



# Non-Proprietary

## Harland Simon's 'Off-The-Shelf' Philosophy

### Modern non-proprietary controls:

- Cope with functional requirements with ease ✓
- Enhance diagnostics ✓
- Increase the pool of available skilled personnel ✓
- Reduce spares inventory ✓
- Remove the monopoly of a single source supplier ✓
- Reduce training requirements ✓
- Facilitate future upgrade paths ✓

### What You Should Expect

1. Hardware will be non proprietary and locally available
2. Hardware will be 'off the shelf'
3. Hardware will be available from multiple sources
4. Control software will be available and open to the 'end-user'
5. Data and databases will be available and open to the 'end-user'
6. Technical training will be available to all
7. Technical support will be available 24/7 at a reasonable cost

Whether it is a standard PC in a branded box or an OEM on-unit component, today proprietary controls are no longer a necessary evil; they are an unnecessary set of operational handcuffs.

Why put your most critical assets' reliability in the unknown obsolescence whirlpool?

Why put your maintenance budget back in the single source supplier's price elevator?

15 years ago Harland Simon manufactured all its own components, but our customer focused leadership and our cutting edge engineers combined to produce a vision for the future where our customers had a choice. They knew it would be a testing transition, but ultimately that it would improve both our customers' and our businesses.

The power of today's off-the-shelf components means that it is simply unnecessary to use specially manufactured electronics to control and manage your production. By using such equipment you risk giving control of your business to your supplier. You are tying your future to their maintenance contracts; to their spares prices and their obsolescence schedule.

The non proprietary model is now having a significant impact on the printing industry, and is at the core of Harland Simon's full line of off-the-shelf solutions. Our success in providing such solutions is pushing well-established proprietary suppliers to compete in a non-proprietary product space.

It is the commitment, not the equipment that differentiates non-proprietary from proprietary.

We are Harland Simon and this is our philosophy.



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# Integration Automation Control

Integrate third-party equipment. Automate manual processes.  
Control your production with a **Harland Simon** system.

**Harland Simon** can control and manage your production throughout the entire process. For more than twenty five years we have provided solutions for the world's most demanding newspaper printers. If you're buying new equipment, our experience and technical expertise mean we can work in partnership with your choice of manufacturer to give you state-of-the-art functionality built on an industry-standard platform.

If you're considering upgrading your site, we can make your day-to-day production secure by eliminating troublesome and unsupported components. We can improve quality and reduce costs with a range of enhancements from pre-press right through to the mailroom. We can provide the tools you need to analyse production and diagnose faults quickly and offer 24x7 support when you need it. We can put you in control.



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