



# Document Communication Technologies

*Helping corporations, organizations and service providers  
improve ways people communicate!*

<http://www.dctconsult.com>

Edward Daniel has over 25 years of operational and management experience consulting within the printing/graphic arts and imaging related industries. His experience includes: print production; consulting; estimating all phases of print production; benchmarking of printed materials; RFP development, analysis and negotiations; and software integration.

Ed has consulted on projects for Fortune 1000 companies with an emphasis on electronic information flow, print on demand, electronic/digitized pre-press, and other cost containment and revenue driving processes. Ed has also worked with major industry equipment and service providers by developing print assessment models that have resulted in cost reduction and process improvement enhancements for clients of those companies.

Ed received his B.B.A. in Marketing and Finance from the University of Cincinnati and has continually pursued additional course work in the reprographics and information systems arena. Ed's articles have appeared in In-Plant Printer magazine. He has also chaired sessions and presented at high profile industry related trade shows and expositions including: The Print on Demand Digital Printing & Publishing Conferences; XPLOR; and the IPMA (International Publishing Managers Association, formerly known as the In Plant Management Association) conferences. He currently presents nationwide in continuing educational forums for the In-Plant Printing Industry and on digital printing for the Commercial Printing Industry.

Ed also provides consulting services to in-plant customers of xpedx/International Paper for purposes of assisting its valued in-plant customers in maximizing their contribution to their parent organizations and position their in-plant for long term growth. Customers served include AMWAY, Fidelity Investments, Great American Insurance Company and the Cities of Los Angeles, Pasadena and San Francisco, to name a few.

Ed continues to do contract work with Infotrends Inc. (formerly CAP Ventures) on selected engagements as well as consulting for service providers and end users alike. Infotrends is the leading worldwide market research and strategic consulting firm for the digital imaging and document solutions industry. Ed joined Infotrends/CAP Ventures in 1996 and served as Associate Director of the Corporate Consulting Group. During and after his tenure at CAP Ventures, Ed performed engagements at The World Bank, Lincoln National Life, Business Cards Tomorrow, Harvard Business School Printing and Publishing, The Government of Australia (via Moore Corporation), Vanguard Corporation (via Pitney Bowes Management Services) and a host of others. Additionally, Ed worked with an international printer manufacturing and marketing company to establish the methodology used in their newly formed consulting services group. Gilbert L. Holmes, Second Vice President & Director of Corporate Procurement at Lincoln National said of Ed Daniel, “. . . had a level of understanding of the print industry that is seldom seen, and that your analytical skills are highly refined.”