

## Caleb Tower

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**From:** P3Software [ctower@p3software.com]  
**Sent:** Thursday, June 08, 2006 12:09 PM  
**To:** ctower@p3software.com  
**Subject:** The P3 Post - news you can use!



### June 2006 This month in the P3Post

- ✂ Our wrap-up of the On Demand Conference.
- ✂ A profile of a breakthrough pen stroke capturing technology we discovered at OnDemand 2006.
- ✂ P3Expeditor's new performance tracking features.
- ✂ The answer to the question "Does size matter?" at least when it comes to print pricing.
- ✂ The best time of year to buy print.
- ✂ And, another opportunity to win a prize for telling a friend about P3Expeditor.

## P3Expeditor System Enhancements

**Supplier performance tracking** is the newest addition to [the P3Expeditor system](#). This new set of features and reports will help you to get the most from your print suppliers by systematically monitoring their performance in terms of **both service and quality**. You can now track bid response times, planned versus actual schedules, quality and other key factors, along with budget and pricing. Customers are already finding that these new features enhance their ability to strategically manage their trusted key suppliers.

Our customers told us they needed a reliable way to track and monitor supplier performance. Now, performance can be tracked automatically on every job, with just a few quick mouse clicks.

Dodie Tipton at Group Publishing tells us, "These new features and reports make it easy to let our partners know when they have not met our expectations, and also to acknowledge jobs well done." We'd like to thank Dodie and John Hiatt from Group Publishing for their guidance in developing and testing these new features. Thanks!

[For more information on performance tracking, click here.](#)

Next month, we will have more details on our much anticipated release of the **P3Expeditor QuickBooks interface**. We know that many of you will be anxious to hear the details on this exciting product upgrade.

Are you a P3Software user yet? Just [click here](#) to get a free download today.

*QuickBooks is an Intuit, Inc. trademark*

[P3Expeditor performance tracking](#)

## Industry Spotlight



The On Demand Show was held May 15-18 in sunny Philadelphia, and saw more than 20,000 visitors from all 50 states and 62 countries. P3Software was one of the over 450 exhibitors providing a look into the future of business information.

One remarkable addition this year was the Google booth. Google it seems is applying its search technology to help corporate IT managers search and classify private document archives.

Congratulations to On Demand Best of Show winners, including XMPie for Print Production Workflow Systems and Pageflex for Digital Publishing. For more information and a detailed wrap-up, click the link below.

We saw several great new products at the show. One in particular stood out in our minds, and we thought it was worth a mention.

Imagine printing a paper document or form, writing on it with a pen and then having your pen strokes transferred back to the digital document you printed from. That is the technology Xpaper was showing off at their booth. What can we say - this seems to have some really cool possibilities . . . check it out at [www.talario.com](http://www.talario.com)

[On Demand wrap-up](#)

## Did You Know . . .

### Facts and figures from P3

**Does size matter?** Last month, we asked: When it comes to the pricing of print projects - does size (quantity) matter? You may be surprised at the answer.

We looked at the effect that job size (price) has on the range of prices that buyers get from their printers. Our data shows that, generally speaking, as jobs get bigger, the variation in prices between competing printers remains consistently high. In each price range we found the difference between the mean price and the lowest offer to average 25-35% across a large sample of jobs.

One might think that the really big jobs would have prices that are much

closer in percent terms. But, looking at thousands of print jobs, the long run jobs with multiple quotes, had the same price spread (percentage) as short run jobs.

Of course, a 30% difference on a \$20,000 job is a lot bigger than on a \$1000 job. So, maybe in absolute terms, size does matter!

**Here's another hot tip: Buy print in the summer.** We have been compiling monthly data on print job volume and we definitely see a slow down in the print industry every year in June and July.

So, for you print buyers with some flexibility, our helpful hint today is to buy in the early summer when printers are looking for work to keep the presses rolling.

But, beware of August 15th - this is when activity tends to spike back up! The month of September always seems to have the most activity and least amount of unused print capacity. So, plan accordingly if you can.

Be sure to check out this section again next month for more useful tips from P3Software.

## Tell a Friend

### Do a friend a favor



Yes, we have a winner! Congratulations to Chris Wilton from Wilts International Communications, Ltd in Ontario, Canada, for winning our PCPI membership drawing.

We are offering one more opportunity to win this \$279 value. PCPI membership gives you access to special reports, management tools, discounts and much more.

Send a colleague a referral about P3Software and help him/her save time and money. When you do, you will automatically be entered in our drawing for a free PCPI membership. Anyone who sends a referral through the link below, before June 30, will be entered. The winner will be announced in the next newsletter. Just [click here](#) to 'tell a friend'.

**[Tell a friend about P3Expeditor...](#)**

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