

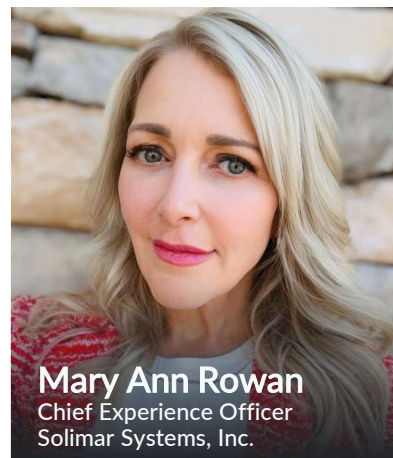


cXm Professionals Association - Educational Session
Monday, August 24, 2026

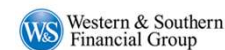
Beyond Storage: Modern Archive & Digital Distribution



Solimar Systems is Celebrating 35 Years
of Innovation in Production Print
& Digital Communications



2026 Solimar CAC Members



SOLIMAR CHEMISTRY PLATFORM

The Solimar Chemistry Platform



**Templatized
Workflows**



**Industrial PDF
Optimization**



**Piece Level
Tracking, Proofs
& Approvals**



**Mobile Visibility,
Reporting &
Alerts**



**Job Assembly
& Batching**



**Production Print
Secure Archive
& eDelivery**

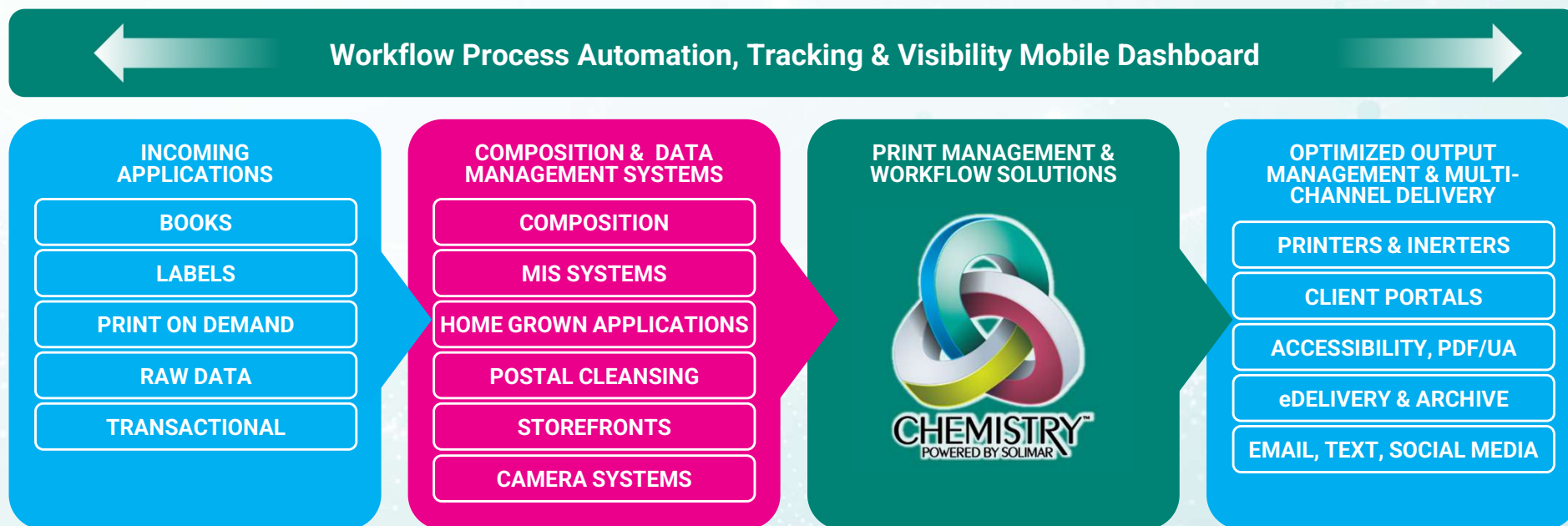


CHEMISTRY™
POWERED BY SOLIMAR

SOLIMAR CHEMISTRY PLATFORM

Post-Composition DIGITALLY RETROFITS

Data and Documents for Print, Finishing & eDelivery





About OSG & Atlantis

(Imaging Network System)

Scale, Scope and Expertise to Deliver Results

Over **50 YEARS**
of Experience

395M+ DIGITAL DELIVERY

Emails, Statements
& Images Delivered Annually

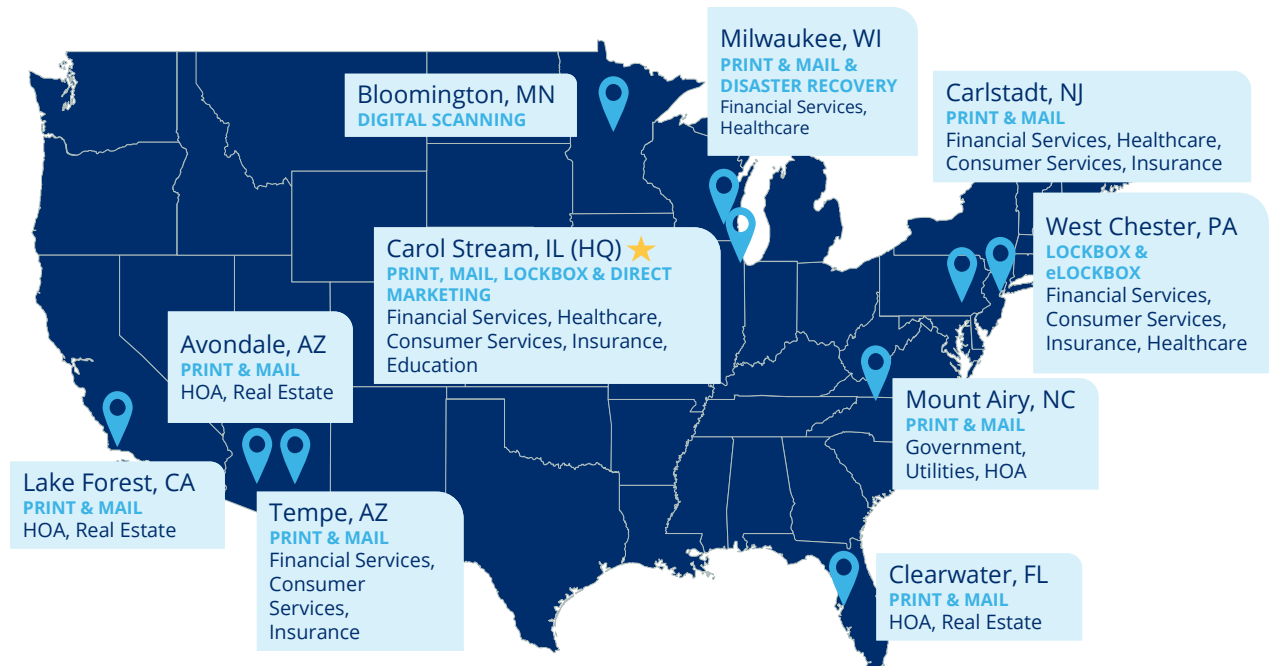
1B+ PRINT DELIVERY

Total Mail Packages Delivered Annually

10
Production
Facilities

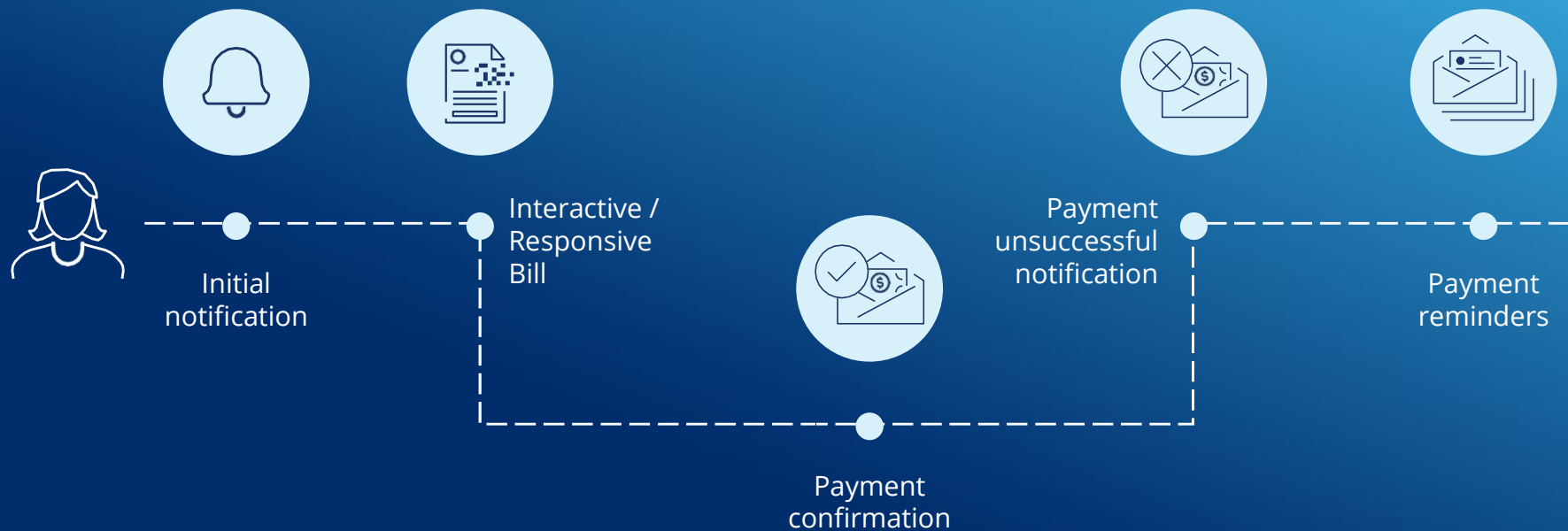
4400
Clients

1000+
Employees



Robust Disaster Recovery / Business Continuity platform via our network of nationwide facilities

Understanding the Customer Lifecycle is Key



Customers engage across **touchpoints and experiences** along journeys

2002 – April 15, 2013

- NCP's imaging solutions was based in Jacksonville
- The system used for Imaging during that time was called Xenos. Used a 3rd party product from "The Xenos Group" out of Canada

2009

- Due to performance and accuracy issues, a new solution was needed
- It was placed in the Development queue behind Portal

2010

- Research revealed that no viable solutions existed in the market and a solution would need to be developed. Project was code named Atlantis
- Solimar's SSE Image repository. Was a good fit for the Image repository component. Was included in the core Atlantis design

2011 – April 15, 2013

- Atlantis Project was started in fall 2011
- Atlantis Project went into production on April 15, 2013
- Solution is built on a .Net C# technology stack; 4.5 framework

Core Goals for the Atlantis Imaging System

All Goals Realized



Accuracy

NCP fought issues on a daily basis with the Xenos solution trying to ensure that every PDF for a Job was archived properly.

REALIZED 

Delivery

NCP fought issues on a daily basis ensuring all images made it to their FTP destination

REALIZED 

Audit

The ability to track all setup and configuration changes as well as job events.

REALIZED 

Automate Billing

Billing for imaging solutions was a manual effort with the legacy solution.

REALIZED 

Performance / Scalability

As the volume of images in the legacy archive grew, performance continued to deteriorate. Average response time to view a single image PDF was growing from 4 to 10 seconds. There was no way to scale the legacy (Xenos) solution.

REALIZED 

Configurable Setups, no Programming

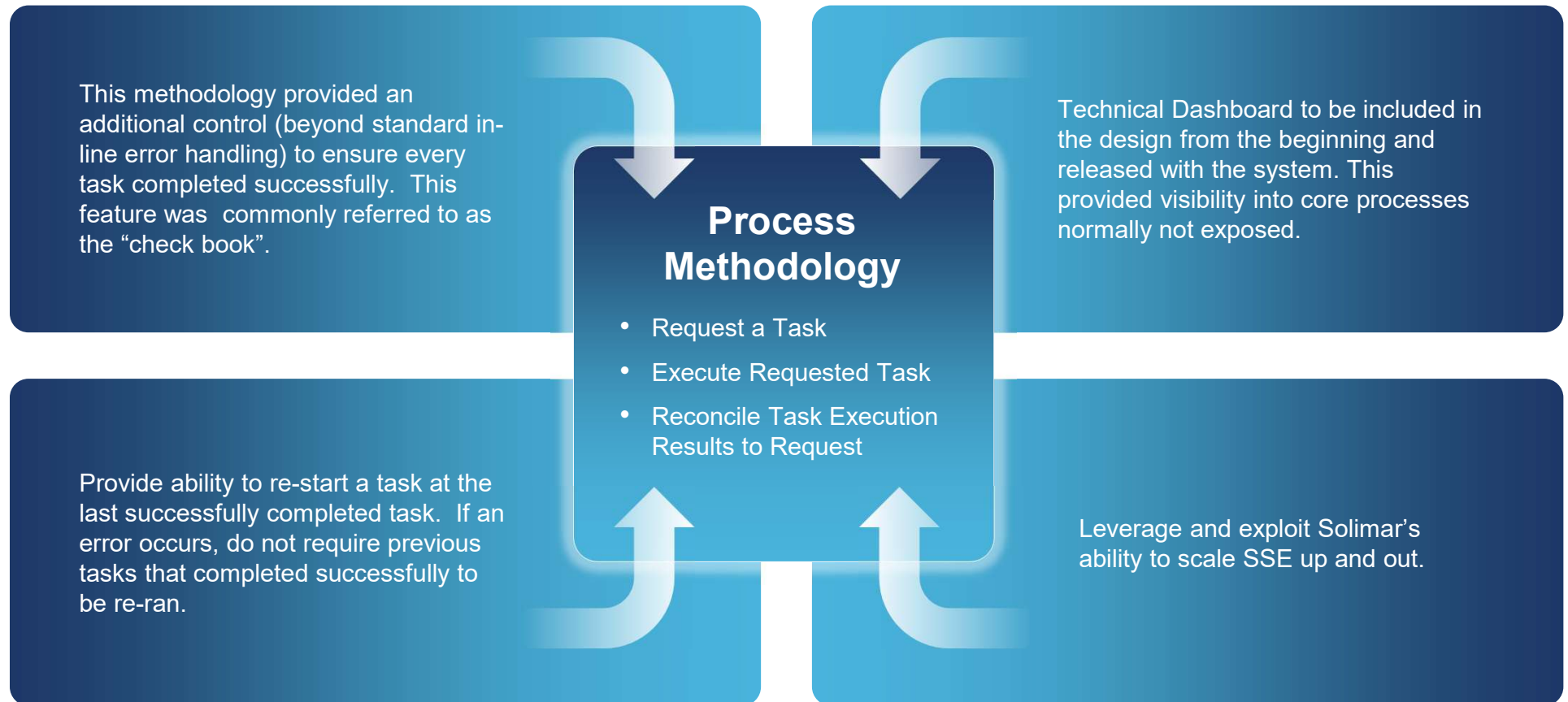
Legacy Xenos system required custom Programming to setup every Client... 24 to 60 hours per Client.

REALIZED 

System Monitoring (Technical Dashboard)

Needed the ability to monitor core processes real time to solve issues well before an SLA was impacted.

REALIZED 



Atlantis Dashboard

Archive

Active Requests

Queued Requests

Request Queue Wait Time

Failed Requests

Active Jobs

Queued Jobs

Job Queue Wait Time

Failed Jobs

Longest Executing Job

Jobs Pending Preload

Active Preload Jobs

Queued Preload Jobs

Preload Queue Wait Time

Failed Preload Jobs

Documents Pending Extract

Extracted Last Hour

Extracted Last Day

FTP Engine

Active Jobs

Queued Jobs

Queue Wait Time

Failed Jobs

Longest Executing Job

Current Bandwidth (Mbps)

Files Pending Transfer

Transferred Last Day

Archive Output

Active Requests	0	✓
Queued Requests	0	✓
Request Queue Wait Time	00:00:00	✓
Failed Requests	4	✗
Active Jobs	2	✓
Queued Jobs	0	✓
Job Queue Wait Time	00:00:00	✓
Failed Jobs	2	✗
Longest Executing Job	00:22:18	✗
Jobs Pending Preload	155	✗
Active Preload Jobs	3	✓
Queued Preload Jobs	0	✓
Preload Queue Wait Time	00:00:00	✓
Failed Preload Jobs	0	✓
Documents Pending Extract	1000	✓
Extracted Last Hour	1457117	✓
Extracted Last Day	2718791	✓

34,970,808

Documents per day

3,351,369

Images per hour

(Approximately)

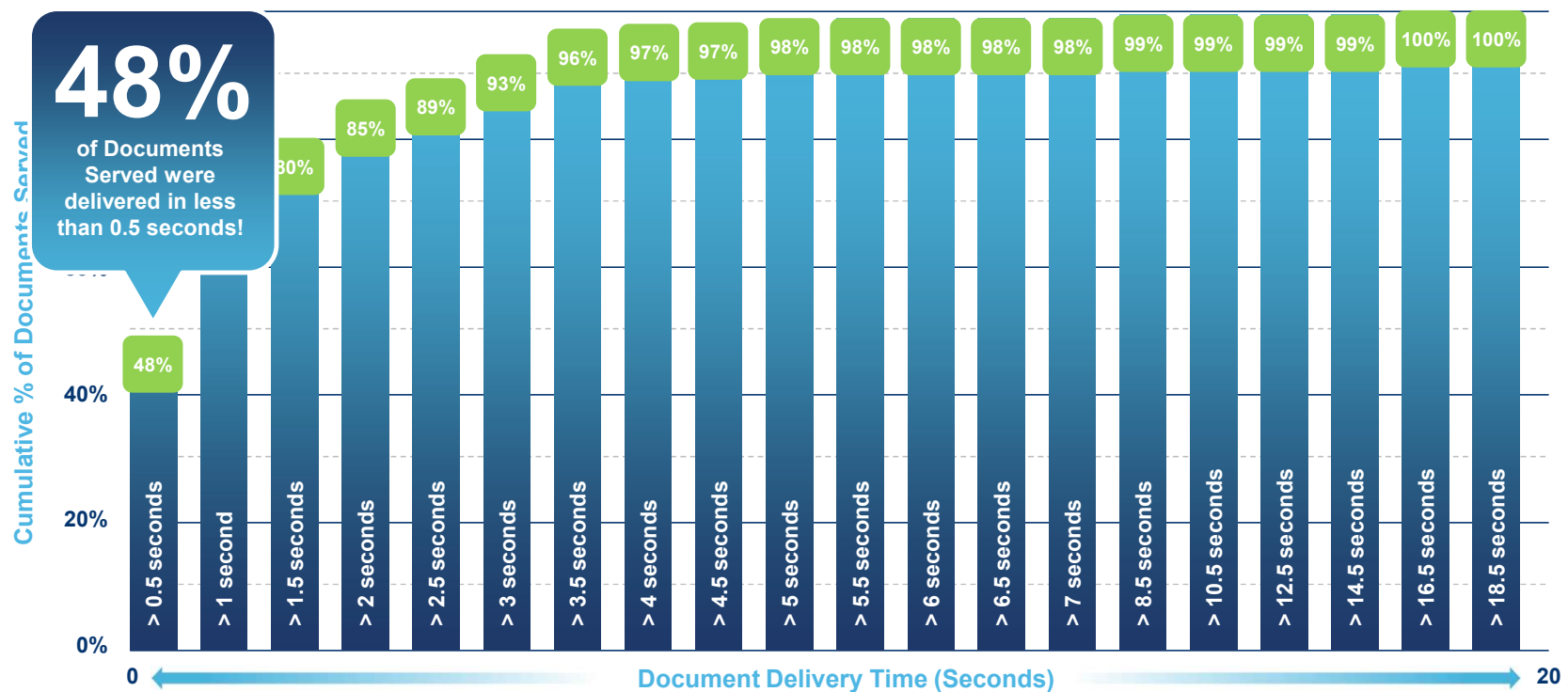
80,432,858

Images per day

Direct Access Performance Analysis



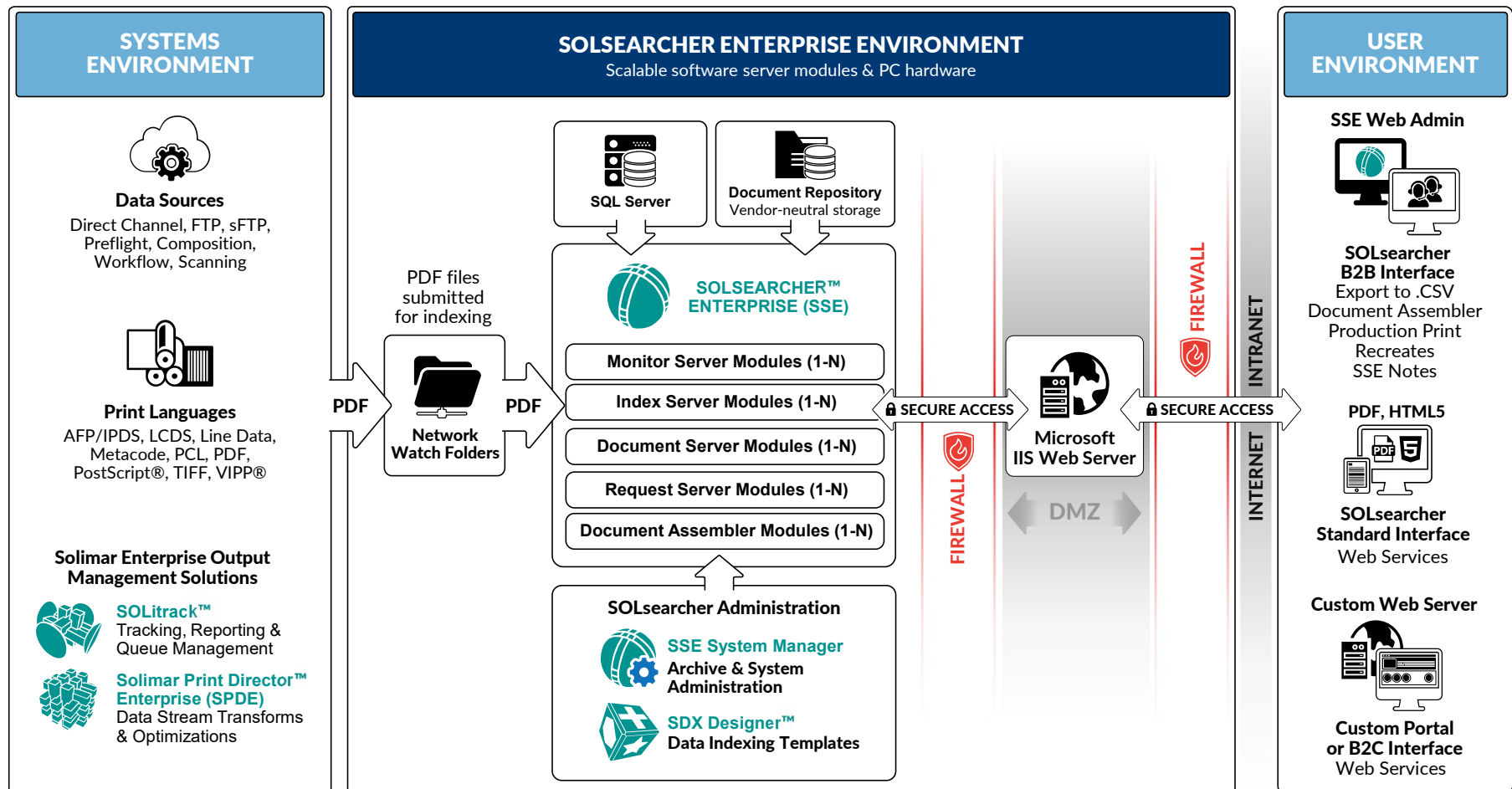
Direct Access provides OSG Clients with the ability to access OSG Atlantis SSE-based image archives from their websites, providing a cohesive solution for end consumers (OSG Client customers) to access their documents.



Test Period: April 21, 2015, 8:00 PM – April 22, 2015, 1:59 PM EST

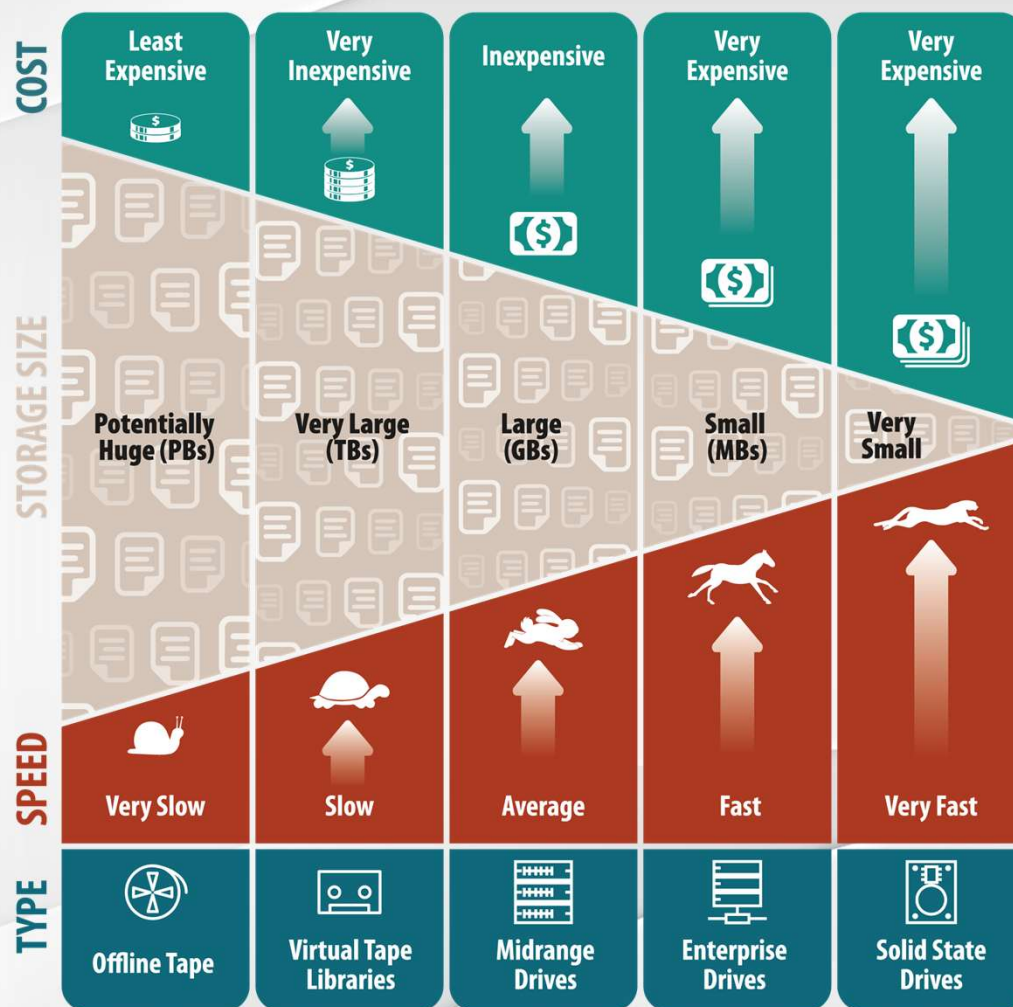
NOTE: These performance metrics were taken 11 months before infrastructure improvements were made in March 2016. The assumption today is: performance is equal to or better than the numbers reported in this slide.

Solimar SSE Scalable Environment

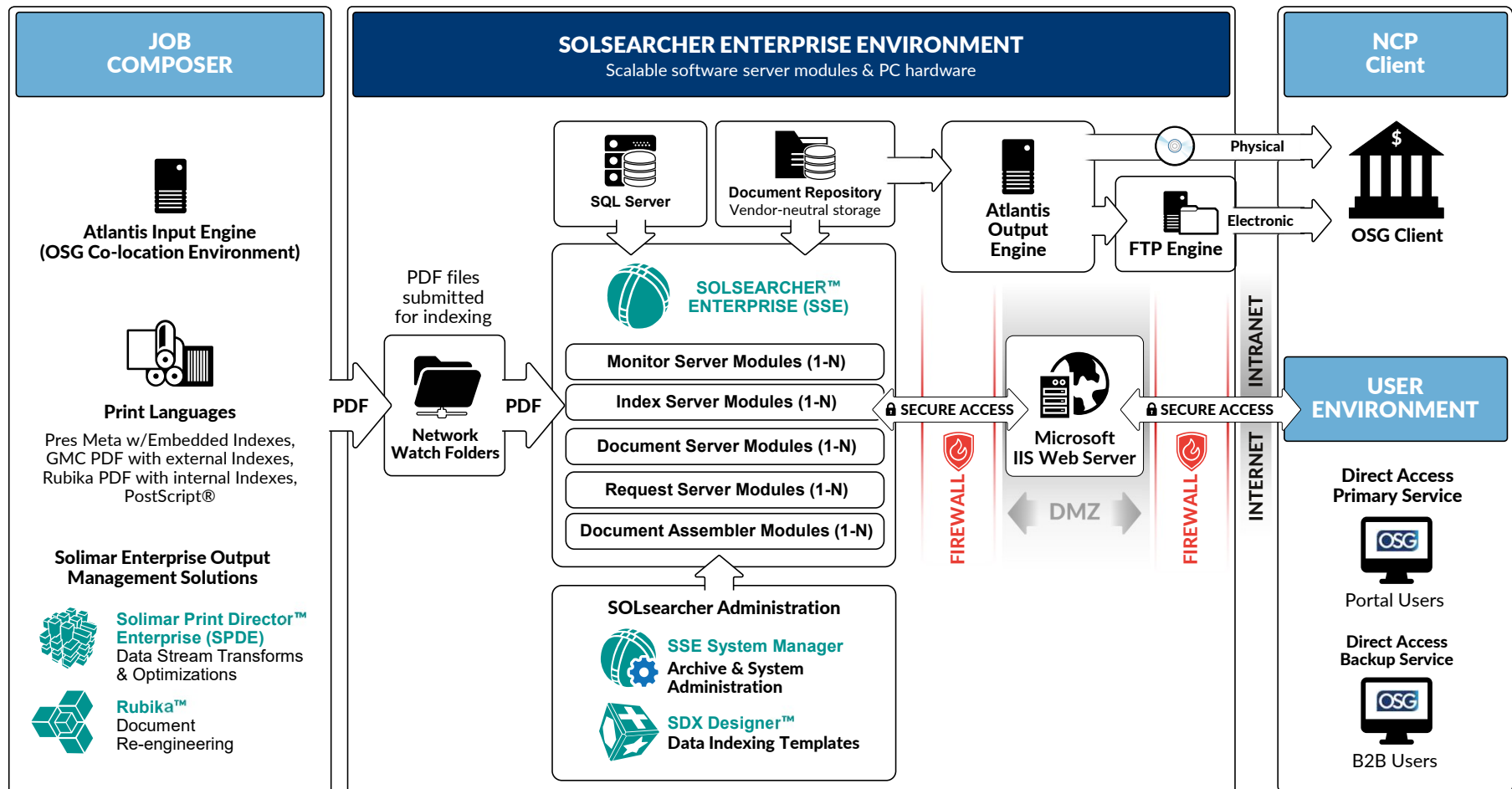


Hierarchical Storage Management (HSM)

- ▶ Allows for documents to be moved to storage locations based on age
- ▶ Leverage cheaper hardware while maintaining availability requirements, such as regulations mandating minimum archival durations
- ▶ Free up faster, more available storage for newer, more frequently accessed documents
- ▶ Automatic purging of documents after specified period of time



Imaging Environment



Highly Configurable

- Archive Retention Time
- Archive Segregation
- Delivery Bundling
(1 to many, Many to 1, Many to Many)
 - By Flex Field
 - By Product, Product Inclusion List or Product Exclusion List
- Physical (CD, DVD) or Electronic (PDF or AFP) Delivery PDL
- Encryption (Win Zip, LZMA)
- Delivery Frequency (Job, Daily , Weekly, Monthly)
- File names (Compression File Name, PDF File name and Index File Name)
- Index file contents configurable
- Ability to send same documents to multiple output (ftp) locations

Tiered Storage

**Auto generation of a Test
“Index file” that can be sent to
Client during setup**

**Industry leading performance with
highly scalable infrastructure**



News You Can Use

Pat McGrew
Managing Director



www.mcgrewgroup.com





INDUSTRY SIGNALS

Mail is holding attention. Value is moving beyond the mailpiece.

The strongest growth opportunities sit in the data, orchestration, visibility and access around the document.

CURRENT USPS SIGNAL | FY2026 Q3 VS. PRIOR-YEAR QUARTER



MARKETING MAIL

A current demand signal for targeted mail

+4.3%+12.3%
VOLUME REVENUE



FIRST-CLASS MAIL

Transactional volume remains under pressure

-3.5%
VOLUME

Implication: Growth comes from making mail more targeted and adding value around transactional documents.

MARKETER + CONSUMER SIGNAL | 2026

95%

INVESTMENT

plan to maintain or increase direct mail investment

95%

INTEGRATION

say print + digital integration improves campaign performance

79% of consumers engage with the mail they receive.

Research base: 500 marketing leaders + 600 U.S. consumers

AUTUMN OPPORTUNITY

Sell the connected customer journey, not only the printed piece.



Three offers that expand the value of print and mail

Move from price-per-piece revenue toward recurring, data-enabled communication services.

01	02	03
CONNECT THE JOURNEY <i>Synchronize mail with digital action.</i> 74.8M Informed Delivery customers PACKAGE • Behavior- or event-triggered mail • CRM, CDP + marketing-automation integration • QR/PURL + email or text follow-up • Closed-loop attribution and response reporting Digital extends the mailbox into the customer journey.	PRODUCTIZE ACCESS <i>Turn the archive into a customer service.</i> 1B+ PRINT 395M+ DIGITAL OSG annual delivery scale PACKAGE • Secure, searchable document portals • Preference-based print + eDelivery • Re-delivery, controlled reprint + self-service • Retention rules, tiered storage + audit trails Proof at scale: Atlantis processes 34.97M documents/day.	SELL CONFIDENCE <i>Make visibility, compliance and proof billable.</i> 87% say logistics are a major blind spot Only 39% have full, real-time delivery visibility. PACKAGE • Piece-level tracking, alerts + dashboards • Address quality + postal intelligence • SLA, audit + sensitive-data reporting • Accessible documents for active customer journeys Title II deadlines: April 2027 / April 2028

Revenue expansion: ORCHESTRATION • ACCESS • PROOF — with AI supporting targeting, timing, exception handling and attribution.



- Industry Evangelist
- Managing Director, McGrewGroup, Inc.
- 30+ years helping customers create success through communication products



@PatMcGrew

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Reach out on Twitter or find me on LinkedIn



PCM@McGrewGroup.com or
McGrewGroupProjects@gmail.com

Drop a note!



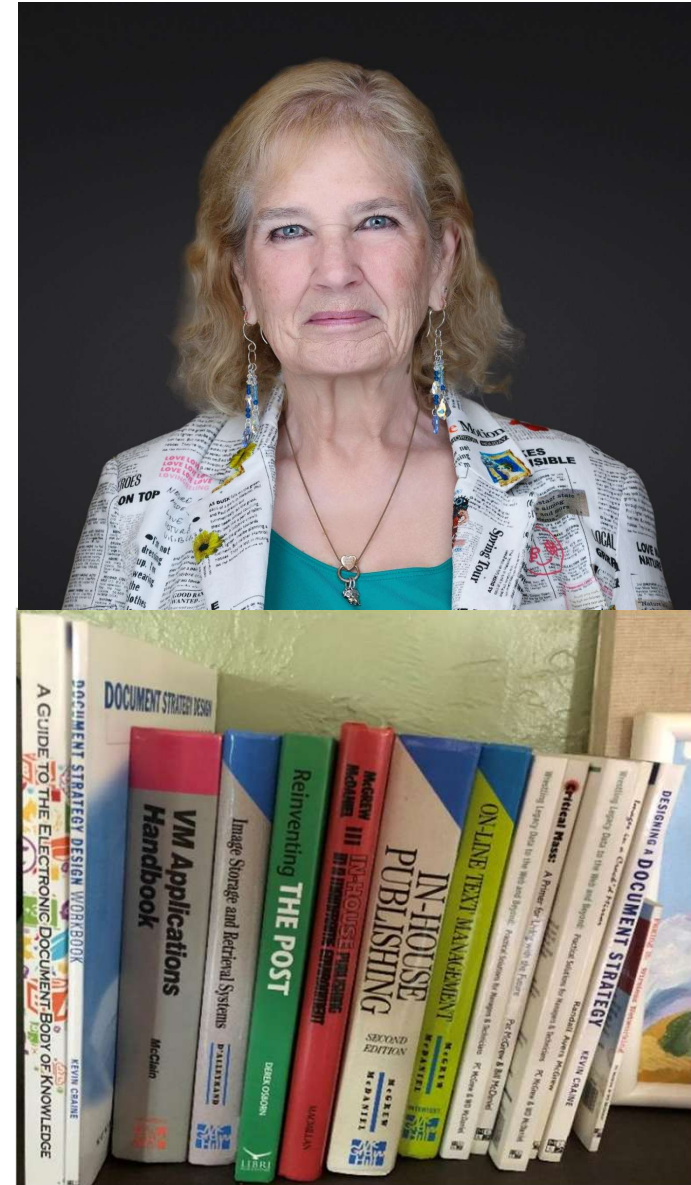
Set up a Meeting!

Happy to sign NDAs!



Always Open! +1 720 220 5097

We keep an eye on all communication channels!

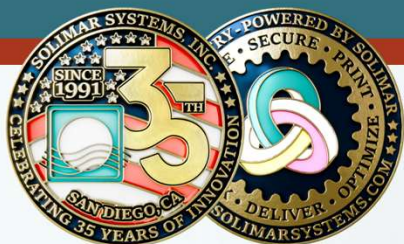




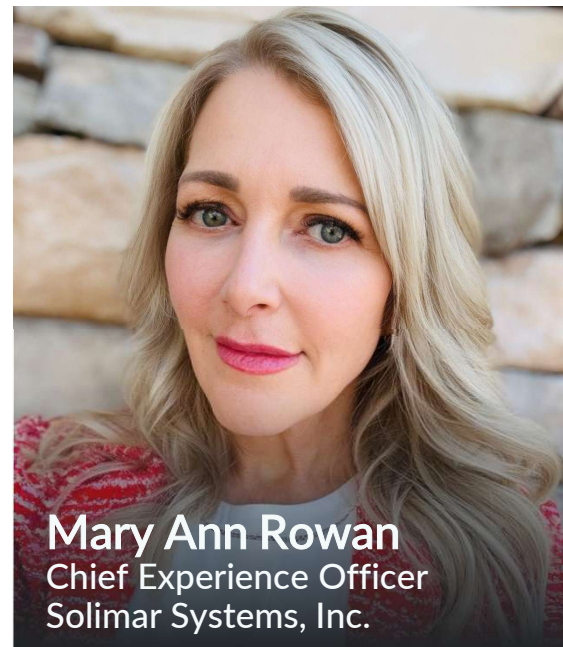
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Q & A

Thank you for joining us—
I'm happy to arrange a demo and
discuss your specific needs.



Celebrating 35 Years of
Innovation in Production Print
and Digital Communications



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Industry Awards Celebration

cXm Professionals Industry Awards Announcements September 8th



CXMPA EDUCATION AT PRINTING UNITED EXPO 2026

Explore What's Next in Print, Mail & Customer Communications

Thursday
September 24
Room N120
Las Vegas

9 AM Growing Your Print & Mail Business
10 AM The Next Opportunity
11 AM Modern Mail Operations
12 PM Careers in Customer Communications
1 PM Designing for Print & Digital
2 PM AI: Where It's Actually Working
3 PM Executive Leadership Panel
4 PM Innovation Showcase & Industry Awards

cxmpa.org/pu26

Session Tracks

Enterprise Print
In-Plant Printing
Mailing & Fulfillment





Association Membership



CXMPA.ORG/JOIN

Membership Options:

Individual • Corporate • Student • Retired

Membership Benefits

- Virtual Industry Events
- Professional Networking
- Industry Knowledge Sharing
- CCM & CXM:
 - News
 - Trends
 - Articles
 - Additional Events
- Professional Development