



Our Value Proposition

BCSI helps you eliminate the admin burden and costs associated with low dollar transactional print spend. Our integration and technology solutions will free up your resources, so you can be more profitable!

Low \$ transactional print spend is a drain on your resources, stripping away at your bottom line. The tedious, repetitive, admin tasks required to handle low \$ transactions far outweigh the profit on these kinds of unavoidable orders. BCSI can help you. We will come alongside you and assist to move into a destination of freedom from the drain of your resources!

Like you, BCSI is frustrated by rising costs and the time required to get a low \$ print order entered, confirmed, proofed, shipped/tracked, and invoiced. These tasks can ALL be avoided! Our team helps you take advantage of technology solutions, resulting in efficiency and freedom. This is important to us because we care about the success of our distributors. Our success is directly related to your success and we are committed to our partnership.

Ever since 1983, when we were featured in The Wall Street Journal for engaging in e-commerce, distributors have turned to BCSI for help to automate their internal processes. We are a trusted source of knowledge and aid. An endless list of back-end integrations gives us the unique experience needed to provide help and guidance to distributors.

We currently have integrations with several customer facing storefronts including Four51, LaunchPad, Foundry Commerce, DemandBridge, Kramer Smilko, E-Quantum, Coupa, Ariba, SAP, XM Pie, Perfect Commerce, PageDNA, and more.

Testimonials

If you are looking for a supplier that truly understands the importance of technology and automation, I highly recommend BCSI. They are fully integrated with Liftoff and are one of our favorite vendors out of the hundreds we have on our platform today. Their quality is unmatched and their dedication to automating the ordering process is nothing short of outstanding. They continue to find ways to push beyond current boundaries, making them a stand-out supplier in our industry.

- Andrew Alford, Launchpad Intelligent Software, LLC.

I've had an exceptional experience working with the implementation team at BCSI. They've gone above and beyond to help me make the process as smooth as possible. The printed samples they provide really help to ensure the print color and quality meet my customers' expectations.

One of the accounts I transitioned to BCSI had some issues with the artwork in the Four51 template. BCSI identified the art issue and they even fixed the issue in my Pageflex templates for me! This assured me that the files had been set up for them to process orders and not have any delays or issues. This gave me the peace of mind that we all want for our customers and is a TRUE partner in allowing our team to sell more.

*BCSI's pricing is competitive and they provide me with several options to help keep my freight costs under control. BCSI has helped Signature Media Group to improve our efficiency, allow us to add more customers seamlessly and their pricing is as good as any in the industry. The ability to review the PageFlex files is something that no other printer has offered within the Four51 network. They are a true **partner** and a great fit for our business!*

- Bob Bernier, Signature Media Group, Inc.

Our Integration Implementation Plan

Here are the 3 easy steps to implement an automated print program with BCSI (using an ordering platform with which BCSI is integrated).

1. Contact our marketing team and we'll help you identify the products, print specs, paper, and pricing for each item. We'll even print complimentary digital business card samples to confirm we've got it right.
2. Your BCSI Account Manager will identify SKU's associated with each unique item to be loaded into your templates. When orders are entered by your customer, the SKU will follow the EDI order into our system, which will automatically identify the product specifications.
3. Before new items go live, testing eliminates any potential artwork issues on live orders. Your BCSI Account manager will help guide you through this entire process. Once testing is complete, orders will flow into our system automatically and will be acknowledged...no need for anyone on your team to push any buttons or send any emails! As soon as orders are shipped, tracking is sent back to your system electronically.

Our team works hand-in-hand with you along the way. We provide a personal contact who will understand your customer's brand guidelines and ensure they are being followed, available by phone or email. A customer service rep will also be available to help with any rush orders or status checks.

Set it & Forget it = Freedom!

Once the implementation process has been completed, you and your administrative team will be free to walk away from the business cards and stationery and let the system do all the work. You will reap the rewards of an automated process, earning continuous sales and maximized profitability without any effort, as orders flow in from your customer.

Service & Craftsmanship Guarantee

We stand behind our work and guarantee product quality. The branding standards that your client worked hard to identify will be consistently followed from order to order.

Our scheduled ship time for most products is 3 business days, but many orders ship faster. Overall average turnaround at BCSI is 2 business days. Our team can provide expected lead time based upon product specs.

Freight Solutions

We offer multiple freight programs and will work with you to identify the program the best meets yours and the customers' needs.

1. Fixed Freight for single business card order shipments
2. Discounted / Lowest Cost Carrier
4. 3rd Party

Price List and Sample Kits

Contact us today to request a sample kit with examples of our most commonly used paper options. Our sample kits are intentionally unbranded, so you can easily share them with your clients. Also, we offer price lists for 4CP printed products, giving you handy baseline for many items.

Make your Move!

The first step is to contact BCSI's marketing team and we will guide you through the exploration and transition process. We encourage you to select a single customer as a trial, so you can see first-hand the time/cost savings, transition process and benefits of our automated process. Your freedom awaits!

Emily Myers | 952-895-6750 | Emily.myers@printforce.com

Kate Johnson | 952-859-6771 | kate.johnson@printforce.com