

Case Study

Siemens Westinghouse enables hundreds of printers with APWI

Snapshot:

Customer: Siemens Westinghouse Power Generation Division (Turbine Power Plants around the world – i.e. gas, hydro, fossil fuel...China, anywhere in the world). Division has a campus of five or more buildings in Orlando, FL. Utilizes PC NT network locally, relies on outsourced mainframe DP from Marconi in Secacus, NJ for major tasks. Five sites on campus with more than 3,000 employees.

Environment: MF generates reports and documents (750,000 pages per month), Local network generates 3-4 millions pages per month for tech manuals, etc. for division. A Xerox legacy house for nearly 18 years.

Application: Key reports and manuals for division generated both from an outsourced Marconi mainframe and in-house production system (PC NT network). Five million pages per month total output, including text and graphic printer output.

Primary Solution Sought: RFP for production printer solution and a print platform to handle all requirements. Many vendors were brought in to bid. Distributed print solution where all documents could be handled by a family of printers, centralized system and single-source of responsibility for maintenance, etc. Needed high-capacity print engines, software support, on-site redundancy and backup and ability to perform simultaneous production of multiple jobs. Mixed in were “convenience” copy devices also available from Lanier.

Requirements: Capacity, Speed, Reliability, Maintenance, Compatibility. Convert Xerox printer data streams to PCL for output on network printers. DJDEServe from American PrintWare.

Solution: Five 105ppm printers, two 85ppm 7,500 page capacity, and two 25ppm high-resolution color printers. Two dedicated servers for print management a Host Print Manager and DJDEServe. A Web-enabled front end, global printing, software integration & Hundreds of decentralized units to be installed in the next 12 months.

Results: More rapid response times, greater reliability, improvement in throughput capacity, 12-16 hrs/ day continuous printing

Siemens Westinghouse Teams Up with American PrintWare to Overcome Legacy Printer Roadblocks to Throughput, Productivity and Growth

Orlando-based Power Generation Division steps toward document management and control with integrated printer solutions capable of five million pages/month throughput from Lanier.

Documentation to build, operate and maintain turbine power plants at locations around the globe means printing literally thousands of pages of text, graphics, illustrations and flowcharts and assembling that printer output in the most expedient methods possible. Siemens/Westinghouse (SIEMENS WESTINGHOUSE) relies on a data processing backbone supported by outsourced mainframe computing from Marconi's centralized host processors in Secacus, New Jersey. Mainframe data is then linked to a broad network of smaller client-server systems at Siemens/Westinghouse's expansive campus of facilities where more than 3,000 employees housed in five different buildings share critical, time-sensitive data relative to power generating plants located from Argentina to China.

Stepping away from Legacy platforms, requirements and limitations

For nearly two decades, Siemens Westinghouse maintained contracts with Xerox for all its legacy printer technology. Mostly, dependence on legacy systems stemmed from the DJDE/Metacode printer data streams generated by the mainframe data base coming from Secacus. As the PC NT local client-server network at the main campus expanded, reliance on centralization technology became both costly and less reliable. In 1999, in an effort to establish a printer platform that would carry Siemens Westinghouse into the millennium, an RFP for production capacity printers to handle all printing platforms emerged.

750,000 pages or more per month were coming off the mainframe. That data was then integrated with 4 to 5 million pages of information coming out of the local networks in PCL. Key considerations in responding to the RFP were output reliability, code-conversion and data integration of print streams, expandability and on-site redundancy and maintenance capabilities.

Siemens Westinghouse data processing systems specialist instrumental in overseeing a viable printer platform solution said, "we wanted to look at printer and printing "distribution" across the platform, wherever possible," hw noted. "Vendors with a printer platform offering a "family" approach were encouraged to bid. Vendors needed to address software solutions as well as hardware solutions to grasp the fundamental task of integrating printer data from the mainframe with the network."

Distributed printing hardware linked to centralized printer management and control

The printer reps were convinced that a distributed printing system with multiple print engines offering high-capacity output, redundancy and simultaneous production of multiple jobs could satisfy the requirements. The idea of integrating multifunctional printer/copy/fax/scanner devices seemed highly favorable but only if they could be blanketed by a single source equipment management and maintenance program.

“Our response was a system that integrated five 105ppm, two 85ppm , both with 7,500 page paper capacity, two high-resolution color printers, five scanners, and a network of nearly 100 copy/fax/scan/print devices. The software end of the solution entailed two print management servers: one to oversee all the hardware in the printer system scheme; and one developed by American PrintWare to facilitate the company’s DJDEServe data conversion product. Without the APWI server to deal with and integrate mainframe printer code we couldn’t complete an installation solution, said the sale rep.”

American PrintWare DJDEServe key to successful installation & implementation

How the DJDEServe works, simply speaking, is that data streams from the mainframe arrive over TCP/IP and are converted to PCL or PostScript for output on network printers. Data is queued by the American PrintWare server to be delivered to a host print manager server in an appropriate sequence for optimized printer output. The result is simultaneous production of multiple print jobs at various printers across the system.

The ultimate solution, now installed at Siemens Westinghouse, is a complex blend of hardware and software that relies on a web-enabled front end server with global control of all hardware and software. Integral to the front end is the APWI DJDEServe on an NT server. It took Siemens Westinghouse nearly a year to review the host of bids received for the contract. Finally, in fall of 2000 the decision-making process narrowed down to and a benchmark was initiated. The printer rep, working closely with American PrintWare engineers, quickly installed initial phases of its system and passed all benchmark criteria. Data conversion of mainframe code never once was a stumbling block in getting the system up-and-running.

Now, nearly a year later, all the major pieces of hardware are installed and the system is running at near full capacity. More node multifunctional devices are being added all the time. Siemens Westinghouse confirms more rapid response times, greater reliability, & improvement in throughput capacity and 12-16 hrs/ day continuous printing from the printing platform. There is also tremendous expandability available to handle future requirements. While exact payback figures haven’t been released, the investments return will be realized in several ways not originally factored, such as reduced equipment operator expenses, simplified and streamlined service and maintenance due to the single-source, built-in system redundancy capabilities, and information distributed to the point of need.

The success of the Orlando printer platform solution engineered by American PrintWare is expanding to other Siemens Westinghouse divisions. American PrintWare establishes key partnerships with printing vendors, assisting them in blending today's new printer technologies with software compatibility solutions specifically designed to address mainframe-to-network print distribution issues.