

Powered by

intelligence



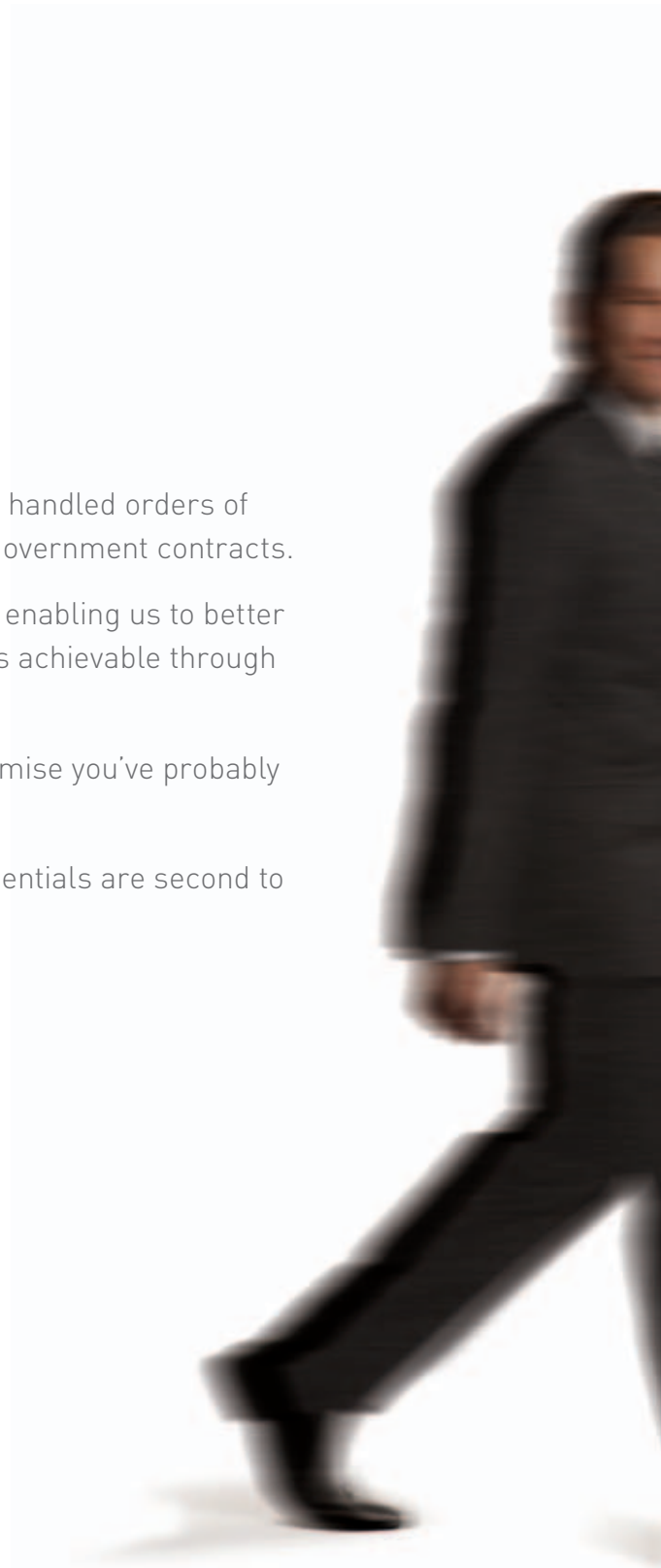
No matter how big your organisation, we're set up to service it.

For over two decades, E-Bisprint's people and experience have successfully handled orders of every size, ranging from small business marketing requirements to major Government contracts.

Our people bring real-world appreciation of where savings can be achieved, enabling us to better look after the needs of Government agencies and major corporations. This is achievable through the flexibility of our award winning systems and processes.

In addition to this we offer an unbeatable, personalised service. That's a promise you've probably heard before but for E-Bisprint it's central to the way we do business.

This level of service can only be provided by a team whose abilities and credentials are second to none — powered by the intelligence to make it all come together for you.



Logistics & distribution • Warehousing • Promotional products & apparel • Marketing services

Intelligent people,
intelligent solutions.

Let's meet them...

As our Managing Director, Paul puts his wide industry experience to great use. He is also a keen, early adopter of new technologies.

“It’s these technologies that ensure our clients have flexibility. Our systems and processes are customised to suit their specific needs.”

“Forward thinking is going to benefit our clients in the long term”.

“We invest in people, systems and infrastructure... that’s the key to our success”

Paul Freeman, Managing Director

Being more than just a leader in name, Paul is an inspiration to all. In sharing his vision, everyone at E-Bisprint keeps a keen focus on what Government and industry clients expect: personalised, precise service that ensures real value and prompt delivery within highly competitive pricing.

He began his IT career with the NSW Government. This experience gives him a unique insight into the special requirements of Government departments and the standard of service they expect.

He sees his key strengths as being innovative and “willing to have a go” in order to develop new solutions through technology in print.

In 1990, after twenty years in the print industry, Paul formed Off and Running Print Management. Reflecting the significant impact e-Commerce would have on the print industry, he renamed the company in 2000 to E-Bisprint.

In his own words: “While other companies usually focus on maximising shareholder returns, I like to focus on what matters most to my business and that is the client. My passion has always been to provide a service that sets the benchmark for others to reach. I believe it is the ability to provide a personalised service that makes the difference.”



Tony relishes his contribution as Strategic Adviser as it enables him to consistently obtain the best value for businesses, irrespective of project size.

“I’ve had a great deal of experience looking after the needs of Government agencies and major corporations. That gives me a very clear perspective on their priorities and what they expect in terms of project planning, costings, time constraints, logistics management and delivery requirements.”

“Businesses want to align themselves with a company they can trust”

Tony Di Stefano, Strategic Adviser

Tony Di Stefano is a strategic sourcing specialist and communication services consultant with over 20 years experience arranging print and marketing services for the corporate, Government and SME sectors.

He has developed and implemented successful, sustainable cost reduction initiatives and print management methods for top-tier organisations including the NSW Department of Education, Westpac, NRMA Insurance, St George Bank, American Express, University of Sydney, the Sydney 2000 Olympic Games Committee, Salmat and the Commonwealth Bank of Australia (for whom he developed systems that saved over \$20 million within two years).

Tony challenges conventional sourcing processes to enhance client marketing and communications, maximising campaign cut-through and return-on-investment. He consistently delivers sustainable cost reductions across all his assignments.

His extensive experience includes sourcing products and services from China and South East Asia, enabling him to negotiate advantageous prices that add value to client projects.

Tony has a real-world appreciation of where savings can be achieved, enabling him to negotiate to best effect, enabling clients he works with to maintain the highest standards of quality and service.

Jack Miller brings a depth of knowledge, training and experience across numerous Government bodies and industries.

“I’ve always had a pretty hands-on approach, making sure we understand every single aspect of what our clients need and expect. You need to be really practical in this game — so the complexities of the task don’t overwhelm what you need to achieve.”

“We simplify the complex”

John (Jack) Miller, Distribution and Logistics

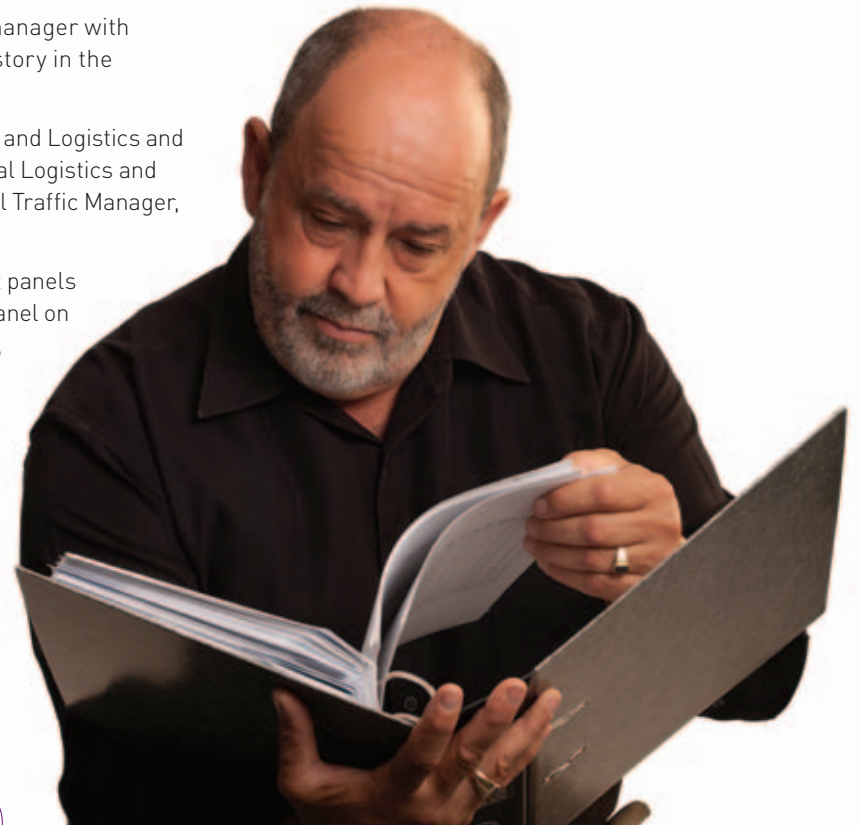
Jack Miller is a highly experienced global supply chain manager with over 25 years experience in the industry and a proven history in the development of corporate improvement projects.

Jack has worked for Lenovo as ANZ Supply Chain Manager and Logistics and Fulfilment Manager. He has also worked for IBM as National Logistics and Transportation Manager, Operations Manager, International Traffic Manager, Import Manager and Warehouse Operations Manager.

He has also served on numerous industry and Government panels such as the Prudential Audit Working Party, the Industry Panel on Customs Audit Reforms, the Innovation Study Commission, Business and Industry Languages Advisory Committee and the Bureau of Industry Economics.

Jack’s training includes a post graduate degree in logistics management, effective logistics management and the EDIFICE customs workshop with the Australian Customs Service.

At E-Bisprint, Jack has provided a solid, practical approach to all aspects of logistics management, contributing greatly to our ongoing success and growth.





Sean sees beyond the numbers, placing a high value on direct client contact, ensuring he comes face to face with the real issues that concern them.

“I like to get out there and really see what’s what,” he says. “You need to get out of the office and talk to the people you’re doing business with. That’s the only way to come up with solutions that are realistic, practical and flexible.”

Sean worked for PricewaterhouseCoopers (PwC) in both the United States and Australia for six years. He was quick to develop an intensely practical approach that focused on client objectives and needs.

He left PwC having gained experience in a wide cross-section of industries and international markets. He joined Apple Computer Australia managing the shared services division in Singapore, being responsible for all reporting to the United States.

Since joining E-Bisprint, Sean has provided a solid contribution in financial and systems management that has contributed greatly to E-Bisprint’s success.

He is a vital member of our implementation team thanks to his in-depth experience in auditing and forensic accounting, adding a dynamic dimension to review processing and process improvement in documentation.

Sean managed and documented numerous internal audits for ASX-listed clients and Government entities — identifying risks and advising on the implementation of new procedures.

“A financial controller shouldn’t just sit at a computer and wait for figures to come in”

Sean Havard, Finance Manager



Geoff became a marketing manager so he could get closer to clients to be very clear about what really drives them.

“I just have fun in seeing how things evolve,” he says. “I feel like if we want to make a change, we can just make it happen. Ideas here are always handled as something dynamic and exciting. I fit into that thinking. We work pretty hard, to an extent we could only do if we enjoyed what we do one hundred percent.”

“Creative marketing means leaving your comfort zone”

Geoff Flynn, Marketing Manager

Having been in the communications industry for over 20 years, specialising in creative design and marketing, Geoff has worked for internationally recognised companies such as Boeing, Bovis Lend Lease, Fujitsu Australia and National Starch.

He is a marketing professional who looks beyond the immediate needs of any project to see the bigger, long-term bigger picture driving growth.

Geoff’s experienced knowledge includes strategic brand development and execution, communications and PR strategies, promotions and event/exhibition planning.

His brand-focused creativity encompasses graphic design across advertising, direct marketing, displays, signage, website design/implementation, in fact, the entire marketing communications spectrum.

Working closely with our in-house design and production teams Geoff couples an innovative, ground-breaking focus with a realistic approach to cost factors and other practicalities.



“I listen very closely to what people say”

Catherine Gibson, National Sales Manager



Catherine’s commitment to client satisfaction ensures a sharp eye is kept on all projects.

“We don’t treat any project as simply routine” she says. “That goes for the smaller ones too. It’s all about paying full attention to what each client is setting out to achieve so we strike the right blend of creativity and practicality. At the end, an account manager has to take ultimate responsibility. We have to be relentless when it comes to client satisfaction.”

Catherine has over 11 years experience in the printing industry and has an extensive background in print products, management reporting and online solutions.

She was involved in the development of E-Bisprint’s online procurement system, Streamline Online™, and represented E-Bisprint in discussions with American Express, New York, to help maximise their e-commerce effectiveness.

Starting as Sales and Marketing Co-ordinator, Catherine soon moved into a Sales Executive role, then National Sales Manager.

Over the past 10 years she has worked closely with such varied clients such as RailCorp, Best Western, Showcase Jewellers and Baptist Community Services. All these clients utilise our full product range of print management and e-Commerce applications.

Catherine has travelled to the United States, China and Thailand to meet with our key suppliers. She also has extensive knowledge of promotional products and regularly presents at trade shows.

To bring a more speedy and efficient production process, David looks to provide services that will improve quality while simultaneously managing costs.

“Many of our clients are asking us to manage a lot more than printing. It’s project planning, costing, warehousing and logistics management all within time constraints. What I love is providing a professional service and ensuring the production process runs smoothly.”

“National and global production ...it’s a big job and I love it!”

David Moore, Production Manager

David is responsible for quality assurance, ensuring the highest standards are maintained through each project. He oversees and co-ordinates all print production, seeing that all time frames, brand consistency and quality control guidelines are met.

With over 35 years in the printing industry, his experience embraces design studios, advertising agencies and print production companies. He has received numerous industry awards, including nine National Print Awards (seven Gold, one Silver, one Bronze) as well as two American Premier Awards and two European Print Awards.

David has worked with leading blue chip companies such as Dell, McDonald’s and Mercedes-Benz, overseeing quality assurance, negotiation of contracts for the supply of paper, obtaining bulk buying price advantages and controlling brand consistency worldwide.

These duties were performed internationally, across all continents, to ensure quality control and brand consistency from all suppliers.

Successful project outcomes require accurate co-ordination between creative development, purchasing of paper and materials, scheduling press time and conducting regular progress and quality checks.



“That’s just how it works here”

Peter Miller, IT, Communications & Quality Manager



As the software group leader, Peter finds a good rapport with clients and a creative environment gives him energy.

“What’s nice is that we have direct communications with our clients. If they have a problem with something we’re developing, we hear it and act on it. But if everything is going all right, we hear that too. Good communication is what helps us anticipate what our clients will want next.”

Over the past three years, Peter successfully managed the implementation of E-Bisprint’s contracts with major Government departments.

As a highly experienced IT specialist, he has over 15 years experience in print operations and technology and was instrumental in developing E-Bisprint’s Streamline Online™ systems.

Peter is also an experienced web application developer with specialised experience in electronic forms, database design and ColdFusion application development.

His role has seen him travel throughout Australia as well as visiting the USA and Hong Kong, examining the latest developments in print technology.

Peter was invited to present a case study at a PODi Australia conference in Melbourne. (PODi is a worldwide digital print initiative designed to foster the growth of the digital printing industry).

Peter’s imaginative blending of online systems, e-Portals and IT systems has brought an unequalled service offering, providing a distinct point of difference between E-Bisprint and it’s competitors.

Ben's task is to develop better web solutions to handle growth and improve efficiencies.

"Even the most complex problems can be broken down into simple, effective solutions. I remember putting together an operations system for Virgin Airlines that looked impossible on paper... but we got it sorted with a clear-minded strategic approach."

**"Our goal is deceptively simple:
make things better for you"**

Ben Sterrey, IT Strategy



Ben is a fast-paced, dynamic IT executive specialising in international web development projects. He brings a wealth of knowledge in scalable software development technologies from a variety of industries — including publishing, manufacturing, travel, media and finance.

He has a proven ability to see through the complexities of client requirements to help devise the creative, high tech solutions required in print production, fulfilment and timely despatch.

Ben has delivered high-profile projects for lastminute.com, Goodman, BBC, The Stationery Office (TSO) and Virgin. At TSO in London, Ben delivered printing solutions to the UK Government and gained valuable insights into country-wide print-on-demand operations and emerging digital technologies.

He enjoys the challenges involved in bringing a diverse range of people together from around the world to deliver effective business solutions to our clients.

A Prince2 practitioner, certified in ITIL, Ben holds a Bachelor of Information Systems degree along with a Diploma in Financial Management.

Bartek is a classic multi-tasker, well able to remain calm when confronted by simultaneous requirements, each of which would be a major challenge in itself.

“I’ve got the experience to never get rattled by a huge task or a whole bunch of them. There’s always an answer. It’s a matter of having the experience to know what will work and making it happen.”

“Confidence: that’s what it takes to simplify complex tasks”

Bartek Marnane, IT Infrastructure Specialist

Bartek is an accomplished IT executive having spent over 10 years managing significant IT infrastructure projects.

His roles have included senior project and IT management at Electrolux, Red Bull, The University of New South Wales and Ticketek — implementing and managing infrastructure projects to deliver scalability and cost efficiencies in application delivery.

Bartek has extensive experience in vendor management and negotiation supported by a strong ability to handle multiple demands and ensure on-time delivery

His diversity of experience sees him well placed to simplify complex assignments, cut through to their essence and deliver prompt, supremely workable solutions.

Bartek is certified through the Project Management Institute (PMI) as a Project Management Professional (PMP) and holds a Bachelor of Computing Science and Information Systems degree, as well as a Masters in Management — both from Macquarie University.



Meet some more of the
E-Bisprint team

Ann Freeman
Administration/HR Manager



James Allen
Production Co-ordinator



Jonathan Hanlon
Warehouse Manager



Jonathan Mansfield
Sales Executive



Leigh Graham
Production Co-ordinator



Leonie Quinn
Category Manager -
Promotional Products



Mark Olofsson
IT Help Desk



Natalie Easey
Inventory Controller



Steve Newton
Category Manager - Print



Greg Clark
Production Co-ordinator



Troy Hardey
Inventory Controller



We'd like to hear from you

So don't hesitate to talk to anyone from E-Bisprint about what you like, need, want, would like to see different, or have questions about.

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