

1-2015

Latest news:

- T-Systems collaboration
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- Open architecture systems at PostNL
- Meet us in Paris

This is for you from Prime Vision: Transforming the postal business together

Welcome to the latest issue of the Prime Vision newsletter! The sun is shining, not only on our HQ in Delft, but also on the postal industry! Challenging times of the past few years of letter decline forced many to the conclusion that the post was no longer relevant and would disappear over time leaving future generations to stumble upon "postal service" as a mere Wikipedia entry!

Well, we can essentially put those dark thoughts out of our mind as we have much more evidence around the world that the post is here to stay. It's all about transformation, and Prime Vision is helping many posts in that process with new automation solutions, but also adapting existing systems to new needs, for example retiring letter automation hardware and re-tasking software components towards growth areas such as parcels and packets.

This issue we share news from Austria to Asia! Our ParcelMatch platform is the basis of these projects (and many more we can't talk about due to client confidentiality!). Rather than having a "one size fits all" solution, or a fully bespoke solution, ParcelMatch is the ideal combination, meaning we can develop your solution fast but with features and performance unique to your operational needs. With our announcement regarding T-Systems below, we can also deliver our solutions and services in new innovative ways.

Transformation requires flexibility: talk to us, we know all about it!

Mark A. Ryder

Prime Vision announces T-Systems Collaboration *Imaging Technology and IT Solutions leaders working together*

Prime Vision and T-Systems have agreed to jointly pursue Image Management and Identification opportunities in the international Postal and Logistics market. Both parties will combine their technology and service portfolio to offer advanced solutions to customers: Prime Vision's state-of-the-art Imaging & OCR technology will be combined with T-Systems Cloud-enablement, Systems Integration and Telecommunications competence.

The partnership will enable Prime Vision to provide clients new means of accessing and integrating its image processing and decision systems software services into their operational environment. Eddy Thans, CEO Prime Group comments: "The world's leading posts and logistics companies come to Prime Vision for exceptional performance in their mission-critical automation and recognition applications. Together with T-Systems we are now able to integrate our systems and services in totally new ways that offer clients new levels of redundancy, flexibility, scalability and integration—essential in today's rapidly-changing postal market"

About T-Systems

T-Systems is the €9 billion IT division of Deutsche Telecom and, among other industries, a leading IT Services partner for Postal and Logistics Operators worldwide.

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Prime Vision completes automation upgrades for Austrian Post

On the face of it, the automation process that Prime Vision installed for Austrian Post was a classic ParcelMatch combination of optical character recognition (OCR), video coding and parcel image archiving. What made this project really stand out from the crowd was its scale. ParcelMatch modules were initially installed at the Austrian Post flagship sorting center in Vienna and then rolled out across six further regional sites. This phased introduction was completed within four months.

The success of the installation has since led to an additional project to centralize the video coding functionality at Austrian Post and this latest phase of development has just been completed.



Prime Vision has introduced a system that connects the seven parcel sorting centers to one data entry site in the Vienna sorting center and to the offshore video coding center in Slovakia. It provides a central coding solution for all parcels that would otherwise be coded locally or offshore. Each sorting center has its own traffic manager and address details from each mail stream are now verified against the centralized Austrian address database.

“This new system has reduced operational costs for Austrian Post without any loss of flexibility of functionality,” said Wouter Loomans, senior account manager, Prime Vision. “This is a great example of why open architecture systems are so important to dynamic postal operations. They allow easy and cost-effective upgrade.”

Another Asian order

Prime Vision continues to expand its presence in the Asian market by announcing it has secured another substantial contract in China. The project, for a major delivery service company in the People’s Republic, is to equip its sorting hubs in Shanghai and Shenzhen with the ParcelMatch automation platform including a powerful and bespoke video coding module.

This investment will provide the customer with an effective and secure framework within which to maintain and improve its service. The systems will combine the latest image-capture technology within a powerful and modular framework delivering the utmost flexibility for now and many years to come. Indeed, the flexibility of Prime Vision’s video coding module was instrumental in the company being awarded this Chinese contract.

The project requires Prime Vision video coding to be integrated with multiple camera brands. Not only is this a unique possibility with the Prime Vision system, but also this hardware independence allows other ‘best in breed’ equipment to be incorporated to optimise the application.

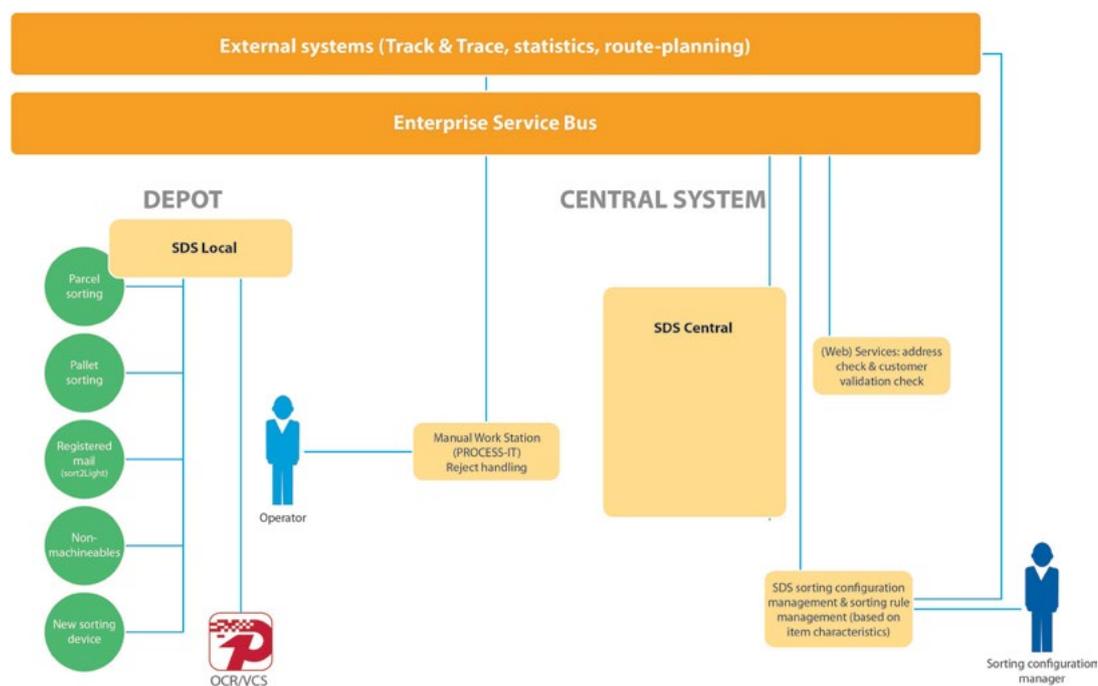
Prime Vision offers tremendous scope in video coding, from letter coding systems to six-sided parcel recognition. The functionality can be centralised, decentralised or conducted via the web. Indeed, it can be in one building, in different locations in a single country or across several countries, allowing effective offshore video coding with predictable cost benefits.



Open architecture systems underpin new infrastructure

For automated letter and parcel handling, many operators have opted for a turnkey proprietary solution, one that is tied to a specific vendor. Those that have chosen this route, however, are discovering that it comes with a sting in its tail. While it provides a single point of contact, the set-up is often less flexible. Cost effective enhancement is restricted to systems available from that particular supplier. And opening interfaces to allow the integration of other-brand equipment is inevitably cost-prohibitive.

For this reason, PostNL was one of the first posts to buck the trend. It chose a much more flexible approach for its automation platform, from the onset. The software it adopted eight years ago for parcel automation was modular and completely hardware independent. That original solution was ParcelMatch from Prime Vision and the success and cost-efficiency of this platform has informed its latest phase of automation development too.



Centralized decision making

The operator has recently implemented a new logistics infrastructure to accommodate the sharp rise in parcel volumes. Central to its IT automation is a brand new, purpose designed Sorting Decision System (SDS) from Prime Vision that replaced another vendor's SDS; it's known as SDS Next Generation, or NG.

In essence, SDS NG is the software that decides how the parcels and mail should be sorted based on EDI data, OCR, video coding and information from the manual work stations (MWS). It provides a single, central system that includes a management module for defining sorting rules, managing sort plans, mapping tables and master data and authentication management.

This was the ideal solution for PostNL as it resolved a number of issues within the restructuring program. It created a central hub for the organization of sort plans and information forwarding to multiple new depots. The system is also compatible with various, existing IT systems sending EDI data. Additionally, it is able to accept data in a variety of formats and integrates registered mail in the automation platform.

SDS NG converts all this information into a single message format which was determined by PostNL while allowing legacy systems to retain their established format.

Follow [this link](#) to read the full article.



Prime Automation Experience Centre

A new Prime Vision resource has recently opened in Sydney, Australia and its success has made it the blueprint for the development of similar facilities around the world. The Prime Vision Experience Centre provides the means for posts to work with the company's experts on methods of improving sorting efficiency and processing small batch and difficult-to-sort mail.

It is designed to allow customer-specific processes to be developed, trialed and refined. For this purpose it has been equipped with latest technology hardware and software systems that can be tailored to meet the exact needs of the post. These are not just Prime Vision products, they include a range of third party equipment, considered to be the best-of-breed, in line with the company's commitment to complete hardware independence.

The systems include a camera tunnel with dimensioning and weighing functions mounted over a test conveyor. This can be set up with any of the Prime Vision sorting platforms for letters, flats and parcels for process development. The facility is currently being used to demonstrate an OCR and video coding solution that has primarily been developed for the warehousing sector but also has postal potential too.

The range of smart systems featured include the Assisted Sorting Console (ASC), Sort2Light and Prime Vision's popular Image Lift System (ILS) which can be remotely connected to a friction or vacuum feeder to suit the application. The KEY-IT module is another highlight; a product that is the basis of a tailored multi-face video coding system for an Australian customer.



Meet us in Paris

Prime Vision's Match platforms are now the standard for parcel and mail sortation all over the globe. The Sorting Decision Systems of Prime Vision enable ultimate flexibility in configuring and controlling sorting and distribution right up to the last minute. It is the software that decides how the parcels and mail should be sorted based on EDI data, OCR, video coding and information from the manual work stations. The system is also compatible with leading IT systems.

The business of posts now is about transformation and flexibility, our Match platforms enable both. Let's share some ideas in our booth 3000 or just come along for a cup of coffee and a Dutch treat. You're more than welcome!

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