

## **Glocal Value to Distribute KODAK IPDS Printing Solutions in Southern Europe**

**Eysins, Switzerland**, September 11 — [Glocal Value](#) has been selected by Kodak to be a distributor of its Intelligent Printer Data Stream (IPDS) products in Southern Europe. Kodak's IPDS printing solutions including KODAK WinIPDS Print Server, KODAK WinIPDS Pro Print Server Software and KODAK WinIPDS Lite Print Server Software, help customers manage output devices, freeing them from being locked into dedicated hardware and reducing the threat of hardware downtime. The new distributor agreement with Glocal Value expands regional access to Kodak's powerful gateway solution.

Glocal Value provides professional services for information and communication technology, particularly in the field of printing solutions. The company offers custom services for manufacturers, distributors and dealers. Glocal Value has over ten years of expertise in supporting networks and systems and helping clients understand the unique mix of skills, resources, and solutions necessary to solve complex problems encountered when undertaking major projects.

Kodak's IPDS printing solutions offerings comprise a focused portfolio of both software and hardware products that act as a gateway between the mainframe host and each individual printer. These gateway solutions translate and route the IPDS print stream to each output device individually, greatly simplifying the process of managing printer networks regardless of size. This technology is highly beneficial for enterprise and datacenter printing applications because it eliminates the need for dedicated IPDS-enabled printers. The gateway allows computers throughout the network to work seamlessly with printers manufactured by any company. Kodak's IPDS software is also able to translate mainframe printer language into highly portable formats like PDF to provide administrators with accurate, actionable information at their fingertips, helping to promote operational efficiency and reduce downtime.

"Glocal Value sees a tremendous opportunity to spread Kodak's IPDS printing solutions to its customers in the Southern European region," says Savio Avilia, President, Glocal Value. "This software is critical for enterprises producing high quantities of variable data print jobs to help them streamline process, reduce downtime, and enhance flexibility. We are confident that

working with a company of Kodak's stature to distribute such a valuable solution to enterprises will be beneficial for all parties involved and continue for many years to come."

"Kodak has always had great relationships with its international partners and we believe establishing a close relationship with a company like Glocal Value allows us to expand our presence in Southern Europe and share our IPDS suite with more enterprises than ever before," says Jeffrey Saunders, Global Account Manager, Kodak's Print on Demand Solutions Group. "The company's emphasis on customer satisfaction aligns with Kodak's mission of putting customers and end users first."

The agreement will enable Glocal Value to sell and support the KODAK IPDS Printing Solutions portfolio through an established dealer network as well as work directly with customers. Glocal Value will supply its customers with industry-leading IPDS printing solutions in compliance with both the current AFP Consortium specification for AFP/IPDS workflows and the CIP4 specification for PDF/JDF/JMF workflows with features including expanded color management functionality and enhanced image handling capabilities, representing two of Kodak's primary industry strengths. The software is available in the region today through Glocal Value.