



HIGH VOLUME TRANSACTION OUTPUT INDUSTRY

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MCS and Digital Color Team Up at L&E Meridian

Customer makes a quality and relationship decision to get the best of both worlds.

GAITHERSBURG, MD - MCS, Inc., a leader in industrial inkjet technology, camera systems and digital production solutions, is pleased to announce the acquisition of an MCS digital color production solution by L&E Meridian of Springfield, VA.

L&E Meridian is one of the largest service bureaus on the east coast, offering direct mail, statement processing and custom laser printing to its clients in a secure SAS 70 certified environment.

"Our data-driven applications run 24x7, and most of the documents we produce are time-sensitive, so we can't afford equipment down time. Our customers also use a lot of unique stocks. Bottom line, we need high quality, quick turnaround for our jobs," says Scott Bobowick, executive Vice President of L&E Meridian.

L&E had been running four-color digital production for 10 years, and wanted to upgrade. They needed to produce full color customizable documents for their clients. Bobowick explains their decision criteria: "The Digital Press lineup from MCS had the best quality and capabilities that we needed, along with reliability and up-time. Our confidence in the quality and reliability meant that we could go after more diverse business and larger jobs," he noted. The solution that MCS put together included variable data tools and a digital color press to maximize net production throughput.

As a user of MCS Array inkjet systems for 15 years, L&E knew they could count on MCS for the implementation and service. "They also offer the complete package from a software and workflow point of view, and can provide training. So buying from MCS was a relationship decision, and we got the best of both worlds," says Bobowick.

"Finally, it's very user friendly. The operators were glad to see the old system go!"

About L&E Meridian

L&E Meridian has been at the forefront of high-volume data management, data processing and digital printing for over 25 years. As one of the largest service bureaus on the east coast, the company employs over 100 highly trained and dedicated personnel using state of the art technology and systems. L&E Meridian offers its clients marketing expertise, database expertise and customized laser printing. For more information, contact Scott Bobowick, 703.913.2662 or email sbobowick@L-E.com

About MCS

MCS is a leading provider of technology for the production mailing market. MCS' inkjet hardware, software and camera systems provides the integration cornerstone for high-speed mailing and hybrid inkjet printing, as well as matching systems for inserters. The new MCS Eagle inkjet platform combines the next generation modular 4.25", 600 DPI print head technology with MCS' proven job layout and print proofing software. MCS systems can be integrated on a wide range of existing transports and inserters. MCS' new production color digital presses offer print-quality and VDP workflow solutions designed for direct mailers.

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