



Your July Xplorer - The Member Newsletter of Xplor International

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From the President: 2007 Global Conference Accelerates in a New Direction

...Introducing ... Xplor Document University ... an "international education event!"

It's been awhile since our 2006 global conference and a small team has been busy at work planning for 2007. The team consists of Ken Leslie (Chairman of Association Board of Directors), Scott Kelly (Vice Chairman of Association Board of Directors/Conference Chair), and Xplor International staff members, Stephanie Donlou, Lynn Robbins and myself.

Xplor members, and even non-members, have taken the time to provide valuable feedback to us . . . attendees are looking for the best education to suit their needs, requiring the least amount of time away from their office and offering the best value. Our goal is to provide what our members need and want.

The key considerations will be:

- Targeted content for a variety of different audiences, as well as functional groups within corporations
- Sessions that address high level industry direction and issues
- Flexibility in terms of attendance based on the amount of content
- Logical and efficient grouping of like topics to save time
- Varying costs dependent on content and duration
- Networking with peers and other members
- Consideration for the loyalty of previous attendees.
- **AND YES** ... there will be more coffee

The team recently distributed an overview of their work and asked for input from both the Association Board of Directors and a "virtual task force" consisting of some 30+ people who have had significant comments on past conferences.

We received great feedback with some very constructive criticism, which we appreciated! The team is revisiting a few areas and the "revised" overview will be shared with the Region and Chapter officers. In the mean time, the team is busy drafting course descriptions and tentative class content.

Curiosity peaked? Allow us to share some feedback from the overview. . .

Mark Matheis, EDP, Moore Wallace . . . "My personal opinion on this outline shows me some of the out of the box thinking that is happening connected to the new Xplor. From an old brick, I see this as something similar (educational wise) as to what the focus was some years back - helping our "peeps" in this industry become better educated in an ever changing environment."

"the concept of a general forum, as you have labeled 'Leading the Document Industry' can give the general member a consolidated focus of some of the industries latest news, including technical areas outside of Xplor sponsors. Good thinking! "

Joke Dehond, EDP, Inventive Designers NV . . . "I like the idea of courses and classes!"

Arnold Pedowitz, EDP, TIAA-CREF . . . "I think the overview provided is good. The idea of a certificate and relating it to education is innovative . . . "

Kathy Rixham, EDP, Moore Wallace . . . I think this looks GREAT! And I LOVE the concept. I, for one, would be choosing the 'platinum passport' simply because I wouldn't be able to choose any one course . . . AND THANKS FOR THE COFFEE!!!!!!!!!!!!

Dave Evans, EDP, Sun Life Financial . . . "The pricing is almost perfect and shows we are giving value for both membership, as well as previous conference attendance . . . "

Wilma Grant, Supreme Court of the United States . . . "In government we have found it very useful to buy in advance "non-expiring" Education Training Vouchers for accredited technical courses . . . These allow us to buy from current budget funds in amounts like \$10,000 (usual size amounts we buy) and the vouchers are applied to future such technical classes. No names are attached to the funds/vouchers therefore we can send any staffer at our discretion and as the need arises." **Team – We hear you Wilma. We'll be putting a program together to offer something similar for use with all Xplor conferences, meetings and events.**

Pat McGrew, EDP, Kodak . . . "It is hard to register early when your management doesn't make the decision as to your ability to attend until you are almost on top of the date . . . " **Team – We'll try to assist your management by making any purchase prior to February 21st transferable to another person in the organization.**

James Shand, EDP, e-knows Consulting . . . "Overall I believe we are on the right track to change the face of Xplor without losing the longevity and loyalty of many members while we try to address a new market."

Diana Hillman, EDP, Xerox . . . "I like this focus. The education aspects of Xplor are the core of its beginning. I have always said **KEN** – **K**nowledge, **E**ducation, **N**etworking – You get it, have it, or share it with Xplor. When we, at the region level try to explain why people should join Xplor, our talk track when it comes to education is weak. I think with this emphasis, we can again talk about Xplor being the place to go to learn about the technology and the industry. Xplor is the place to go to solve a problem because the resources are there."

Save the dates! Wednesday, February 28th through Sunday, March 4th . . . You won't want to miss this exciting educational opportunity. Look for the Xplor website to start populating with information mid-July and the registration website to be available mid-August.

From the Chair: Happy Independence Day!

Read this one carefully! Ken has packed it full of information you'll want to know and share with your colleagues!

Happy Independence Day

Not the one in the United States mind you, but the one Xplor has recently gone through.

June 2, 2006 was the day we claimed our independence -- independence from the old ways and independence from old ideas.

Let's face it, our sweet spot, our "A" game, our remarkable expertise is education. That's what we do BEST! Better than anybody else.

Think about it, over the last 3-5 years literally dozens of trade shows went out of business all over America, Xplor survived. Why? Because we have always been more than a trade show! Much more. What made us valuable to the marketplace was our incredible education. World class education!

As Dianna Hilman, EDP likes to say, "The education aspects of Xplor are the core of its beginning. I have always said **KEN** – **K**nowledge, **E**ducation, **N**etworking – You get it, have it, or share it with Xplor."

On June 2nd, 2006 a group of Xplor leadership came together in Tampa and came up with a plan to revolutionize how we plan and execute the annual conference. A plan that further focuses on Xplor's commitment to education.

Please allow me to introduce the Xplor Document University ... an international education event. Based on surveys and your input we have completely revamped the conference format. We have:

- Better segmented content based on interest and function within a company
- Revamped scheduling to reduce conflict in content.
- Changed pricing to provide a wider array of options.
- Added "previous attendee" incentives.
- And much more !!!!

The concept of the Xplor Document University is part of a larger program to position Xplor as a "year round" provider of education in the industry. Furthermore, in response to your requests we are currently looking at certification and CEU credits of some "courses" for 2008.

We are in the process of final vetting to thirty six different members representing the various constituencies of Xplor.

Skip has set up a conference call for all of the region and chapter presidents on **Wednesday, July 12, 2006, at 3:00 pm EDST (15:00)** to get further input and feedback.

So this year instead of asking your boss or company to be able to attend "another trade show", it will be: "Boss, I would like to enroll in these courses at the Xplor Document University, there are 7 or 8 classes in each course and when I finish I will get a certificate of completion and learn this _____ !!!"

How cool is that!?

Happy Independence Day Xplor!

Ken

Xplor International Changes for the Better!

Here's the scoop! Xplor is in transition to serve us all better. The latest changes are always available at www.xplor.org, but here are the details...

Thank you for your patience during our recent transition. Although a bit painful for a few, the changes have allowed us to streamline our operations and maximized our resources. The highlights include:

- **Reorganized our staff to provide cross-training opportunities.** This will allow our staff to become more knowledgeable on all aspects of the organization and to serve you better. (Clip the contact sheet below and save for future reference.)
- **We joined the 21st century and became a virtual workforce.** With a core team of 7 (4 employees, 3 contractors), we are spread from coast to coast. The changes have eliminated staff commuting time/costs (making them much happier), reduced our overhead related to the California office, and we now have staff positioned across time zones (Pacific and Eastern).
- **Eliminated costly phone lines and services:** In 2004 and 2005 Xplor spent over \$75,000 in phone costs. After an analysis we made the following changes: We've retained 1-800-ON-XPLOR (1-800-669-7567), a U.S. toll-free number. Our international toll calls were minimal (8-14 per month) and did not justify keeping and paying for the 13 additional toll-free numbers. International members can dial direct on +1-813-948-3171. If you are calling internationally, I invite you to call collect, we will accept the charges.
 - Both numbers have an Xplor International voice mail message and when not answered live during business hours (EST), messages are retrieved frequently and you will be called back as soon as possible.
 - In addition, we are testing several teleconference companies to further eliminate high monthly charges for ABOD, staff and committee meetings and to facilitate webinar programming.
- **Reduced our servers from 9 to 3** and relocated them in New York at a server farm. This provides a more secure and efficient platform.

We're not done changing! Don't forget that the latest information is always available on www.xplor.org. Look forward to more exciting changes from Xplor International.

Clip & Save!

If you print this webpage you will have a handy guide to how to find the folks who can answer your questions!

Name	Title	Area of Responsibility	Contact Information
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Mary Dreyer	Manager, Meetings & Conferences	EDP Program, JTC Program, Support for President & CEO, ABOD & Region/ Chapter Officers, Xplor Schedule	+1-310-626-4515 mdreyer@xplor.org
Quang Nguyen	Manager, Web Development & Network Administration	Development, Maintenance & Administration of Xplor Database, Xplor Website (www.xplor. org, registration, & region websites), my. xplor.org & Staff E-mail	+1-714-677-2553 xqn@xplor.org

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Get Your Xplor Events on the Schedule! Here is How You Do It!

Region and Chapter Officers . . . What's the easiest way to make sure Xplor members and non-members know about your upcoming event in your region or chapter? Get it on the Xplor Calendar available on www.xplor.org, of course!

Here's how to submit an event to the Xplor Calendar:

1. Go to the Xplor website <http://www.xplor.org/>
2. Log into the Member's Hub with your Username and Password
3. Select "Event Calendar" from the top menu
4. Select "Submit an Event to the Xplor Calendar" (link is next to the month)
5. Fill out the information for your event
6. Select "Submit Your Event" (button at bottom)

Behind the scenes, your information is reviewed. If there is a discrepancy, you will be notified. If not, it is approved and displayed on the calendar. This normally happens the next business day.

If you are not a "do it yourself" kind of person, then call Lynn Robbins at +1-813-948-3171 or Mary Dreyer at +1-310-626-4515. We'll be happy to assist you.

Xplor Peer Recognition: Call for Nominations!

Do you know an Xplorer who deserves recognition? Here is how you can nominate them for XPlor's Peer Recognition!

Do you know an Xplor member you can always count on for industry information or a specific challenge? Do you know an Xplor member who is committed to Xplor's success? Do you know an Xplor member who is always leading the way for others? These are just a few things to think about before you nominate that special person for peer recognition in the Xplorer Newsletter.

Recognition is something we can never get enough of in today's world. Take the time to put a smile on someone's face and nominate your peer. It's easy to do. Just send an e-mail to memberinfo@xplor.org and let us know who you would like to nominate and why in a few, quick sentences. That's it! Show your peers how much you appreciate them today!

JTC Report: IBM works with Xplor!

Joint Technology Councils are an integral part of Xplor. They ensure that the vendors who support us stay current on our needs. This report from Tommy Couch covers the IBM JTC meeting earlier this year.

On June 7th and 8th 2006, IBM Printing Systems hosted its annual Xplor Joint Technology Council (JTC) meeting in Boulder, Colorado. Clients from North America, South America and Europe attended -- including three new members. All of the participants are high-volume print providers in the transactional statement, direct mail, commercial print, or service bureau environments.

Karen Fukuma, vice president of production solutions, presented an update on the progress made since last year's meeting and reviewed future strategies and directions. This was a high level assessment and her message was clear: IBM is committed to continuing to be best of breed in this space.

Each member of the JTC provided the group with an overview of the challenges ahead for each of their companies. Members shared common issues and talked about how they address them in their particular environment.

During the two-day meeting, a team of IBM directors, product managers and engineers chaired sessions focused on topics such as software, hardware, control unit advances, and service. These presentations are to help stimulate our thought processes so that we can provide IBM with input to help them fine-tune their strategies and product plans.

Because attendees are bound by a non-disclosure agreement that we signed in order to participate, I cannot describe many details of the sessions but the highlights were:

- Future directions for production hardware, including the Infoprint 4100 family.
- The IBM Infoprint Workflow Portfolio, including new Infoprint ProcessDirector software, along with Infoprint Manager and the Infoprint Workflow services offering. IBM said beta testing of Infoprint ProcessDirector is in full swing, with general availability of the modular process management software expected in the third quarter.
- IBM's four point color strategy to help clients make the transition from high speed monochrome to full color variable data printing.

During an extensive feedback session, members provided their candid reactions to the IBM presentations and made several suggestions based on their first hand experiences in the industry. Following the feedback session, Printing Systems General Manager Keenie McDonald personally thanked each of the JTC members for their time and efforts. Keenie reiterated the tremendous value IBM receives from this input and affirmed that the JTC's feedback is an important part of the company's development and marketing efforts.

Do you want to have a say in your industry? If so, then I would encourage anyone to look at the list of companies who participate in the Xplor JTC program and apply to be a part of the experience. If you don't have your EDP certification, this gives you points toward that goal.

Tommy Couch

EDSF Dollars4Scholars Drawing

EDSF announced their raffle winners and we wanted to share them with you!

EDSF conducted a Dollars4Scholars drawing with all proceeds going to the EDSF scholarship fund.

Xplor Southern California Chapter, MidAtlantic Region, and Desert Sky Chapter supported the Drawing efforts.

Thank you to the donors for the generous gifts!

Thank you for all who sold and purchased tickets!

The winners are....

2 Continental Airline Tickets, *courtesy of Franchise Services*

Winner: Barbara Martine, DATAPAGE Inc.

2 Tickets to 2006-07 Devils Hockey Game, *courtesy of Joel Cartun*

Winner: Ed Wanger

EDSF Scholarship Named After You, *courtesy of EDSF*

Winner: Michael Renda, makeReady Systems

15 Signed Financial Guides, *courtesy of Lightbulb Press*

Winner: Andy and Julie Plata, OutputLinks

Canon Powershot SD550 Digital Camera, *courtesy of Canon USA*

Winner: MJ Brecht, OutputLinks

Kodak Z740 Digital Camera, *courtesy of Eastman Kodak*

Winner: Eran Orgad, TPS Group

Polaroid portable DVD Player, *courtesy of InfoTrends*

Winner: Steven Litner

5 Signed Management Books, *courtesy of Delphi Group, a Perot Systems Company*

Winner: Andy and Julie Plata, OutputLinks

Apple Video iPod, *courtesy of Gartner*

EDSF Reports Electronic Documents May Not Reduce Print Volume

EDSF research always brings us great information that we can use. You'll want to read this story and download the report!

The Electronic Document Systems Foundation (EDSF) announced the publication of an insightful co-branded research paper that examines key issues and trends in the document communications industry. Based on the findings, organizations may want to re-examine their current document communications strategies and adjust for increasing complexity in both technology and management. The study found, for example, that electronic documents may not reduce print volumes and postage costs. "Document Communications---Industry Trends: 2006 Survey Results" is a collaboration between Doculabs, a Chicago-based technology consulting firm, and the University of Illinois at Chicago Center for Research in Information Management (CRIM).

"The findings of the 2006 EDSF Document Communications Trends report mark a watershed for the industry, indicating that the usage patterns of document-based communications are beginning to undergo substantive change," said James K. Watson, Jr., Ph.D., CEO and founder of Doculabs. "In this year's study, we found an increase in the use of electronic document delivery, although, unfortunately, without a corresponding decline in print and mailing cost. We also found that data-driven, digitally printed color documents are starting to become more pervasive. As these trends continue, we expect that many organizations will need to re-evaluate their go-forward strategies and their suppliers, as well as their desired investment levels."

Highlights of the study include:

--Only increased support for electronic document delivery will improve document communications with customers. Security concerns and the need to integrate paper and electronic delivery systems most inhibit migration toward electronic delivery.

--Electronic document delivery continues to grow, but not at an accelerated rate, most likely because of poor promotional efforts and suppliers' failure to offer sufficient incentives. There may also be user concerns about privacy and frustrations with functionality.

--Electronic delivery has not reduced print volume and thus has not provided print or postal savings. Simply "getting users online" may have been expected to reduce print volume, but the relationship between electronic delivery and print suppression is more complex.

--Color print is gaining market share, not only with marketing materials but also for service fulfillment (transactional) documents such as quarterly statements. The number of organizations using color in 10% or more of their documents has nearly doubled each year.

--Responsibility for document communication strategies is increasingly consolidated but remains fragmented. Respondents whose firms have a single executive to manage document strategy lodged responsibility variously in IT, operations, or marketing. This suggests that many firms remain unsure where document communications fits organizationally.

"Document Communications---Industry Trends: 2006 Survey Results" is available as a free download at www.edsf.org

Johan Hooglander Selected as Outstanding Electronic Document Professional (EDP)

OutputLinks recognized Johan Hooglander, a resident of the Netherlands and a long-time contributor to the global efforts of Electronic Document Professionals (EDP) as the 2006 EDP Award of Merit.

The EDP Award of Merit was established by OutputLinks in 2004 to recognize certified Electronic Document Professionals (EDP) who have made extraordinary contributions to the HVTO industry. Johan Hooglander, this year's recipient, has a long history of contributions to the document industry.

Commenting on the EDP Award of Merit recipient, Julie Plata, OutputLinks Publisher, said, "Johan Hooglander is a tireless, enthusiastic veteran of the document industry. We applaud his ongoing efforts, in the Netherlands and throughout the world, to enhance professionalism in the high volume transaction output industry."

Mr. Hooglander is the treasurer of Xplor Nederland and of Xplor European Region, commissioner on the EDP commission and mentor of EDPs. For 31 years, he served as the head of systems software/hardware and research at ADP Nederland. Starting as an operator of punch card equipment, he took numerous computer automation courses and now holds diplomas of accounting, programming and advanced programming. A member of Xplor International since 1987, Hooglander served on the Association Board Of Directors from 1997 - 2003. In 2003, he was vice-president, chairman of the conference and member of the executive board. In 2003 and 2004 he organized the EDP class in the Netherlands, resulting in 28 EDP honorees.

Super-Charged Central European Region Conference

The Deutsche Xplor e.V. Board once again proved that they know how to put on the consummate Xplor event. Here's the complete story from Xplor's Mary Dreyer!

Deutsche Xplor e. V. hosted a super-charged Fachkonferenz und Ausstellung in Baden-Baden and announced 18 - 20 June 2007 as the dates for next year's conference. Here's a personal account detailing why you should plan to participate next year.

Although I'd never been to Germany before, I felt like I was coming home when I attended the Central European region's annual conference in June, the Xplor Fachkonferenz und Ausstellung, in Baden-Baden. A welcome letter greeted me on my arrival at the hotel; Stephan Schumann and Kari-Toni Gayer graciously introduced me to many people at the Kongresshaus; and Deutsche Xplor e.V. President, Peter Dehm, noted the feeling of community as we gathered in the auditorium, a fabulous setting with a desk and microphone available at every seat to facilitate the exchange of ideas.

This event provided us with a tremendous opportunity to experience the latest technologies used to create, manage, personalize, print and deliver content. Conference highlights included:

- 458 attendees, the same number as last year despite competition from the World Cup.
- 37 exhibitors, with an increase of 15% more space over previous year.
- 25 conference sessions: because so many users wanted to talk about their experiences and projects, the conference provided two tracks of parallel sessions.

The program highlighted the transformation in the print industry and examined the emerging opportunities and pitfalls related to product improvement.

Dr. Manfred Lütz, the keynote speaker, presented a fresh perspective on improving our work lifestyle. He presented issues that we already knew, but had not thought about, and added humor to make his points. He provided a kind of intellectual coherence, a connection with our past that allowed us to rediscover our possibilities and potential.

As I don't speak German I can't comment on the content of the many sessions, but I did note that attendees left the sessions excited and talking with each other. I'm told, for example, that the folks who attended Stephan Jaeggi's PDF-Workflow session walked in, got what they expected and more, and walked out with tips that would make them more productive.



Mr. Michlig and Mr. Kern, hosting the kern document output management booth in the Kongresshaus, pointed out that it was good to be part of this group of vendors and users who gather together in the same place once a year. We all made important contacts, some collectively such as the international group from Italy, Germany, the Netherlands, Austria and America who joined together at the kern booth. We sipped champagne while we discussed the 2007 Xplor Global Conference, in particular what people wanted and needed in order to make attendance worthwhile for personal development and professional contribution to their organization.

On a one-to-one basis, Gert Spitzmüller conferred with a former client who expressed a new set of problems in his business. Gert knew of the perfect person to help him and arranged a meeting right there in Baden-Baden. What could be better?



Often the best bits of a conference are between the sessions; the coffee breaks, the lunches, the chance encounters at the bar and dinners together: A social highlight was dining together at the world famous Kurhaus, Baden-Baden's crowning jewel. The right wing incorporates the lavishly decorated casino, while the left wing houses a lovely restaurant overlooking the gardens. Good conferences are about good connections, human connections, and the evening at the Kurhaus gave us the perfect opportunity to connect. Everyone looked quite elegant. Madame Pompdour, who has a room in the casino named after her, would have been quite impressed with this gathering.



And of course, the World Cup was going on! It was amazing that 458 people attended this conference when many hearts and minds were focused on soccer. We did, however, have a chance to network (that is, yell and drink beer) while watching the German victory over Equador, after which the streets exploded with celebration. There's nothing quite like a soccer fan. After the game we enjoyed midsummer magic at the Yburg Castle. The castle offered grand vistas of the Rhine River valley from atop its mountain perch in the Black Forest, and it gave us a marvelous chance to enjoy one another's company in a relaxed setting.

The social networking allowed participants to match, search, connect, share and schedule meetings with other attendees and exhibitors.

The Fachkonferenz und Ausstellung - it was like drinking fine Rhine wine straight from the bottle!

A special note of thanks to the Deutsche Xplor e.V. volunteer Board members and their six sponsors who produced this successful conference. These teams were responsible for their specific contributions:

- Marketing: Gaby Grosse, Rainer Rindfleisch, Stephan Schumann
- Exhibition: Stefan Hunkeler
- Conference Sessions: Gert Spitzmüller, Uwe Seltmann
- Support Xplor-Forum, an ongoing process: Christoph Hees, Harold Eichorn

As an object lesson in what can be achieved by a committed, energetic and able group of volunteers, this event was remarkable. Next year, due to the positive international attendance and extension into the Eastern part of Europe, they are planning to offer English translation.

Make plans to join them!
 Fachkonferenz und Ausstellung
 Baden-Baden, Germany
 18 - 20 June 2007

Die 8. Xplor Konferenz und Ausstellung – eine hochkarätige Veranstaltung

Here is an update from our Xplorers in Germany. Yes, this one is in German!

„Die diesjährige Konferenz war wieder große Klasse. Ich glaube, dass die Referenten, die Ausstellung und das Publikum noch hochkarätiger waren, als in den Vorjahren, obwohl das nur schwer vorstellbar ist.“ (Ulrich Klose, ITERGO Informationstechnologie GmbH).

Die 8. Xplor Konferenz vom 19. bis zum 21. Juni 2006 in Baden-Baden war noch nicht einmal 24 Stunden vorbei, da trafen beim Veranstalter, dem Vorstand der Deutschen Xplor e. V., schon die ersten lobenden E-Mails von Teilnehmern ein. Kein Wunder, dass sich Xplor-Chef Peter Dehm angesichts einer derart tollen Resonanz freut: „Das tut gut!“

Und auch die Zahlen bestätigen den Erfolg: Mehr Aussteller (37), mehr Ausstellungsfläche (über 600 Quadratmeter), mehr Referenten (27) und eine Stabilisierung der Besucherzahl auf hohem Niveau – 460 Teilnehmer wurden registriert – sprechen für sich.

Kein Wunder, dass die Xplor-Verantwortlichen optimistisch in die Zukunft schauen – und das Kongresszentrum der baden-württembergischen Kurstadt gleich für die nächsten drei Jahre reserviert haben: Den 18. bis 20. Juni 2007 können sich Interessierte schon einmal vormerken – dann wird in Baden-Baden die 9. Xplor Konferenz mit angeschlossener Ausstellung veranstaltet.

Wer vorher Lust auf das Xplor-typische Networking hat, dem bieten sich gleich mehrere Gelegenheiten: Nachdem die erste Xplor-Studienreise im Frühjahr 2006 nach Mailand führte und den digitalen Farbdruck als Schwerpunkt hatte, führt die zweite Xplor-Studienreise vom 31. August bis zum 2. September 2006 nach Graz in Österreich. Dann steht der digitale Zeitungsdruck im Mittelpunkt; unter anderem besuchen die Teilnehmer das Druckhaus der Styria Medien AG. Rund 30 Teilnehmerplätze stehen zur Verfügung, Anmeldungen sind auf der Webseite www.xplor.de möglich.

Wem eine Teilnahme an der Studienreise nicht möglich ist, dem bietet eine weitere Xplor-vor-Ort-Veranstaltung Gelegenheit zum Networking. Anlässlich der DMS EXPO vom 19. bis zum 21. September in der Halle 8. des neuen Kölner Messegeländes wird die Deutsche Xplor am Eröffnungstag (19.) im Congress-Centrum Nord vertreten sein. Das Programm wird noch veröffentlicht.

Und noch eine Xplor-vor-Ort-Veranstaltung steht bereits fest: Die Networker werden einmal mehr anlässlich der Hunkeler InnovationDays 2007 in Luzern (Schweiz) eine Veranstaltung organisieren. Termin ist der 6. Februar 2007, Veranstaltungsort ist das Kongress- und Kulturzentrum. Auch für diese Veranstaltung wird das Programm noch veröffentlicht.

Die jüngste Xplor Konferenz bildete übrigens auch den Rahmen für die obligatorische Mitgliederversammlung des Vereins. Neuwahlen standen nicht auf der Tagesordnung, statt dessen lag der Fokus auf dem stetigen Mitgliederzuwachs: Mittlerweile hat der Verband 442 Mitglieder (2001: 88), die fast ausschließlich aus dem deutschsprachigen Raum kommen (D: 373, CH: 46, A: 20).

Während man in Sachen Mitgliederentwicklung in Österreich und der Schweiz „noch etwas schwächelt“, so Xplor-Chef Peter Dehm, „werden wir in Deutschland sicher nicht mehr dramatisch wachsen“. Hierzulande habe man einen „gewissen Sättigungsgrad“ erreicht und auch gar kein Interesse daran, „die Tausender-Schallmauer zu durchbrechen“. Man wolle überschaubar bleiben. Was man allerdings „ganz gewaltig forcieren“ wolle, dass sei der Ausbau der Deutschen Xplor im Sinne einer Central European Region als Dach auch für osteuropäische Xplorierer sowie eventuell für den skandinavischen Raum. Die Bezeichnung Central European Region darf die Deutsche Xplor seit Mai 2005 führen.

Ziel sei eine stärkere Zusammenarbeit auf europäischer Ebene, nicht zuletzt auch, um ein Gegengewicht zu Xplor International mit Sitz in den USA bilden zu können: „Wir wollen zeigen: Europa findet statt.“ Ein Weg ist der Ausbau der Fachkonferenz als Treffpunkt auch für internationale Gäste – bei der 9. Xplor Konferenz im Jahr 2007 sollen daher Simultanübersetzungen der Vorträge angeboten werden. Bereits in diesem Jahr konnte man Gäste aus Italien und den USA begrüßen.

Ein Gegengewicht zu Xplor International ist die deutschsprachige Organisation längst, das belegen die von Xplor-Chef Peter Dehm bei der Mitgliederversammlung vorgetragenen Zahlen: Mit Blick auf die 442 Mitglieder aus 134 Firmen (15 % Consulting, 43 % Anwender, 42 % Hersteller) entpuppt sich die Deutsche Xplor als weltweit zweitgrößte Region (nach Midwest/USA). Deutschland hat nach den USA die größte Mitgliederzahl. Um dem gestiegenen Interesse an Firmenmitgliedschaften gerecht zu werden, bietet der deutsche Verband übrigens folgende Modelle an: Die klassische Firmen-Mitgliedschaft umfasst fünf Einzel-Mitglieder, die XL-Mitgliedschaft bietet Platz für zehn Mitglieder und die Plus-Version gibt 25 Mitgliedern Raum.

Chapter News: Columbia-Willamette Chapter Announces Meeting Plans

If you live in the Portland area, here is the information you need for your calendar!

Columbia-Willamette Chapter Meeting

September 19, 2006

US Bank, Portland, OR

Speakers include:

Mike Porter, Bowe Bell & Howell

Monty Hipple, Cincom.com

And many more!

OutputLinks Presents 2006 Award for Stewardship

OutputLinks recognized Elixir Technologies with the 2006 OutputLinks Stewardship Award for its work with Pakistani earthquake victims.

The OutputLinks Stewardship Award recognizes companies and individuals in the HVTO community that exemplify good stewardship through the investment of their time, resources, money and talent to enhance the world in which we live. The OutputLinks Stewardship Award is commemorated with a \$1,000 University Scholarship, funded by OutputLinks and administered by The Electronic Document Systems Foundation (EDSF).

"We live in a world that has grown increasingly smaller as a result of technology, and that increases our responsibility as global caretakers," said Andy Plata, publisher of OutputLinks. "Elixir Technologies deserves recognition for taking an active part in relieving the suffering of earthquake victims half way around the world, and we're very pleased to honor the company with this award. We hope Elixir's work will inspire other mid-size companies to participate in corporate stewardship."

Founded in 1985, Elixir Technologies has long been a leading global developer of innovative software for document composition, resource management and print stream conversion.

News from Around the Industry

Here is news you may have missed! If you have something to submit, please send it to editor@xplor.org!

New Publication Offers Exclusive, Objective Analysis of Financial Health of Imaging Industry

Photizo Group launches TrendLine report for equity analysts and other financial professionals

The Photizo Group, a leading provider of imaging industry insight to the investment community, has just launched the TrendLine report, a new quarterly publication that provides the only detailed financial analysis of the hard copy imaging market. Specifically, the report is targeted to equity analysts and other Wall Street financial professionals who need to anticipate how changes in the market will affect the performance of firms in the financial industry.

"This is a \$160 billion per year industry, and our goal with TrendLine is to provide an objective assessment of its financial health, along with key trends and events affecting the marketplace," said Photizo founder Ed Crowley. Contents will include an imaging industry financial index, new product announcements, channel views, legal filings, industry demand outlook, and company focus pieces.

In addition to TrendLine, The Photizo Group provides market entry analysis, product strategy assessment, competitor analysis, and other consulting services for the imaging industry. The Photizo Group also offers the MarkeTrak™ advisory service for manufacturers and other suppliers the imaging to industry.

Whitehill Technologies Ships New Release of InSystems Product Line

IStream Publisher 3.2 simplifies production of complex insurance documents

Whitehill Technologies, Inc. has begun shipping the latest version of IStream Publisher, an integral part of the InSystems product line which focuses on "speed-to-market" for the insurance industry.

In June 2006, Whitehill Technologies acquired InSystems of Markham, Ontario, bringing together two insurance technology vendors with complementary technologies. Whitehill's InSystems line manages the product lifecycle from initial drafting of contract language, through approvals and policy issuance, helping insurers bring new products to market more quickly.

Two major insurance customers have already begun implementing the latest release of IStream Publisher. A mid-western life insurer with \$12 billion in assets, and a national health benefits provider with more than 25 million customers will be using IStream Publisher 3.2 to produce complex, personalized documents more efficiently and quickly.

IStream Publisher 3.2 simplifies operations for administrative and IT staff. An enhanced web-based console provides the ability to remotely configure and administer the software, making it easier to adapt to changing business volumes and demands. This release also features a new web services interface that supports insurance companies adopting service-oriented architecture (SOA) for increased IT agility.

The software gives insurers complete control over document production and fulfillment. It includes pre-defined services for retrieval, assembly, rendering, delivery and storage, plus lets users define custom services.

"Seeing our customers already adopting this new release is very gratifying for us," says **Paul McSpurren, President & CEO, Whitehill Technologies, Inc.** "The underlying principle of Whitehill is to help our clients do business faster and more efficiently. Our customers are demonstrating that they have every confidence in our ability to deliver on that promise. It's proof that Whitehill, as an insurance technology leader, is on the right track."

Océ Wins Best of Show at On Demand: Customers Win with Océ Business Innovation

At the recent On Demand conference, Océ put the spotlight on innovation at work, showcasing the latest industry leading, customer-focused product announcements. Then the spotlight was turned on Océ when the new Océ VarioPrint[®] 6250 printer, the world's fastest and most productive digital duplex cut-sheet printing system, was recognized with the **Best of Show award in Printing Equipment**. The Océ VarioPrint 6250 was honored for its revolutionary Océ Gemini Instant Duplex technology, near perfect registration, and breakthrough performance at 250 letter-size duplex prints per minute.

From groundbreaking duplex output to Job Appropriate Color[®] to multi-platform interoperability, Océ demonstrated continued leadership in helping commercial and corporate customers achieve breakthrough business performance. An eager and knowledgeable team shared ideas with attendees on how to leverage Océ innovation to fuel growth, reduce costs, and accelerate productivity

The conference also marked the US debut of the innovative new Océ VarioStream[®] 9230 3/3 black and color-capable production system. The combination of 3/3 color and blazing production speeds provides a unique, powerful solution for Job Appropriate Color. In a remarkable demonstration of color innovation, a newspaper application running on the Océ VarioStream 9230 used dot manipulation to produce output that appeared to have more than the system's 3/3 color capabilities.

The conference gave the market a chance to see how Océ continues to expand Océ PRISMA[™] workflow management software to give customers more capabilities. At On Demand, powerful and innovative pre-press solutions and critical enhancements demonstrated interoperability between Océ and Xerox workflows.

Attendees at On Demand also saw innovative book applications run on an Océ VarioStream 7000 series printer. Authors signed free autographed copies of their books as they came off the Océ digital publishing

system.

Attendees also saw the Océ CPS 900 and Océ CPT 60 Color Production Tandem systems for brilliant **production-class full color printing for commercial printers**. The Color Production Tandem configuration combines 100 percent consistent color output with high capacity for customers needing production-level performance. As a result, customers can take on more color work and deliver consistently reliable output within tight production windows.

For attendees who visited the Océ booth, the conference was an excellent opportunity to discover new ideas and proven Océ technology to help drive innovation into their businesses.

JDF Product Certification Program Is Launched PIA/GATF to Certify MIS Systems and Prepress Applications

Processes in Prepress, Press and Postpress (CIP4) organization and Printing Industries of America/Graphic Arts Technical Foundation (PIA/GATF) announced today the launch of the long-awaited JDF (Job Definition Format) Product Certification Program.

The JDF Product Certification Program provides testing of JDF-enabled software. Products that successfully complete testing will be issued a "JDF Certified" logo. This logo can be used on product packaging and promotional materials to convey to buyers that products have been certified to meet established guidelines for interoperability.

The foundation of the JDF Product Certification Program is the Interoperability Conformance Specification (ICS) documents, created by CIP4 technical working groups over the last three years. Each ICS document is focused on a specific interface between two types of graphic arts systems. For instance, the first set of tests available are based on the "Layout Creator to Imposition" ICS document. This ICS defines the interface between a layout creation tool and a consumer of the fully populated JDF "layout resource"-the files and metadata required by output devices. The layout creation tool may be entirely manually driven, or it may be controlled using the JDF processes. Tools that consume the layout resource files and metadata may include a device that produces an imposed content file or prepress workflow system that performs RIPing and imposition.

Companies interested in certification should register their product on the CIP4 website, and a member of PIA/GATF's staff will contact them to coordinate testing details. PIA/GATF will run, write, and read tests on registered products depending on if the tested product supports input and output of JDF. If your product is only a manager, then PIA/GATF will test with only write files, while if it is only a worker, it will be tested with read files. The files used in testing are universal for the ICS being tested. They are based on "golden tickets" developed by CIP4 technical working groups. These files have been developed based on the requirements of the Layout Creator to Imposition ICS document, and the test files ensure that each of the requirements established in the ICS can be appropriately evaluated.

"The CIP4 staff is continually asked, 'How do I know if a product really supports JDF?'" said Dr. Rainer Prosi of Heidelberg and CIP4. "For many printers JDF seems quite complicated, and they are looking for simplification. With JDF Product Certification, printers don't need to conduct exhaustive evaluations of JDF-enabled products; they'll know that these certified products will support JDF standards. Certification doesn't mean "plug-n-play." When two JDF-enabled devices are integrated, they still need to be set up appropriately, and certification means that the products are interoperable."

"The JDF Certification Program is the beginning of a new era for PIA/GATF," says Mark Bohan, PIA/GATF's Director, Research and Integrated Technology. "Many vendors have expressed a desire to attain JDF certification, so we expect this program to expand quickly. JDF Product Certification for the MIS to Conventional Sheetfed Printing and the MIS to Prepress ICS documents will be introduced in the near future, and several other ICS documents are in development. Within the next year or two, JDF Product Certification will be a critical buying criterion for printers and prepress services in North America and around the world."

Further details on the JDF Product Certification Program, including links to the vendor registration page, can be found at http://www.cip4.org/overview/interoperability_and_certification.html. Vendors who want to inquire about certification may call Brandon Iskey, Computational Research Scientist at PIA/GATF and the JDF Certification Program administrator, at 1-800-910-4283 ext. 787 or +1 412-259-1787 for international callers.

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