



Valent Switches to Paperless Technology With Help From inFORM Decisions

CHALLENGE: In the crop-protection industry since 1988, Valent has a mission to develop, register and market integrated technological solutions (biological, chemical and informational) for crop production and pest management that deliver value for customers and stakeholders. Valent recognizes the importance of protecting environmental resources for the benefit of future generations.

Both field sales and home-office customer service reps had been sending customer invoices to facilitate vendor-customer conversations. This action required that they find, copy, print and mail the invoices, which cost the company thousands of dollars a year in mailing costs alone. Any invoice-related conversations between the rep and customer were delayed pending the arrival of documents in the mail.

“IT and our users were thrilled that we now have our System i platform replacing our daily paper shuffling.”

—Paul Cardoni, project manager, Valent

SOLUTION: Valent quickly realized that invoices stored, retrieved and distributed electronically would eliminate the cost of manual preparation and mailing. Moreover, customer discussions would be bolstered by the immediate availability of relevant invoices.

To facilitate the electronic transfer of customer invoices, Valent chose iDocs and iView from inFORM Decisions’ family of integrated document-automation solutions. Through iDocs, spool files can be captured upon creation and form and logo graphics applied. iDocs’ SmartRouting feature then routes the resulting electronic documents to the laser printer, e-mail, fax or archive.

Electronic invoices generated by iDocs are converted to PDFs using inFORM’s PDF converter and archived using iView. Field sales and customer-service reps then use iView’s Web browser to retrieve and e-mail these documents to the customer. iView indexes and securely stores documents on the System i* platform’s integrated file system, where it also stores the document images on networked Windows* server folders.

Valent’s strength is its understanding of the entire product cycle, so its products can be presented as part of an integrated solution. Switching to a paperless technology like electronic archiving with iView is a logical extension of Valent’s corporate philosophy and satisfies the concerns of both Valent and inFORM for conservation and the environment.

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Paperless technologies to save our planet ... one tree at a time.*



INFORM DECISIONS

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PRODUCT DETAILS

iDocs, iView

Suggested platforms: System i native, Windows

Reduce paper and mailing costs with iDocs and iView integrated document-automation solutions.