
Production Workflow Solutions Consulting Service

Meet the Team

U.S.

Alex Sumarta
Associate Director
+1 781.616.2100
alex_sumarta@infotrends.com

Steve Adoniou
Senior Consultant
+1 781.616.2100
steve_adoniou@infotrends.com

Adam Peck
Senior Research Analyst
+1 781.616.2100
adam_peck@infotrends.com

Scott Phinney
Sales Manager
+1 781.616.2100
scott_phinney@infotrends.com

Europe

Shona Blake
Sales Support
+44 1582 400120
shona_blake@infotrends.com

Asia

Shimon Ohnuki
Account Manager
+81 3 5475 2663
ohnuki@infotrends.co.jp

The role of the print service provider has changed. Today, the successful printer is a strategic partner who helps customers address their business communication challenges via print and electronic media. Print service providers must offer a range of services, including imaging, design, prepress, document or content management, variable data programs, finishing, and fulfillment. Enabling this evolution are new digital and software technologies, powerful industry standards, advanced network infrastructures, and the capabilities of the worldwide Web.

To help you prosper in this environment, InfoTrends offers two consulting services that cover the production workflow solutions market: **Production Workflow Solutions – U.S. and Production Workflow Solutions – Europe.**

These consulting services offer executives, senior managers, and product and marketing managers the information and advice they need to outpace the competition and thrive in this dynamic marketplace. They provide:

- Year-round support for your marketing, product planning, product development, and strategic development decisions
- Continuous information flow with daily, weekly, monthly, quarterly, and annual deliverables
- Unlimited inquiry access to experienced staff
- Online access to published deliverables 24 hours a day
- Regularly scheduled Webcasts that discuss industry trends and developments

The **Production Workflow Solutions Consulting Service** offers a hierarchy of powerful knowledge tools, from syndicated market information to customized, proprietary consulting. Our consultants will help you grow your business by providing you with knowledge geared to your specific challenges and goals.

Deliverable Topics Include:

- 2006-2011 North American and Western European Software Forecasts
- Vertical Market Briefs for the Healthcare and Various Other Industries
- Product Compendium Updates
- Office Document Assessments

The **Production Workflow Solutions**

Consulting Service provides a

hierarchy of powerful knowledge tools,

from syndicated market information

to customized, proprietary consulting.

Our consultants help you grow your

business by providing knowledge

geared to your specific challenges

and goals.

The Production Workflow Solutions Group recognizes that every company has different needs and budgets as a result of the strategic issues that are involved in the production workflow marketplace. We offer different solutions to fit every company's specific needs. Examples of the ways in which the Production Workflow Solutions Group can help you grow your business include:

Custom Consulting: You have unique issues and opportunities that require customized, in-depth research, analysis, and advice. Engage InfoTrends' team to help define your issues, design and implement an effective research process, and provide objective analysis and recommendations in a timely manner.

Multi-Client Studies: InfoTrends conducts comprehensive primary research studies on major industry trends and topics. Multiple companies fund, influence, and receive the research results, enabling them to obtain business critical information at a reduced price. Recent studies include:

- *A Vertical Market Approach to Document Services in the U.S.: The Evolution from Printer to Partner*
- *Document Process Outsourcing: Business Strategies for Successful Market Engagement*
- *The Global Print Production Workflow Market: Enabling Fundamental Business Change in Graphic Arts*

Advisory Services: InfoTrends provides ongoing advisory programs that foster industry growth, optimize business processes, improve market and product positioning, and help increase profitability. These services can be highly customized to meet our clients' business needs. Services focused on the production workflow solutions industry include:

- Production Workflow Solutions Consulting Service U.S.
- Production Workflow Solutions Consulting Service Europe

Reports: Choose from a wide selection of forecasts, research reports, strategic analysis, and news on key industry trends and developments. Recent publications include:

- *Global & North American Print Production Workflow Software Market Forecast: 2005-2010*
- *Global & Western European Print Production Workflow Software Market Forecast: 2005-2010*
- *Production Workflow Solutions Product Compendiums*
- *Online Services in the Mainstream: Web-to-Print 2005*

Getting Started: Work with an InfoTrends representative to define your requirements and develop a program that addresses your specific business issues. Contact a representative today.



InfoTrends, a Questex Company, is the leading worldwide market research and strategic consulting firm for the digital imaging and document solutions industry. We provide research, analysis, forecasts, and advice to help clients understand market trends, identify opportunities, and develop strategies to grow their businesses. Additional information about InfoTrends is available on the Web at www.infotrends.com.