

# AVANTI SLINGSHOT DAY 1

TIME PERIOD	AVANTI SLINGSHOT MSP & COMMERCIAL PRINTERS	AVANTI SLINGSHOT INPLANTS	AVANTI SLINGSHOT PRINT & MAIL	#ASKAVANTI EXPERTS Avanti Slingshot
8:00 AM - 8:50 AM	Breakfast and Registration			
9:00 AM - 9:15 AM	Welcome Address / Conference Outline Presenter: Stephen McWilliam, Avanti Location: King 2			
9:15 AM - 10:50 AM	Keynote Address / Avanti Slingshot Update Presenter: Patrick Bolan, Avanti Location: King 2			
10:50 AM - 11:00 AM	Morning Break			
11:00 AM - 12:00 PM (60 min)	Road Map: Avanti Slingshot Presenters: TBD, Avanti with Josh Perkins, Avanti Location: King 2			
12:00 PM - 1:00 PM	Lunch generously sponsored by Nextec			
1:00 PM - 2:00 PM (60 min)	Integrations: Web-to-Print & JDF Presenters: Josh Perkins, Avanti With Don Scott, Avanti, Panel Location: King 2		Avanti Slingshot & BCC Mail Manager: Accurate Mail Automation Presenters: TBD, Avanti with TBD, BCC Software Location: Regency C	#AskAvanti Experts Location: Regency D
2:00 PM - 3:15 PM (75 min)	Estimating Presenters: Randy Moore & Geoff Barker, Avanti Avanti Location: King 2			#AskAvanti Experts Location: Regency D
3:15 PM - 3:30 PM	Afternoon Break			
3:30 PM - 4:45 PM (75 min)	Sales Order Entry (includes costing and pricing for Software Development, Creative Services, and marketing services) Presenters: Randy Moore & Geoff Barker, Avanti Avanti Location: King 2		Direct Mail Management Presenter: TBD, Avanti Location: Regency C	#AskAvanti Experts Location: Regency D
6:00 PM - 9:00 PM	Welcome Reception			

\*agenda subject to change

# AVANTI SLINGSHOT DAY 2

TIME PERIOD	AVANTI SLINGSHOT MSP & COMMERCIAL PRINTERS	AVANTI SLINGSHOT INPLANTS	AVANTI SLINGSHOT PRINT & MAIL	#ASKAVANTI EXPERTS Avanti Slingshot
7:30 AM - 8:20 AM	Breakfast			
8:30 AM - 8:45 AM	<b>Welcome Address / Conference Outline</b> Presenter: Stephen McWilliam, Avanti <i>Location: King 2</i>			
8:45 AM - 10:00 AM (75 min)	<b>Inventory &amp; Warehouse Management</b> Presenter: Josh Perkins, Avanti <i>Location: Regency C</i>		<b>How Avanti Slingshot Helped Us Grow Our Print &amp; Mail Business</b> Presenters: To be announced with John Alden, Avanti <i>Location: King 2</i>	<b>#AskAvanti Experts</b> <i>Location: Regency D</i>
10:00 AM - 10:30 AM	Morning Break			
10:30 AM - 11:30 PM (60 min)	<b>Fulfillment &amp; Advanced Fulfillment</b> Presenter: Josh Perkins, Avanti <i>Location: Regency C</i>	<b>How Avanti Slingshot Helped Us Grow Our InPlant Business</b> Presenter: To be announced with John Alden, Avanti <i>Location: King 2</i>		<b>#AskAvanti Experts</b> <i>Location: Regency D</i>
12:00 PM - 1:00 PM	Lunch, including Avalara presentation			
	<b>Roundtable</b> <i>Location: King 1</i>	<b>Roundtable</b> <i>Location: King 2</i>	<b>Roundtable</b> <i>Location: Regency C</i>	
1:00 PM - 2:15 PM	<b>Software/3rd Party Integration</b> Moderator: Josh Perkins	<b>Marketing</b> Moderator: Stephen McWilliam	<b>Avanti Administrator Session</b> Moderator: Arron Robinson	
2:25 PM - 3:40 PM	<b>Classic to Slingshot Transition</b> Moderator: Patrick Bolan	<b>Reporting</b> Moderators: TBD & Jared Conway	<b>Sales Strategy</b> Moderator: John Alden	
3:50 PM – 5:05 PM	<b>Workflow</b> Moderator: Josh Perkins	<b>KPIs</b> Moderator: Stephen McWilliam	<b>Accounting Best Practices</b> Moderator: Tom Salisbury	
6:30 PM - 9:30 PM	Event at Hockey Hall of Fame, 30 Yonge St, Toronto, ON M5E 1X8, generously sponsored by Ricoh			

# AVANTI SLINGSHOT DAY 3

TIME PERIOD	AVANTI SLINGSHOT MSP & COMMERCIAL PRINTERS	AVANTI SLINGSHOT INPLANTS	AVANTI SLINGSHOT PRINT & MAIL	#ASKAVANTI EXPERTS Avanti Slingshot
8:00 AM - 8:50 AM	Breakfast			
9:00 AM - 9:15 AM	Welcome Address / Conference Outline Presenter: Stephen McWilliam, Avanti <i>Location: King 2</i>			
9:15 AM - 10:30 AM (75 min)	How Avanti Slingshot Helped Us Grow Our Print Business Presenters: To be announced <i>with John Alden, Avanti</i> <i>Location: King 2</i>			#AskAvanti Experts <i>Location: Regency D</i>
10:30 AM - 10:45 AM	Morning Break			
10:45 AM - 12:00 PM (75 min)	Invoicing Presenter: Arron Robinson, Avanti <i>Location: King 1</i>	Chargebacks Presenter: Josh Perkins, Avanti <i>Location: King 2</i>	Managing & Accounting for Postage Presenters: TBD, Avanti <i>with Tom Salisbury, Avanti</i> <i>Location: Regency C</i>	#AskAvanti Experts <i>Location: Regency D</i>
12:00 PM - 1:00 PM	Lunch generously sponsored by Ultimate			
1:00 PM - 2:15 PM (75 min)	Scheduling & Shop Floor Data Collection, Customer TBA Presenter: Geoff Barker, Avanti <i>Location: King 2</i>			#AskAvanti Experts <i>Location: Regency D</i>
2:15 PM - 3:00 PM	Vertical Roundtables: <i>Marketing Services Providers, Commercial Printers, Large/Grand Format, Print &amp; Mail and In-Plants</i> <i>Location: King 2</i>			
3:00 PM - 3:15 PM	Afternoon Break			
3:15 PM - 4:30 PM (75 min)	Accounting Best Practices & Integration to Microsoft Dynamics GP Presenters: Tom Salisbury, Avanti <i>with Rose Smith, Avanti, Customer TBA</i> <i>Location: King 2</i>			#AskAvanti Experts <i>Location: Regency D</i>
6:00 PM - 10:00 PM	Open Evening			

# AVANTI SLINGSHOT DAY 4

TIME PERIOD	AVANTI SLINGSHOT MSP & COMMERCIAL PRINTERS	AVANTI SLINGSHOT INPLANTS	AVANTI SLINGSHOT PRINT & MAIL	#ASKAVANTI EXPERTS Avanti Slingshot
8:00 AM - 8:50 AM	Breakfast			
9:00 AM - 9:10 AM	Welcome Address / Conference Outline Presenter: Stephen McWilliam, Avanti <i>Location: King 2</i>			
9:15 AM - 10:30 AM (75 min)	<b>Shipping &amp; Shipping Integrations</b> Presenter: Arron Robinson, Avanti <i>Location: King 2</i>			#AskAvanti Experts <i>Location: Regency C</i>
10:30 AM - 10:45 AM	Morning Break			
10:45 AM - 12:00 PM (75 min)	<b>How We Do Things</b> Presenter: TBD, Avanti <i>with Josh Perkins, Avanti</i> <i>Location: King 2</i>			#AskAvanti Experts <i>Location: Regency C</i>
12:00 PM - 12:55 PM	Lunch			
12:55 PM - 3:00 PM	#AskAvanti Experts <i>Location: Regency C</i>			

## Avanti Slingshot Abstracts:

• represents a beginner/general session; • represents an intermediate/advanced session

### Day 1:

#### Road Map: Avanti Slingshot •

Presenters: TBD, Avanti  
with Josh Perkins, Avanti

Location: King 2

Avanti's Product Management team maintains a product roadmap that contains the general direction of Avanti Slingshot as well as the high-level initiatives and planned activities to deliver on our Product strategy. Our product roadmap is a continuous process, ever evolving through the product lifecycle of Avanti Slingshot.

Attend this session to get a clear sense of our short-term and long-term goals as well as our product priorities over the next quarter through the next two years.

#### Integrations: Web-to-Print and JDF •

Presenters: Josh Perkins, Avanti  
With Don Scott, Avanti and Customers TBD

Location: King 2

A non-technical discussion and review of the XML/W2P and JDF integration points in the Avanti Slingshot system, as well as the importance of automation in the production workflow. We will review the latest updates and advances in the integrations, as well as speak to the differences in functionality between integrated systems using the same Avanti Slingshot API.

Join this session and listen to some of our Avanti Slingshot customers, who have implemented integrations with their third-party systems, speak to the benefits of the automated production workflow.

#### Avanti Slingshot & BCC Mail Manager: Accurate Mail Automation •

Presenter: TBD, Avanti  
With King 2, BCC Software

Location: Regency C

Automating your mailing process needs to be accurate, efficient and easy to use. The bi-directional integration of Avanti Slingshot & BCC Mail Manager enables you to take job/mailing information from Avanti Slingshot and leverage that directly into BCC - facilitating workflow automation.

Join this session to learn how the integration eliminates manual entry and automates the process by capturing mail data from the original job order. Learn how you can improve mail setup time by 45-60 minutes and automatically attach reports to the job order.

Our demonstration will show how Avanti and BCC combined will enhance the workflow for mapping and efficiency from one central location to reduce risk, eliminating human error.

#### Estimating •

Presenter: Randy Moore & Geoff Barker, Avanti

Location: King 2

Are your Estimators maximizing the power of Avanti Slingshot Estimating? This session is an opportunity to review functionality new and old. We will walk you through enhancements and best practices, and the optimum workflow enabling your team to provide fast and accurate estimates.

## **Sales Order Entry •**

Presenter: Randy Moore & Geoff Barker, Avanti

*Location: King 2*

In this session, you will learn to leverage the power of Slingshot's Sales Order module. We will discuss specific features and best practices that can be used to efficiently communicate information and streamline your workflow, enabling your staff to work more efficiently and get jobs into the plant quickly.

## **Direct Mail Management •**

Presenter: TBD, Avanti

*Location: Regency C*

You may have started as a direct mail shop, but today you have expanded your business into printing, digital marketing, data mining, website design and fulfillment services, to name a few. A Print and Mail services provider can offer a competitive edge, and the right tools can help ensure that advantage.

In this session, you will learn how Avanti Slingshot's Direct Mail Management gives you the ability to provide comprehensive estimates including postage, postage tasks and sorting tasks that carry through to the final invoice. You will also learn how you can manage direct mail pricing, costing and mail drops. Repetitive mail programs are handled quickly, allowing you to capture all mailing information and support pre-negotiated rates. On the back end, we will also review the reconciliation options you have for reporting postage utilization.

## **Day 2:**

### **Inventory & Warehouse Management •**

Presenter: Josh Perkins, Avanti

*Location: Regency C*

Join this session for an in-depth look at how to leverage the inventory management programs and how you can mobilize these features immediately to improve your internal processes.

Learn how to manage raw materials in real-time, and how to automate re-orders. Learn how to manage low inventory reporting, and tracking for various materials. By streamlining these job functions you can focus on other business-building projects. It is all about simplifying inventory and warehouse management while reducing waste.

### **How Avanti Slingshot Helped Us Grow Our Print & Mail Business •**

Presenters: To be confirmed

*with John Alden, Avanti*

*Location: King 2*

Your customers need a provider that can automate, integrate, and implement their campaigns with expert efficiency and you need to provide your customers with the custom-tailored services, designed to meet their marketing goals.

In this session, one of our customers will share with you what life was like before their implementation of Avanti Slingshot, and the challenges they faced to be flexible and manage their postage tracking across all of their print and mail operational processes. Learn how Avanti Slingshot supports their growth, provides new efficiencies and has helped to streamline their mailing processes. Also, you will discover how to enable additional growth and services in the coming year.

## **Fulfillment & Advanced Fulfillment •**

Presenter: Josh Perkins, Avanti

*Location: Regency C*

Moving into fulfillment has many benefits regarding the bottom line, but it also presents new challenges. The finance team worries about the high cost of unshipped inventory, the operations team has the problem of tracking goods from receiving to the delivery and the order processing team worries about the sheer volume of orders that comes along with the fulfillment business.

This session will focus on how you can use the Avanti Slingshot Fulfillment module to manage customer orders, picks, and shipments, enabling improved distribution and control of finished goods.

We will also review how the additional features of the Advanced Fulfillment module automates the complete fulfillment workflow, allowing high-volume fulfillment operations to benefit from the elimination of manual calculations and touch points at each stage, streamlining the process, while allowing employees to focus on the customer.

## **How Avanti Slingshot Helped Us Grow Our InPlant Business •**

Presenter: To be announced

*with John Alden, Avanti*

*Location: King 2*

InPlant print services have unique needs and implementing a Print MIS system creates great expectations across the organization. In this session, listen to one of our customers share with you what life was like before their implementation of Avanti Slingshot and the tremendous growth, time savings and their ability to support in-house departments that have happened in just a short time! Also, with their implementation of Avanti Slingshot, you will learn how it will enable additional growth and services in the coming year.

## **Day 3:**

### **How Avanti Slingshot Helped Us Grow Our Print Business •**

Presenters: To be announced

*with John Alden, Avanti*

*Location: King 2*

Choosing and implementing a Print MIS system creates high expectations. In this session, one of our customers will share with you what life was like before their implementation of Avanti Slingshot and the tremendous growth, time savings and their ability to attract new business just over a year later! Also, with their implementation of Avanti Slingshot, you will learn how it will enable additional growth and services in the coming year.

## **Invoicing**

Presenter: Arron Robinson, Avanti •

*Location: King 1*

During this session, we will navigate the invoicing module and review recent enhancements that enable greater flexibility and control of your billing processes. We will discuss the contract invoice functionality, as well as how to work with the invoicing tools to enable you to work with additional charges, while managing the invoicing structure to optimize the functionality of the module.

## **Chargebacks**

Presenter: Josh Perkins, Avanti •

*Location: King 2*

Breaking down the cost of a job to every last detail is a great way to discover where you are saving and/or losing money. In this session, you will learn how to customize the Avanti Slingshot Chargeback module to output detailed job costing information, both electronically and as a hard copy, to simplify reporting and data transmission to your accounting system or department.

## **Managing & Accounting for Postage •**

Presenter: TBD, Avanti

*Location: Regency C*

Tracking postage and postage deposits to customers and specific jobs is critical. It is essential to track postage escrow accounts, meters and permit accounts. When implementing Avanti Slingshot's Direct Mail management solution, costs associated with postage inventory can be tracked and reported. You can also monitor and reconcile your ACH trust account spending.

Avanti Slingshot's Direct Mail Management allows you to track the actual postage used for each job. In this session, we will discuss deposit management and reconciliation of each client's postage activity. Learn how to capture and report actual usage. With our built-in reconciliation support for both US and Canadian postage, you can streamline your mailing processes and reconcile postage in "real-time," eliminating manual tracking, thereby saving you time, effort and money.

## **Scheduling & Shop Floor Data Collection •**

Presenters: Geoff Barker, Avanti

*with Customer TBA*

*Location: King 2*

In this session, you will learn how to take control of your production workflows with Slingshot's Scheduling module. You can efficiently plan and manage all of your resources, both equipment and employees, to maximize productivity and ensure projects are completed on time and within budget.

We will also explore how the Shop Floor Data module can help you accurately track job costs, equipment utilization and production rates. With this information at your fingertips, you can make informed decisions and target actions to reduce waste and increase profits.

## **Accounting Best Practices & Integration to Microsoft Dynamics GP •**

Presenters: Tom Salisbury, Avanti

*with Rose Smith, Avanti, and Customer TBA*

*Location: King 2*

This session will explore best practices for using the A/P invoicing function, to verify that your suppliers are charging you the correct amounts, and how the Cash Receipts functionality will allow you keep an up to date A/R. We will also demonstrate the new overpayment tracking features added to the Cash Receipts module. We will outline the breadth of Avanti Slingshot's A/R capabilities which provide you with the ability to maintain a holistic credit limit for each customer. We will also explore the functionality and use of the Avanti Slingshot registers.

Also, this session provides an overview of what the Microsoft Dynamics GP integration involves, including the setup of the chart of accounts, account segments, sales tax, and how it applies to an organization.

We will end with a discussion on why Microsoft Dynamics GP integration is the best solution for the accounting of your business.

## **Day 4:**

### **Shipping & Shipping Integrations •**

Presenter: Arron Robinson, Avanti

*Location: King 2*

This session will focus on the most efficient workflow to produce your packing slips and shipping labels, quickly and without re-entry or errors. This will also include the population of the shipping addresses and/or mail drop information on the Sales Order. Accurate information on the Sales Order drives the functionality in the Shipping module, including blind shipments and integrations with third-party carriers.



## How We Do Things •

Presenters: TBD, Avanti

*with Josh Perkins*

*Location: King 2*

The Avanti Slingshot development and product support teams work hard to maintain and improve the quality of the Avanti Slingshot platform every day. With a robust system comes significant challenges in ensuring that all of the parts and pieces work together seamlessly and flawlessly.

Join this session to learn how Avanti Slingshot is planned, developed, verified and peer-reviewed every time we release an update to the product. We will explore how quality has been woven into each step of the process, to ensure that the builds we ship each month are as reliable as expected.

With multiple versions of the software in the market, our tight agile approach and prioritization system maximizes the throughput of our staff, while allowing us to respond quickly to emergencies, should they arise.

## Bio / Headshots



### Patrick Bolan

As President and CEO of Avanti, Patrick Bolan is responsible for driving the company's corporate strategy, business development and sales.

With the goal of establishing Avanti as North America's leading provider of Print MIS solutions, Mr. Bolan has sharpened Avanti's strategic focus and concentrated its R&D investments on three long-term growth areas: Handling Multiple lines of business (i.e. digital, offset, large format, mail and fulfillment), Business Intelligence and JDF, as the integration framework to support the next-generation print shop.

Mr. Bolan was named among the Top 50 most influential people in printing by PrintAction Magazine. He has also been appointed to the Advisory Council of the Graphic Communications Management Program at Ryerson University as well as Xerox Corporation's Business Partner Advisory Board. He is a frequent speaker at Graphic Arts tradeshow and Print Association meetings and is often consulted by analysts and the media for current trends in the industry.

Mr. Bolan is a graduate of the University of Waterloo with a major in Economics.



### Stephen McWilliam

Stephen McWilliam is an Executive Vice President for Avanti, directing all strategic marketing activities as well as Avanti's Alliances and Partnership Strategy. His extensive market knowledge relating to the high technology and the printing industry has helped him author numerous articles in industry publications. Mr. McWilliam is also a regular speaker on topics such as Print Shop automation, Web-to-Print technologies, and leading high-growth organizations.

Mr. McWilliam has over 28 years of experience in building Phase II organizations, having held executive roles, both in Canada and Europe, in several high growth companies.

He holds a Master of Business Administration degree from Wilfrid Laurier University as well as an Honours Bachelor of Arts degree from the University of Waterloo.

When not busy working in the printing industry, Stephen is a very avid bagpiper.



### John Alden

John Alden, Vice President of sales, joined Avanti in 2013 and provides sales leadership for the Avanti Sales and Pre-sales teams, leading the development of plans and strategies for overachieving on Avanti's sales goals.

Before Avanti, Mr. Alden spent 17 years with Xerox Corporation in various sales management roles, including Sales Director of Production Color, where he directed the team accountable for selling digital printing presses to commercial printers and in-plant print facilities. He generated an annual revenue stream in excess of \$130M, spearheaded by the flagship Xerox iGen line of products and directed ten program managers, called "Tigers," with accountability for sales budget development across 11 states.

Mr. Alden was previously the Business Process/Lean Six Sigma Manager for Xerox Corporation and a senior strategic leadership team member who consulted with internal stakeholders and managers to define, focus, and clarify business issues and processes that would be improved by applying Six Sigma principles. In this role, Mr. Alden executed a full spectrum of project management functions for each initiative, improving the effectiveness and productivity of multiple areas of the organization.

Mr. Alden holds a Bachelor of Science Degree in Communication from Cornell University.

## Josh Perkins



As Product Manager of Avanti Slingshot, Josh Perkins is responsible for product design and direction, working with customers, product specialists, and programmers to develop workflow solutions from customer and industry requirements.

Josh joined Avanti in 2004 as a member of the customer support team, later moving into the Product Management department as a product specialist and ultimately into his current role. Josh is responsible for architecting many features in both Avanti Classic and Avanti Slingshot, including the JDF Framework and its certification.

Josh holds a Bachelor of Technology degree from Ryerson University and was the first in Canada to be JDF Expert Certified by the IPA. He is also Pragmatic Marketing Certified and in 2010 was voted one of 35 emerging leaders in Canada's printing industry under 35 by PrintAction magazine.

In his spare time, Josh enjoys playing golf, baseball, and soccer.



## Randy Moore

Randy Moore joined Avanti in July 2014 and works in Product Management as an Estimating Specialist. To this role, Randy brings his print knowledge, experience, and empathy for the position of the estimator.

Before joining Avanti Randy gained 30 years' experience in the world of commercial printing. Most recently as Manager of Production Planning and Order Entry for Transcontinental Printing – Aurora and previously as Estimating Manager for Quebecor and Quebecor World in Richmond Hill and Aurora Ontario. Randy graduated in 1984 from Ryerson with the degree of Bachelor of Technology, Graphic Arts.

In his spare time, Randy enjoys woodworking, traveling, and watching the Toronto Maple Leafs.



### **Geoff Barker**

Geoff Barker is a Product Specialist with a specific focus on Large and Grand Format. He joined the Avanti team in February 2017.

Before joining Avanti, Geoff spent close to 25 years in the Printing industry and has held roles in Production, Operations and Account Management. The last 15 of those years were in the Large Format Digital segment, most recently as General Manager overseeing Sales, Customer Service, Prepress, Printing / Finishing and Shipping / Distribution. His experience brings a “real world” perspective to helping develop Avanti Slingshot.

Geoff holds a Bachelor of Technology degree from Ryerson University. In his spare time, he enjoys cycling and tennis and has been known to sample local Ontario whiskeys, but only on occasion.



### **Rose Smith**

Rose Smith has been with Avanti since January 2016, and is a Product Specialist in Product Management, specializing in the design, validation and quality assurance of accounting components, modules and reporting within the Avanti Slingshot enterprise solution.

Before joining Avanti, Rose worked for several years in IT Enterprise solutions and as an Accountant leveraging her Certified Personal Accounting (CPA) credentials. She also assists Avanti’s Corporate Accounting department to aid in completing her designation as a CPA.

Rose holds a Bachelor of Applied Science degree from Athabasca University and IT College Diploma and is an Enterprise Solutions 5X award-winning professional while working for Changepoint/Compuware. Rose also received Avanti’s Outstanding New Employee award for 2016.

She is a dedicated wife and mother of two darling daughters.



### **Tom Salisbury**

Tom Salisbury joined Avanti in December of 2017 as a Senior Product Specialist concentrating on the accounting function of the Slingshot product.

Before joining Avanti, Tom spent over 21 years with Dual Printing Inc. in Buffalo, NY. He started in sales with the last ten years having the role of the CFO and General Manager of Operations.

Tom has a Bachelor of Science degree in Accounting from the University of Buffalo.

In his spare time, Tom is an avid golfer and was a women’s basketball coach at the high school level for over ten years.



## **Arron Robinson**

Arron Robinson has been with Avanti since 2010 and has held a number of roles including Senior Implementation Specialist, consulting with customers to ensure their success and, most recently, as a Technical Pre-sales Specialist, supporting Avanti's Product Management and Sales teams. Arron has been involved in the Avanti Slingshot project since the early brainstorming sessions and currently works with the sales teams of Avanti's strategic partners, in a technical capacity, to support their go-to-market efforts in both America and Europe. He is also involved with the CIP4 MIS Working Group.

Arron has been involved in the print industry since the late '80s when he worked in a service bureau that produced stats, film, and slides. He headed up the effort, in the Minneapolis area, with a number of printing companies who were looking to ride the technology wave into Electronic Prepress, Scanning and CTP, along

with managing scheduling and production.

In 1997, he made the transition into the vendor side of the industry, joining Heidelberg. While with Heidelberg, Arron continued to work in automation systems, focusing on PDF and JDF workflows and their integration and communication with Print MIS, Web-to-Print, and production systems.

When he is not working, he is involved with his local and state beekeeping organizations, focusing on pollinator health and availability.



## **Don Scott**

Don brings a wealth of experience to Avanti clients, with over 20 years in the print industry.

Don is an experienced workflow solutions consultant that has successfully leveraged his knowledge of technology and an understanding of client requirements to craft and implement numerous solutions over his 20+ year career. As a solution design consultant at Xerox, he performed assessments, requirements gathering, due diligence and consulting engagements that drove efficiencies through automation and process improvement.

Don has performed dozens of workflow analyses in a variety of print environments, and it is this vast technical experience that delivers value to his clients.