

*"The way Coordinated Business Systems engaged with us was different. Coordinated took the time to fully understand our unique needs. The result was a solution that was affordable, produced easier to read, higher quality print output and made our department more efficient."*  
—Jim Dockendorf, Information Technology Manager, Wilkie Sanderson



## CASE STUDY » WILKIE SANDERSON 3-TIER COLOR

### ■ CHALLENGE

Wilkie Sanderson is a large architectural woodworking company that creates unique millwork, wood cabinetry, institutional case goods and solid surface products. It became clear that to enhance the quality of the print-outs of their architectural drawings there was a need for better print technology. In addition, it was crucial for the new printing technology to be affordable and easy to use.

### ■ SOLUTION

Coordinated Business Systems designed a solution by conducting an in-depth survey and analysis of Wilkie Sanderson's unique requirements. The analysis revealed that the drawings needed to be reproduced in color. More importantly, the drawings consisted of lines of various colors (versus full-color images) therefore, the amount of color coverage on each print was modest.

The solution was to implement a state-of-art Kyocera 3-Tier Color System. The 3-Tier Color System tracks the percentage of color coverage that each color toner puts on a print. The amount of color coverage is categorized into 3 tiers, with each tier priced according to the saturation of color coverage on the print. Since most of the color output consisted of drawings (with thin lines of color) the prints were in the lowest cost tier. In addition, when the Kyocera technology was installed, Coordinated assisted with calibrating the appropriate settings to enhance the quality of output and maximize cost efficiency.

### ■ BENEFITS

- + Improved Technology for Faster In-House Processes
- + Better Quality Output for Improved Accuracy & Fewer Mistakes
- + Color Output for More Readable & Useful Drawings
- + Reduced Cost-Per-Print for Almost a 50% Savings Per Print