

Value-added Services

Product and Process Re-engineering

Working closely with customers, our in-house experts and experienced sales representatives can streamline entire document systems to improve productivity. Our experts redesign existing documents to increase their effectiveness and reduce costs. We also create documents for new business applications and incorporate them into customer business processes.

Where appropriate, we help our customers migrate to more efficient or cost-effective reproduction technologies such as print on demand or distribute and print.

Document Personalization

Using advanced variable imaging systems, we personalize documents to increase their impact and utility. Our capabilities extend from personalizing letters and flyers to generating complex price lists.

Identification Systems

We have the know-how and technology to incorporate critical information features such as bar coding, MICR numbering, OCR readability and other auto identification systems into all of our products.

Document Security

We integrate sophisticated security protection into the design of our products, as required, to prevent fraud and counterfeiting.

Our processes conform to standards established by national and international bodies, including the International Air Travel Association (IATA).

Quality

The attention to quality in our facilities is driven by the pride and passion of our people and reinforced by rigorous ISO 9002 and ISO 9001 procedures. We are also proud to hold the "Preferred Converter" designation from 3M and certifications from Underwriters Laboratories (UL) and the Canadian Standards Association (CSA).

Specialized Manufacturing

Datamark Systems owns and operates six specialized print manufacturing facilities across Canada – in Quebec, Ontario, Manitoba and Alberta. Through ongoing investments, we maintain efficient facilities and acquire the technologies and equipment needed to serve our customers. Most of our facilities are certified ISO 9002 or ISO 9001.

Business Forms

Datamark Systems is one of Canada's most experienced business forms manufacturers. We deliver a full range of customized forms and form/label combinations, backed by the knowledge and expertise to satisfy the most demanding design and product construction requirements.

Our product capabilities include roll products, continuous, laser cut sheet and unit set business forms – both one-part and multi-part – as well as solutions for marketing campaigns and mailers. Through our high-speed variable print capability, we can personalize documents or add specialized numbering or bar coding. We offer a variety of press configurations with up to nine colours.



Labels & Tags

Datamark Systems manufactures the most diverse range of pressure sensitive labels, form/label combinations and tags in the industry. We are recognized for innovation, product quality and our proactive approach to meeting customer needs.

Our know-how covers both the prime and industrial label segments, and our expertise extends through the full range of substrates, performance environments and printing applications. This combination of market and technical knowledge – spanning a broad range of industry sectors each with their own demanding product requirements – is a key competitive strength.



Commercial Printing

Datamark Systems has a reputation for excellence in sheet-fed commercial printing, based on precise execution, innovation and attentive customer service. Our primary focus is short and medium production runs in specialty printing, brochures and other business documents, point of sale and promotional materials, as well as high-end packaging.

Our commercial printing operations are fully integrated from pre-press to finishing, allowing us to control quality to the final product. We use advanced pre-press technologies, including direct-to-plate, the latest manufacturing equipment and the most efficient bindery solutions.



Complete Document Management

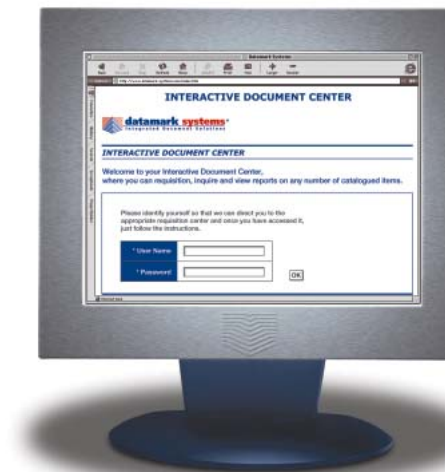
We provide complete document management solutions, from warehousing and distribution to inventory financing and customized billing and cost reporting. A full-range of value-added services – from product re-engineering to the integration of paper-based and electronic documents, digital printing and document personalization with advanced variable imaging – round out our industry-leading offering.

Warehousing

Our integrated network of strategically located warehouses allows us to efficiently manage inventories and distribute documents and other customer items anywhere in Canada or internationally. We operate secure warehouses in Quebec, Ontario, Manitoba, Alberta and British Columbia – for a total area of over 200,000 square feet – managed through the same information systems platform.

Reporting and Billing

We provide timely account information that meets the needs of each customer – electronically or in hard copy. Information ranges from customized billing to monthly usage reports and inventory status. With accurate data, we can advise our customers on how to better manage their paper-based business documents, reduce redundancy and increase efficiency.



Document Management Outsourcing

An outsourcing partnership is the closest relationship we can develop with our customers. Through full integration of our capabilities and your needs, we can fully optimize your document management and printing expenditures.

Management, Procurement and Inventory Financing

Our services include inventory financing and the procurement of specialty printed products and promotional items. Working closely with our customers, we forecast volume requirements in order to achieve efficient inventory turnovers and reduce obsolescence. We refine our planning by tracking order and usage patterns, with the objective of optimizing resources.

Distribution

We distribute products locally, nationally and around the world. Each of our warehouses is staffed to provide complete fulfillment services – no matter the volume or destination – including pick and pack. We reduce shipping costs through a Universal Freight Management System (UFMS), sophisticated software that automates carrier selection and tracking.

Requisitions can be entered in the way most convenient for each customer – by telephone or facsimile to our account supervisors, through our interactive voice response (IVR) system, or directly online through their own customized interface with the Datamark Systems Web site.

Manage Your Documents Online

Our online document management solution is one of the most functional and user-friendly in the industry. Through secure links and confidential passwords, you can access complete information in real time about your business documents warehoused in our facilities. You can call up inventory data, requisition documents, track order status, view billing information, and print customized reports – all from your desktop.

With our online solution, your interface can be customized to meet your needs, including number of users, access levels and order restrictions. Practical features include electronic catalogues which can be downloaded as PDF attachments. Electronic payments are accepted through interactive e-commerce links with credit card companies. In addition, each interface is designed to achieve the same "look and feel" as your own Web site.

