



**FOR IMMEDIATE RELEASE**

## **TNT Wins New Security Business Thanks to GMC Software Technology**

**June 15, 2010– Leicester UK, Boston, Massachusetts and Appenzell, Switzerland--** GMC Software Technology, the standard in personalized communication, today announced that TNT Information Solutions has won new business and gained important industry accreditations following the installation of new software from GMC Software Technology. Accreditations obtained include PCI Compliance, ISO27001 and MasterCard Certification specifically for their ability to Print and Mail PIN numbers.

Established for more than 40 years, TNT Information Solutions is a leading provider of complete and integrated business solutions for the management and retrieval of documents throughout their life cycle – from design and creation to day-to-day use. With multiple UK Operational Centers of Excellence and a wholly owned operation in Mauritius, TNT Information Solutions employ around 425 staff with ability to ramp up at short notice for large projects.

From its offices and resource centers around the world, this progressive business provides scanning and data capture, virtual mailrooms, document printing and presentment, storage and retrieval services as well as value-added business processing and archiving. Its customers include a number of multinational groups in the financial services, telecommunications, automotive, healthcare utility sectors and government departments.

Typical functions are mailroom processing, such as response handling, document preparation and fulfillment; imaging, from paper, film, book and fiche scanning to large format and color scanning; data capture such as indexing, automated capture (OCR, ICR OMR) and SGML/XGM; data and document archiving and retrieval, e-commerce, print services and database management.

TNT Information Solutions operates a mixed technology environment. It has a number of different document composition suites with bespoke applications run in an automated process driven environment, using an in-house developed workflow system.

The primary purpose of the GMC software, first installed at the end of 2008, was to convert and enhance legacy continuous AFP data streams into cut sheet postscript streams- the business has the capacity to print in excess of 32,000,000 impressions per month between its two UK operations in Basildon and Glasgow.

Searching for the best tool to convert continuous AFP, General Manager of Operations at TNT Business Solutions, Alex Morris, who is responsible for Information Solutions' UK operation and Donald Davie, Systems Development Manager at TNT Express, responsible for document management

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Brazil, Canada, Chile, China, Czech Republic, Denmark, France, Germany, Hong Kong, Hungary, India, Italy, Japan, Mexico, Poland, Singapore, Spain, Switzerland, Taiwan, United Kingdom, USA

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technology and services, involved a team of technologists to evaluate the products on the market and recommend the best for this application.

“GMC products offered more coverage over the whole document processing landscape than their main competitors. Price was also a key factor and we liked the approach and the attitude of the GMC people,” Alex Morris explained.

The requirements for the installation of the new software were complex, mainly because of the stringent demands of the PCI (Payment and Cards Industry) standards, but the installation itself was straightforward.

The PCI Data Security Standard is a worldwide information security standard created by the PCI Security Standards Council and is designed to help organizations that process card payments and prevent credit card fraud through increased control and protection of data. The council was founded by American Express, Discover Financial Services, JCB International, MasterCard Worldwide and Visa Inc and the standards it sets apply to any organization holding, processing or passing cardholder information from any branded card. This accreditation cemented TNT Information Solutions place as a fully accredited card processing business and allowed them to print and mail PIN numbers for a large number of UK high street banks.

GMC’s service team supported TNT throughout, from helping the business to analyze client requirements and designing a GMC solution through to the installation process and training both developers and support personnel to make the most of the GMC technology. Once this was complete TNT was able to reap the benefits.

“The GMC software allowed us to win a contract to process data in a PCI accredited environment, we would not have been able to without the ability to convert continuous AFP to cut sheet postscript.” Alex Morris added. “We also gained ISO 27001 in both locations and gained MasterCard accreditation too.”

ISO 27001 is the international best practice standard for international security management systems (ISMS).

Asked to select the one feature about the GMC product that stood out, Alex Morris selected its open extensible nature, such as the APIs for integration into existing legacy systems and the architecture that made it possible to develop an automated document factory, making the most of the existing infrastructure.

TNT is one of a growing number of international businesses using GMC’s award winning technology to grow their revenue and enhance their customer service.

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### **GMC Software Technology**

GMC Software Technology helps businesses implement high impact, personalized communications programs that increase customer satisfaction and loyalty, drive new customer acquisition, improve productivity and cut costs. Our award-winning software is an easy to implement, end-to-end solution that provides full data integration and processing, design and composition, collaboration and approval, distributed output management and process automation for highly targeted print and electronic communications. GMC offers exceptionally reliable technologies and services based on worldwide ISO 9001:2000 certification and CMMI development methodology. We serve thousands of users worldwide, and many of our customers are producing in excess of 100 million personalized documents per month — including direct mail, statements, bills, policies, catalogs, correspondence and TransPromo materials. [www.gmc.net](http://www.gmc.net).

GMC Software Technology continues to add to its tally of industry awards. Most recently, Xerox Corporation's Global Business Group named the company a 2009 Business Partner of the Year for its continued contribution to Xerox, its customers and the printing industry. Just prior, the company was recognized by the ON DEMAND Conference & Exposition with a Best of Show, Honorable Mention award in the Web-to-Print category and winner of the Most Innovative Use of Technology award for its PortalBuilder software solution. Also in 2010, the European Digital Press Association (EDP) awarded GMC PortalBuilder the Best Web-To-Print Software of the Year for 2010 and in March, Xplor International awarded the company "Innovator of the Year" and "Technology Application of the Year for a third year in a row. In 2007, the EDP named GMC PrintNet™ Best Variable Data Software and in 2008 and named GMC PrintNet Connect and WebProof "Best Special Application Software of the Year."

### **Media Contacts:**

North America  
Mark Bonacorso  
Media Ink  
520-825-0217  
[markb@mediaink.biz](mailto:markb@mediaink.biz)

UK and Europe  
Amarylis Midgley  
Bylines  
+44 (0) 1526 353533  
[Amarylis@AmarylisMidgley.co.uk](mailto:Amarylis@AmarylisMidgley.co.uk)

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