



*With BlueSeries eXpress'it Scribona have optimized their paper flow - today they distribute forms to customers, vendors and suppliers in all the Nordic countries....*

It is a requirement from both customers and suppliers, that Scribona, as a professional distributor, have optimized their paper flow so that it does not delay the deliveries.

Scribona have chosen to use BlueSeries eXpress'it to handle the distribution of their various forms.

Scribona Distribution A/S is a modern distributor of software and hardware.

With more than 2.000 employees, Scribona is the largest distributor in Scandinavia.

Scribona have contact to more than 200 suppliers, among those are IBM, HP, Microsoft, Lotus and Compaq.

#### **Competitive advantage**

Every time a customer place an order at Scribona, he will receive a fax or an e-mail with all relevant order information.

As soon as the order is entered into the order system, an order confirmation is automatically sent via BlueSeries eXpress'it.

This way the customer get all relevant information in writing only a few minutes after the order is placed.

IT-Manager Niels Frøding says: "It has given us a competitive advantage that we are able to send order confirmations, invoice copies and account statements as fax or e-mail directly to the customers.

#### **Big savings**

With the introduction of BlueSeries eXpress'it Scribona has obtained huge savings on paper and postage and they have saved several man hours per week in the mail department.

#### **Easy distribution**

Apart from using BlueSeries eXpress'it in connection with a one-to-one dialogue with the customers. Scribona also use the system in connection with mass mailing of information.

BlueSeries eXpress'it is used, when general information like changes in the pricelist or special offers on products is send to all, or to a selected group of customers.

#### **Nordic installation**

Today BlueSeries eXpress'it is installed with 18 communication lines at the Scribona head office in Stockholm.

From the head office the departments in Denmark, Norway, Sweden and Finland is supplied with a capacity of more than 20.000 faxes per day.

