

## **Unibar helps Star Leasing drive out paperwork & IT support**

BARZ\_OUT PRO software caught Jeff Rosen's attention for its ability to easily integrate with UNIX applications. But it didn't hold his attention, and that's a good thing.

"You almost forget BARZ\_OUT PRO is there, because you don't have to pay any attention to it," says Rosen, who is CFO of Star Leasing, which leases semi-trailers to companies and transportation fleets. "You set it up once, and it works. We make changes to our system and need new bar codes every day, but we haven't touched the software in two years."

Star Leasing provides complete service and maintenance for its customers. The company has eight maintenance facilities, plus 40 vehicles that go on the road to service its equipment. Mechanics fill out work orders for all the service they perform on equipment. They previously filled out the work orders completely by hand, which was an expensive and unproductive use of their time. Data entry was often inaccurate and incomplete, resulting in erroneous vehicle service histories and inaccurate parts inventories.

Star Leasing wanted to streamline the process by having mechanics fill out work orders by scanning bar codes to enter activity codes for the service performed. That meant the company needed to develop a series of bar code formats that corresponded to service codes, and print them on its work orders. It also meant that Star Leasing, which previously did not use bar codes in its operations, had to learn how to generate bar code output from its Unix systems that hosted work order files and related applications.

Unix compatibility was Rosen's main requirement for the bar code output solution. He also placed a high value on ease of integration when making the purchase decision. Most bar code printing options were quickly ruled out because they couldn't run on Unix or needed modification and support to do so. Rosen identified three Unix-compatible output solutions and began working with demo versions of each.

"We struggled with two of the packages and they never worked properly," says Rosen. "Once I realized how quickly we could get up and running with BARZ\_OUT PRO we quit messing with the other ones. It was a no-brainer to go with Unibar."

Rosen noted that BARZ\_OUT PRO was not the lowest-cost option but provided the most value when total cost of ownership (TCO) was considered. "It saved so much time for our IT staff that it was more than easy to justify," says Rosen. "We had it installed and configured in a few hours. In fact, we were printing bar codes with BARZ\_OUT PRO within a couple days of receiving the first evaluation version."

Many companies use BARZ\_OUT PRO to add linear and two-dimensional (2D) bar codes to a variety of forms, including packing slips, pick lists, invoices, work orders, tickets, purchase orders, benefit forms and other documents. BARZ\_OUT PRO provides PostScript conversion so any PostScript-compatible printer can output bar codes from any version of UNIX or Linux without additional drivers, fonts, middleware or programming. BARZ\_OUT PRO automatically converts text trigger sequences into PostScript-compatible bar codes. It supports the CUPS (Common UNIX Printing System) standard and the Internet Printing Protocol (IPP) to provide advanced output management, networking, printer discovery and remote configuration features.

BARZ\_OUT PRO also includes many other features to simplify bar code design and output. Users can add two- and five-digit supplements for U.P.C. symbols that companies to specify issue numbers and suggested retail pricing, encode UCC.EAN application identifiers, rotate bar codes, produce 2D symbologies, and use XML-style bar code triggers.

By bar coding its documents and entering data by scanning, Star Leasing has improved productivity and reduced errors. “This solution has greatly enhanced the accuracy and timeliness of both our customer billings and our inventory records,” says Rosen. “We also have started using the system to generate time records for payroll. Considerable data entry has been eliminated.”

Even better, the new system didn’t drive up IT support requirements and costs.

“We’ve been using BARZ\_OUT PRO for about two years, and I can’t remember ever having to do any support or troubleshooting,” says Rosen. “It’s not even a blip on our IT development and support radar.”

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