

£1.5m UK Order for FileNet System

The Britannia Building Society has placed an order for an Olivetti-FileNet document image processing system worth more than £1.5 million with British Olivetti. The system will be installed at the Society's headquarters in Leek, Staffordshire where it will initially handle all the new mortgage correspondence files.

FileNet is a sophisticated electronic filing system based on the principle of optical disk storage. Document entry workstations scan and digitise all incoming paperwork at a rate of up to 3500 pages a day. The page images - up to 8 million of them in the system ordered by the Britannia - are stored on optical disks in the OSAR (Optical Storage And Retrieval unit).

A total of 90 FileNet workstations will enable Britannia to access documents as necessary in a matter of seconds. Amendments or letters can be printed out as hard copy by FileNet's laser printer at a rate of 12 pages per minute. FileNet 'WorkFlo' software manages the routing, prioritisation and processing of work in progress.

The pilot FileNet system will be operating by the summer, and phased installation of the whole Britannia system will take another two years. It will certainly be a welcome replacement to a quarter of a million mortgage correspondence files currently held by the Society.

FileNet will make a

valuable contribution to efficiency at a time of increasing competition from banks and other financial institutions; and pressure on building societies to provide a wider range of services to investors.

Allan McNicol, senior account manager within the Major Accounts Division with responsibility for the Britannia is not surprised that it should be the first UK building society to invest in FileNet. Last year, too, the Society was a step ahead of its competitors in placing an order for PCs to serve an multifunctional terminals. As the range of services offered by the Society increased it had become apparent that its existing dedicated Viewdata terminals were no longer sufficient. It chose Olivetti PCs in an order worth around £650 000.

Britannia is also a client of Customer Service Group which provides maintenance not only for the Olivetti equipment but also for the branch terminals currently in use.

Image Processing Division

With 62 systems now installed internationally, FileNet is the world leader in optical disk storage systems. It is manufactured by the FileNet Corporation in California. The Olivetti Group has an 11.5 per cent stake in the FileNet Corporation, and holds international marketing rights for the system outside of

the USA.

In the UK, FileNet is marketed by British Olivetti's Image Processing Division which works hand in hand with the Major Accounts Division in dealing with large companies and organisations like the Britannia Building Society.

Set up in Sun Street in June 1986 and led by Nick Rowley, the Image Processing Division is actively promoting the benefits of optical disk storage to all sectors of commerce and industry. During the Spring, the Division is hosting a series of seminars for potential customers. It has also appointed a VAR to market the system to the newspaper and publishing industry with the OPAL software for keeping press cutting libraries.

Micro Launches Olisoft Library

Micro Division chose the Which Computer? Show for the launch of the Olisoft Library of proprietary, independent and specialist software for the Olivetti PC family and all IBM compatibles.

Reinforcing Olivetti's 'total solution' approach to its markets, the Olisoft Library provides simpler one-stop shopping to our distributors and, in turn, to their customers.

But Olisoft is more than a collection of packages. "The Olisoft Library provides the building blocks for a complete office automation environment", says Software Marketing Manager Tony Boundy.

"Before the end of 1987 we will launch the Olimaster, the integration package which will link applications together. While most integrated packages on the market seem to have to compromise somewhere along the line, Olimaster will link the very best in word processing, database, spreadsheets etc".

Olivetti Finance Deal to Boost Spring Sales

Olivetti Financial Services is offering 0% finance deals to all our customers until the end of April - and a national TV, press and poster advertising campaign is spreading news of the deal to all our existing and potential customers. A dealer support programme includes a full range of 'point of sale' promotional items - including software which puts the campaign logo on demo screens at dealer premises -

and dealer advertisements.

The finance deal recognises the fact that, whether a customer is a small business buying a single PC or word processor a sizeable company in the market for many, buying and installing the equipment will be a major investment. Help with finance can be as important as any of the other pre- and post-sale services that British Olivetti offers.



Two of the dealer press advertisements promoting the new financial deal.



Olivetti FileNet system



Paul Evans of Micro Marketing displays the Olisoft wares