



NewlineNoosh PROFESSIONAL SERVICES

GET THE MOST OUT OF NEWLINENOOSH

NewlineNoosh technology leverages the Internet to create a powerful, collaborative environment where everyone in your print supply chain—including buyers, printers, creative groups, and agencies—works together more efficiently. This flexible solution integrates into existing systems and incorporates procurement best practices throughout the print lifecycle, regardless if you outsource the process or manage it in-house. Add to that access to essential procurement data, improved supply chain visibility, and faster time-to-market, and it's easy to see how large organizations can reduce their annual print spend by 20 percent or more.

The NewlineNoosh Professional Services Organization takes this process one step further. With deep domain expertise, a proven process that takes weeks instead of months to execute, and experience delivering measurable results, our team enables you to obtain the maximum benefit from your NewlineNoosh implementation, whether your workflow includes brokers, agencies, or both.

BREADTH AND DEPTH OF EXPERIENCE

The NewlineNoosh Professional Services team brings deep expertise in print production and procurement, and is proficient at gathering requirements and developing print lifecycle workflows that best fit your company structure and achieve cost and efficiency goals. Our team applies a proven methodology that is currently delivering as much as a 50 percent reduction in time to market and a 20 percent savings in print costs at many of the largest global companies.

A PROVEN PROCESS

Our Professional Services team begins by delivering a comprehensive plan and schedule for deploying improved processes and appropriate change management throughout your entire organization. At the end of the NewlineNoosh five-step implementation process, you'll have the ability to collect data that will help you refine your print management strategy and as a result, realize measurable and sustainable cost savings and reduce your time to market.

Step one: Planning

Crucial to the project's overall success, the initial planning phase allows us to map out the most effective path to follow during implementation. First, our team meets with your company's executive sponsors to establish goals, such as deployment and testing schedules, success criteria, and a

target state that includes the corresponding adjustments necessary to achieve it. At the same time, we review your existing data and interview employees in order to gain a full understanding of your current print procurement and project management workflows and priorities.

NewlineNoosh uses this information to identify areas for improvement and to generate key deliverables that guide the rest of the implementation, including:

- Target state documentation, based on implementing NewlineNoosh technology in conjunction with new purchasing procedures and process improvements
- Strategic opportunities, such as supplier consolidation, contract strategies, and compliance and monitoring programs
- Elimination of unnecessary expenses due to error reductions and improved resource utilization
- Project cycle-time improvements due to product standardization, the redesign of procurement and collaboration processes, and more
- Customization and functional requirements documentation

Step two: Configuration

Our Professional Services team will configure your NewlineNoosh implementation to match the target workflow established during the planning stage. This includes assisting with administrative tasks and preparing for testing and approval, as well as:

- Customization and functional requirements documentation
- Generating specification and schedule templates
- Defining price breakouts and role groups
- Monitoring project status
- Configuring user preferences and entering previous jobs into the database
- Setting up custom roles
- Registering custom or account-specific print specifications for use by your workgroup
- Creating accounts, company logins, and permissions

Step three: Customization

Many of our customers opt to customize their implementation to meet specific objectives or match existing internal requirements. During this phase, our team:

- Helps define the customized features and gathers the specific data and functionality required for each
- Generates mockups and functional requirements documentation
- Integrates the features into the configuration and conducts quality assurance testing
- Submits the modified environment and associated documentation to your company's executive sponsor for approval

Step four: Training

For your convenience, the NewlineNoosh Professional Services Organization offers both onsite and online training for your entire print management team, including employees, third-party staff, and company-invited suppliers. Onsite training falls into two categories: casual-users typically attend half-day classes or less, while those requiring an in-depth understanding of the application will attend training classes for one or more days. During each session, attendees complete several practice jobs, and by the end, they're familiar with the workflow and any new responsibilities. For suppliers, NewlineNoosh offers an online training class that makes it easy to obtain the instruction they need at a time and location that's convenient for them—and they can take the class as often as they like.

Step five: Deployment

Deployment begins when your team first accesses your implementation on the live site, entering new jobs and working through the job lifecycle. During this time, our Professional Services staff is available for coaching and support, both onsite and by phone. Weekly conference calls with your team can also be arranged to gather feedback and, if necessary, further fine-tune your configuration. Post implementation, we can assist you in analyzing and leveraging the print management data gathered. You will be able to compare actual data collected against pre-established savings goals and performance metrics to give you greater visibility into your supply chain. This in turn makes it even easier to identify additional areas for increased savings.

MAXIMIZE YOUR RESULTS

With NewlineNoosh, you can significantly reduce the costs associated with managing and procuring enterprise communications. While you can expect substantial savings, increased efficiency, and other benefits across the board, there are three common areas of improvement that our Professional Services staff can help uncover.

COMMONLY FOUND AREAS OF IMPROVEMENT

CONTENT CREATION AND PROJECT MANAGEMENT	JOB PROCUREMENT PROCESS	PROCUREMENT PRACTICES
<p>>> The existing interactive processes that occurs between Product/Line Managers, Marketing Communications, Legal, Operations, Procurement, and outside agencies during all phases of the project:</p> <ul style="list-style-type: none">• Content design• Approval process• Collaborative mechanisms• Planning and scheduling• Inter-departmental communications and accountability	<p>>> How your organization creates a job specification, requests estimates from suppliers, awards jobs, and enacts job changes:</p> <ul style="list-style-type: none">• Project management• Status and schedule management• Supplier and third party communications• Post procurement reconciliation <p>>> Executing transactions with all suppliers via a common application.</p>	<p>>> The existing processes used to manage your supply chain and leverage strategic sourcing benefits.</p> <p>>> Information your organization uses to make purchasing decisions and establish best purchasing practices. How your organization:</p> <ul style="list-style-type: none">• Selects suppliers• Rates performance• Ensures contract pricing compliance• Determines buyer workload• Standardizes processes• Forecasts spending



THE NEWLINENOOSH DIFFERENCE

With NewlineNoosh, you don't have to modify your print management strategy in order to implement an effective solution. NewlineNoosh's flexible, Web-based products and professional services support your strategy and plug nicely into your existing environment—allowing you to boost visibility throughout your entire supply chain, reduce costs by 20 percent or more, and increase productivity. However, the most compelling reason to implement NewlineNoosh technology is its ability to let you focus on driving revenue, building brand, and informing customers. Come experience the NewlineNoosh difference and take control of your print management lifecycle.

For more information about NewlineNoosh Print Management solutions, please visit us online at www.newlinenoosh.com or call us at 888.286.6674.



NewlineNoosh, Inc.

1300 Island Drive Suite 201 Redwood City, California 94065

T 888.286.6674 F 650.620.9180 www.newlinenoosh.com

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