PRINTERON®
PRINT SIMPLY ANYWHERE

PrinterOn provides a solution capable of printing across multiple networks from an ERP system

"We searched for a solution capable of printing across multiple networks from our ERP system because our previous solution was unreliable and expensive - and we found PrinterOn. Within a few phone calls and with less than a day's work, everything was set up and running the way we wanted and it met all our requirements."

Dennis Meyers, Skidmore Sales & Distributing

Benefits & Results

☑ Ability to print across disparate networks

☑ File>Print directly from Sage ERP to any printer at any remote location

☑ Eliminated the need for costly MPLS system at each location

☑ PrintConnect devices replace MPLS at a fraction of the cost

☑ Plug-and-play PrintConnect devices for easy setup at each location

SKIDMORE
► ► SALES & DISTRIBUTING

Background

Skidmore Sales is a full service distributor and broker of quality industrial food ingredients, with 12 warehouse locations and technical sales coverage in 22 states. Their 150,000 sq. ft. main office and distribution center is located in West Chester, Ohio. At Skidmore Sales, the goal has always been very simple: to be of service to customers and suppliers.

Challenge

Skidmore Sales was moving to a cloud-based data center and required a way to print securely from their new Sage ERP system. They were also using a Multiprotocol Label Switching (MPLS) system that connected the four remote networks on which they were printing. These networks would go down periodically which prevented printing altogether and they decided they needed a better solution capable of printing across multiple networks. The previous solution was unreliable and expensive so they turned to PrinterOn.

Solution

PrinterOn's **enterprise printing solutions** were installed to meet Skidmore's printing requirements. The PrinterOn Print Queue Management System (PQMS) was installed at the Datacenter on the virtual machine where Sage runs. By mapping some of the printer queues that the PQMS monitors, users can hit File>Print from Sage which sends the document to the native print queue where it is picked up by the PQMS which delivers it to the Central Print Services (CPS) application running on the same virtual machine.

The CPS then sends the document to the Print Delivery Hub (PDH) within the same datacenter, which is in communication with the PrinterOn PrintConnect™ devices at the remote locations. The PrintConnects then fetch the data from the PDH and the documents print.

Skidmore now has a secure **remote printing** solution that is more reliable and cost effective as the PrintConnects are one tenth of the price of maintaining an MPLS connection. Skidmore now has more time and resources to focus on customers, because as Skidmore says, "our goal has always been very simple: to be of service to our customers and suppliers."

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