web at <http://www.pegasus-ofs.com>.

InveStore® is a registered trademark of Pegasus Disk Technologies

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