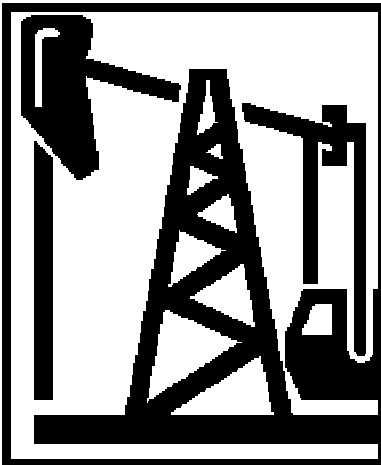


Case Study

Chevron Strikes Oil With Conversion Software Company saves money by using LAN printer with Mainframe.

It was important to keep the capability to handle the output from these mainframe applications. However, since the rest of the company had successfully switched away from the mainframe environment, the workload on the Xerox 4090 was dwindling and the justification no longer existed to keep the printer and its high operating costs. "The workload on our Xerox 4090 was dwindling because only finance and payroll were using it," said David Lockhart, Chevron network systems analyst. "We were paying close to \$50,000 (Canadian currency) a year to maintain a printer that was idle probably 70 percent of the time. The way it was connected to the network, it was not accessible to any of our Unix users or Novell users. The only people who could have access to this were mainframe [users]."

Solution: Chevron wanted to reduce operating costs and replace its Xerox 4090 with a printer that was accessible to the entire user community and able to handle the Xerox data stream generated by the mainframe applications.



The company looked at solutions from a handful of companies including Xerox and IBM. It also looked at the possibility of outsourcing, but decided to go with American PrintWare and its conversion software. Lockhart said outsourcing was frowned upon by employees who wanted better control and access to printed documents. Chevron is saving roughly \$24,000 per year to print the 125,000 impressions printed monthly by finance/payroll. The company sold its Xerox 4090 and purchased a new network production printer and American PrintWare conversion software to replace it (costs nearly cancel out). The new printer gives Chevron the ability to produce 11x17" black and white documents, something employees did not have

access to previously. It's slower than the 90-pages-per-minute output of the Xerox printer, but more in line with Chevron's needs based on workload.

Smooth Transition "American PrintWare came in and converted all the forms and fonts that were used on the 4090 and loaded them onto the Pentium processor. Output from the mainframe applications, now being handled by the QMS printer is virtually identical to that produced by the 4090," said Lockhart.

"It [the transition] has been transparent" says Lockhart. The mainframe users did not need to make any changes to their flow or Job Control Language (JCL) in order to direct their output to the new printer. We've had no identified problems since we've gone to production two months ago."

Result: Chevron has cut centralized printing costs in the finance/payroll department by more than 50 percent with the switch to the American PrintWare solution. In addition, the new printer it purchased is accessible to the entire user community. If the production printer should go down, a Hewlett-Packard backup printer can be integrated into the system with ease. In the past, the Xerox data stream could only be handled by the high-end Xerox. No backup printer was available. "If the printer went down, everyone pretty much spun their wheels until Xerox came in and fixed it," Lockhart noted.