

# MarcomCentral®

Powerful SaaS Web-to-Print System Helps You Grow & Compete

MarcomCentral is a vendor-hosted (SaaS) web-to-print system that provides an automated solution for creating, printing and managing the delivery of static, versioned and variable data pieces. Using predefined, press-ready PDF templates, print customers use this browser-based system to



request items and follow jobs through the production and fulfillment process. With MarcomCentral, your customers have real-time, access to produce and order the materials they need.

## No Servers, No Software, No Development Costs

MarcomCentral's software as a service (SaaS) vendor-hosted model has the ability to quickly launch a web-to-print offering with minimal impact to your in-house resources.

## **Cross Media Capabilities**

Support print and digital marketing through email, web and mobile. Enable online personalized images and on-demand digital delivery to provide truly unique cross media campaigns.

## **Increased Customer Engagement and Revenues**

Provide branded online storefronts for your customers' marketing materials. Expand prospects and increase revenue with a wider product offering that strengthens your business partnerships.

## Infinite Integrations, Ultra-Customized Workflows

Share the benefits of a software application that seamlessly connects end-users with all of the automated systems they need, including ERP, accounting tools, intranets, digital production workflows and print MIS systems.

## **Comprehensive Feature Set**

Sell your services to a wider customer base with a feature-rich offering that provides the full array of functions required ranging from complex VDP rules, to customized workflow approvals, to intelligent form displays that provide a rich user experience.



#### MarcomCentral® Workflow



Ordering, Editing, Data Uploads



Marketing and Administration Collateral Design, Approvals, Reporting







**Corporate Intranet** 

**Enterprise Resource Planning** (ERP)

**Customer Resource Management** (CRM)

## Marcom**Central**® MANAGER System Administration

### Marcom**Central**® Store

Posted Collateral, Ad-hoc Ordering, Reporting, Order History

**Browse/Search Products** 

Customize/Personalize Product

**Upload Database or Purchase List** 

Preview Press Ready PDF

Submit/Execute Order

## Marcom**Central**® DASHBOARD

Order Information and Press-Ready Files















#### **Print Service Provider**

**Production Workflows/Devices** (Digital Front Ends)

















**Print Management Systems** 

(MIS, Inventory, Accounting, Shipping)









**Custom Applications** 

MIS Inventory Accounting Shipping



#### Software as a Service (SaaS) Infrastructure

Get up and running easily with MarcomCentral's SaaS (Software as a Service) delivery model. Sites are launched quickly without the headache of servers, software, and other resources. Hosted at a state-of-the-art data center and certified quarterly by SecurityMetrics®, MarcomCentral provides the ultimate security.



#### FusionPro® Variable Data Publishing

PTI's best-in-class FusionPro product line helps produce completely personalized marketing materials with dynamic text and imagery. Design templates are quickly and easily built using the industry leading FusionPro VDP Creator. MarcomCentral uses FusionPro VDP Producer (API) for composition and can deliver 13 optimized output formats.



#### Internationalization

MarcomCentral is built for world-wide use. Whether end users reside in Spain, Germany, or Japan, MarcomCentral provides a customized experience with international support for portal interfaces, marketing content, currencies, and shipping.



#### Personalized Email Campaigns

MarcomCentral seamlessly integrates with ExactTarget® for the best in email marketing. An intuitive interface helps create rules and logic for personalized email campaigns that can complement direct mail and other print collateral. Adding email services is critical for print service providers who want to grow with their customers.



#### Image Personalization with FusionPro Expression™

MarcomCentral integrates with FusionPro Expression to produce amazing, eye-catching, personalized marketing materials. Personalized imagery uses a combination of unique fonts and images to produce lifelike messages that provide increased response rates and improve customer engagement.



#### **Integrated List Purchasing**

MarcomCentral offers fully integrated mailing list solutions that automatically provide targeted demographic lists for direct mail campaigns.



#### **Intelligent Forms**

MarcomCentral can produce versioned documents with dynamic forms that use conditional fields and logic to control form elements, eliminating the need for multiple templates.



#### Ad hoc Job Submission

Clients can estimate and submit unique orders without using predefined templates. The PDF conversion tool automatically converts more than 200 document formats including Microsoft Word, Excel, PowerPoint and Publisher.



#### Integrated Mail List Processing (CASS/NCOA)

Provides live address verification and updates using the Coding Accuracy Support System (CASS) or the National Change of Address (NCOA) by accessing US Postal Service through Tec Mailing Solutions, LLC.



#### Web Services and Data Feeds

Achieving the ultimate workflow requires integrating with 3rd party applications. MarcomCentral's software as a service infrastructure allows it to connect to virtually any system using an array of web services and data feeds, providing maximum flexibility.



#### **Comprehensive Feature Set**

MarcomCentral is the deepest, most comprehensive, feature-rich solution on the market with an astounding number of configurable features for administrators. The feature flexibility allows print service providers to provide an ultra-customized solution to their customers.



#### **RELATED PRODUCTS**

FusionPro Expression Suite Design and compose personalized images to drive responses for print, email, or web campaigns.

FusionPro VDP Suite Design and compose personalized print campaigns.

FusionPro Links Create personalized URLs and microsites to drive and track responses in cross media campaigns.

Email and Mobile Solutions (provided through ExactTarget) Create and send digital direct marketing campaigns.

MarcomCentral Features		
Delivery Type	Served Online	Software as a Service (SaaS) requires no servers, no software to download and no internal IT resources.
Price Structure	Set-up + Monthly	Measurable, predictable, value-based pricing.
Training	3-5 days	Conducted at San Diego training facility or your location.
Customizable Site Appearance	Per Customer	$Match your customers' brand with color schemes, logos, graphics, flash and custom {\it HTML}.$
Document Template Design	Integrated	Build a range of document types with FusionPro Desktop.
Template Design Plug-ins	InDesign, Quark	${\it Create documents in the top graphic design programs and upload them with ease.}$
VDP (Personalization)	Integrated, Uploadable	$Upload\ off line\ templates\ created\ in\ Fusion Pro\ Desktop\ or\ create\ them\ directly\ in\ the\ application.$
Role/User Permission Controls	Yes, Complex	Supports nearly any organizational or role structure desired. User profile information can prefill templates.
Customizable Order Process	Per User, Per Client	Screens can be reordered or deleted for specific users or clients.
Approval Workflows	Multiple	Varied approval workflows offer flexibility.
User Budget Controls	Yes	Customers can control spending per person.
Autofill	Yes	Complete dynamic forms quickly and easily using previously saved entries.
Job Tracking	Yes	Multiple order statuses allow detailed viewing from order to delivery.
Security	Yes	HTTPS protocol and 128-bit SSL encryption; CyberSorce for credit cards; all servers and databases are behind a firewall; quarterly certification by SecurityMetrics®.
Job Ticketing	Yes	Creates unique identifiers for each order.
Impositioning	Yes	Libraries of easily managed and reusable imposition layout templates; gang jobs by quantity or optimized groups, across multiple products and customers.
Payment Types	Multiple	Credit card and purchase order.
Reporting	Pre-built & Custom	Reports provide detailed information on all system activities.
International Language Support	Yes	Default Languages: English, French, Italian, German, Spanish, Dutch, and more. Supports all modern languages and characters including right-to-left languages.
Integrations	Print MIS, Production Workflows, Devices, Shipping, Accounting, CRM, ERP	EFI Monarch (formerly Hagen) EFI Pace, HubCast, Rampage, EPMS, Heidelberg Prinect Prinance, GP, SmartLinc, Kodak Prinergy, Creo Color Server, EFI Fiery, Xerox Free Flow, HP Production Manager, FedEx, UPS, Epicor, SAP, Oracle/PeopleSoft, Ariba, Ketera, Salesforce and more.
Web Services	Multiple	Examples: Check Order Status, Create Packing Slip, Create Invoice, Delete Line Item, Get Inventory, Update Inventory, Messaging.
Input Formats	Multiple	FTP/SMTP/ HTTP: Sales Work Order, Job Ticket, Invoice, & Uberfeed.
Dynamic Output Formats	Multiple	PDF, PostScript, VDX, PPML, HP-PPML, single file VPS, JLYT, VIPP, Digimaster-PS, mapped data, AFP, JPG, PDF/VT, and HTML.
Dynamic/Intelligent Form Entry	Services Add-On	Conditional logic removes the need for multiple products/templates.
Mailing List Purchasing	Optional Add-On	Real time integrated list purchasing is available through best-in-class 3rd party providers.
Ad-Hoc Job Submission	Optional Add-On	Enables unique, one-time job submissions with server-side conversion to PDF for a plethora of documents.
FusionPro Expression Imagery	Optional Add-on	Unique Fusion Pro Expression Creator integration produces high-impact customized print collateral with personalized imagery. Compose directly through MarcomCentral or take it offline with our Fusion Proserver products.
Email Templates/Campaigns	Optional Add-on	An integration with ExactTarget, a premiere Email Service Provider, allows email campaigns to be executed within an online storefront using uploaded templates.
Custom Features	Services Add-on	Our professional services team can review, and quote requests for specific functionality to precisely meet your customers' needs.
Mail List Processing (CASS/NCOA)	Integrated	Provides address verification and updates LIVE using the Coding Accuracy Support System (CASS) or the National Change of Address (NCOA) by accessing US Postal Service through Tec Mailing

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