

Océ Solutions at Gremley & Biedermann, Inc.

An Océ Customer Profile



Gremley & Biedermann, Inc.

Large format color CAD, GIS and technical documents created in hours vs. days

Premier Midwest land survey company unearths competitive value in fully integrated color print, copy and scan system from Océ

For more than 70 years, Chicago-based Gremley & Biedermann, Inc. has earned a reputation for providing its commercial and residential clients with highly accurate and precise land surveys. Its services, based on a tradition of reliability and professionalism, combined with the most advanced surveying techniques and equipment available, make Gremley & Biedermann one of the most sought after land survey companies in the Midwest. The firm's Chicago area clients include Soldier Field, the

Museum of Science and Industry and Six Flags Great America.

As of January 1, 2004, Gremley & Biedermann became a division of Professional Land and Construction Surveyors Corporation (PLCS). This merger united Gremley & Biedermann, Inc. and James, Schaeffer & Schimming, Inc., another well known and respected Chicago area land survey firm.



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Gremley & Biedermann uses the power of color to produce easy-to-understand aerial photos, surveys, and city maps with the Océ TCS400.

Gremley & Biedermann, as part of this new entity, must constantly remain on the cutting-edge of advanced technology to keep pace with new developments and evolving survey standards. This is essential to generating the high quality output demanded by its clients, many of whom are architectural and engineering firms. To ensure utmost accuracy, land surveying services are performed using the latest electronic distance measuring instrumentation and computer-aided design (CAD) and drafting systems. The company's adoption of the latest color print, copy and scan technology used for large format CAD documents and GIS applications (e.g. aerial photos, architectural

surveys and city maps) has been key to keeping competitive.

Bob Tremblay, CAD Manager at Gremley & Biedermann, spotted an opportunity for walk-up color copying capability and the ability to scan in color once the firm's color volume started increasing. For one, they had the need to scan color documents (aerial photos, USGS maps and other color originals) that required e-mailing to customers or

business partners. Second, the firm often had requests to reproduce surveys marked up manually in red and blue pens from a construction site or other field project. During meetings, clients expected copies of these same renderings - with all color highlights included. Frequently, time constraints precluded Gremley & Biedermann from sending out such documents to get color prints made, so they went back to the drawing board (literally) with highlight marking pens to replicate the colored areas.

During the equipment search process, Tremblay consulted two dealers representing leading inkjet

printers with add-on scanner capabilities, but quickly grew frustrated by the lack of product information available. The firm was already using a color plotter, but the equipment was ailing. Parts were scarce, making it difficult to get satisfactory service. A new solution with more advanced technology was required.

Gremlay & Biedermann was one of the first U.S. firms to embrace the new Océ TCS400- a fully integrated large format color print, copy and scan system. When it came to document management and communication between project team members, there were three main factors driving the need for speed, color and quality at the company:

- Tighter project deadlines
- Customer demand for color
- Competitive market pressures

Demanding Deadlines

Tremblay has witnessed a growing trend in compressed timelines from the firm's clients. It's not uncommon for clients with 10, 20 or more survey documents to expect turn around in a weekend. Gremlay & Biedermann must often adjust its workflow to accommodate last-minute requests and still handle its two biggest printing crunches during mid-morning and mid-afternoon. The Océ TCS400 accelerates the speed at which files can be processed and subsequently printed. Now, the firm is able to respond to client requests within hours versus days. Tremblay recalled

an instance when he had to produce and messenger four 11"x17" color copies of an architectural composite to a municipality within two hours for a public meeting. Without the Océ TCS400, meeting this deadline would not have been possible and business might have been lost.

The Power in the Processing

One of the greatest benefits of the Océ TCS400 lies in its color file processing power. While mechanical print speed is important to Gremlay & Biedermann, the Océ Power Logic® controller facilitates extremely fast file processing. It spools print jobs off the network, processes those jobs and stores them until the printer is available. The network remains free for



Drag-and-drop functionality makes it easy to assemble files for printing from any networked folder. The subsequent fast file processing of the Océ Power Logic controller means the network remains free for other jobs, and the waiting time between prints is greatly reduced.

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other jobs, and the waiting time between prints is greatly reduced - even for large color CAD document files in excess of 100 MB.

"We cannot wait for prints when our business depends on getting high quality plots from large files. Prior to the Océ TCS400, it used to take more than 12 minutes to process a 182 MB file. Now we can do it in just one-third the time," said Tremblay.

Another speed advantage for Tremblay is the ability for CAD users to manage print traffic directly from their desktops using the Océ Advanced Queue Manager. This, he attests, simplifies workflow because employees have more direct control over the prioritization and printing of jobs. They can also view ink volume, media choices and controller workload right from their personal computers.

Color Output Expected to Double

Gremley & Biedermann produces black-and-white (monochrome) as well as color prints with the Océ TCS400. Currently, Tremblay estimates that color comprises around 10 percent of the firm's total printing output - a number he projects will approach 25 percent within a year due to growing customer demand for color. "We're really making a concerted effort to incorporate more color into our large format drawings," he said. "Our customers are requesting sharp, crisp color plotting to convey a lot of detail especially in high precision maps, line work exhibits and aerial photographs. We can now serve this need without having to outsource."

While Gremley & Biedermann prints most of its internal documents in check mode, large format exhibits, posters and marketing presentations are better represented in color. Prior to the Océ TCS400, existing sluggish technology limited the

firm's use of color. The integrated print, copy and scan system of the Océ TCS400 not only produces twice the number of monochrome prints per hour than the inkjet printer it replaced, it enables the firm to scan and copy large format documents in both color and monochrome.

Finally - Simple Copying

Walk-up copying has been the biggest improvement since the installation of the Océ TCS400, which features simple "Green Button" functionality to produce a high resolution color copy. According to Tremblay, "We used to have to manually draw in lines and cross-hatching with highlight markers on a black and white plot to duplicate a color original of a map or survey. Now, we just need to insert the original document, push a button and generate a color copy in a single step."

The ability to reproduce large format color technical documents, without having to undertake the arduous step of first scanning an original to a TIFF/PDF image prior to printing, saves additional time and allows Gremley & Biedermann to fill larger customer orders more quickly. The copying feature also gives the firm the flexibility to produce color copies of marked-up documents received directly from the construction field or during team meetings when clients and contractors need to collectively review revisions.

"Color is one of the best ways to clearly express our intent correctly to people, whether during a project meeting or a new business presentation. Now, we can easily run high quality color copies on the spot and everyone can work off the same level of information, reducing the potential for misinterpretation and error," Tremblay explained.





The Océ TCS400 makes large format color copying and scanning as simple as black & white. Gremley and Biedermann used to manually draw in lines and cross-hatching with highlight markers on a black and white plot to duplicate a color original of a map or survey. Now they just insert the original document, push a button, and generate a color copy in a single step.

The Tools to Grow

In the heyday of today's urban sprawl, Gremley & Biedermann is well poised to meet the challenges of a growing market with its full range of land surveying services. Land developers, engineering firms, architects, title companies and legal professionals comprise its extensive client base which has come to rely on the firm for its reputable, high quality land surveys.

Tremblay views the Océ TCS400 as a competitive tool - one that effectively complements the cadre of sophisticated measuring systems and CAD technologies on which the firm relies. Just as Gremley & Biedermann values its investment in only the most advanced of technologies to perform its services, capturing the data is just the first step. Producing and presenting it - whether to new clients or in a court of law - is where the real value of the



Marked-up color documents created in review meetings are easy to duplicate with the Océ TCS400. Now everyone can leave the meetings with high-quality, full-size color copies, reducing the potential for misinterpretation and error.

Océ TCS400 comes in. "Our customers are very happy with the document image quality and continue to award us more work," Tremblay said.

One of the biggest overall benefits, according to Tremblay, is that Gremley & Biedermann can now fulfill new and different kinds of client requests -e.g. aerial photography, poster-sized exhibits - because the Océ TCS400 provides these capabilities. This has resulted in more business as projects are won based on the firm's expanded services.

No More Jerry-Rigged Systems that Fail

Because Gremley & Biedermann's clients have grown to expect nothing less than the best quality, the firm's land surveyors and CAD professionals depend on equipment that is reliable and hassle-free. Prior to the Océ TCS400, the firm experienced servicing issues with disparate pieces of scanning and printing equipment. Pieces were loosely cobbled together and when one failed, operations could be paralyzed until the problem was identified and repaired. Finding the

right parts after warranties expired and getting prompt response was often a challenge. "Keeping our printing capability up and running as smoothly as possible, with minimal downtime, is critical to our business success," Tremblay declared.

Ease of use is also important, because the CAD operators must know how to efficiently print, copy and scan to honor tight deadlines and keep business competitive. "The Océ TCS400 is highly intuitive," Tremblay added. "We got no glassy eyes or blank stares when we installed the system, which was a good sign from the start!"

Indeed, communication with color is critical to comprehending the finest of detail, both internally and among clients. The Océ TCS400 is taking Gremlay & Biedermann to new levels of service, painting a colorful future for this top land surveying company.

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