

# A · N · T · A · R · E · S

Antares Business Systems Ltd - Quarryside Road - MIRFIELD - West Yorkshire - WF14 9QQ  
Telephone 01924 480180

2006  
EDITION

# PRINT ESTIMATES AT THE PUSH OF A BUTTON!

STAPLED? GUMMED? 4 COLOURS?  
GATEFOLD? A2? STITCHED? FOLDED? A3?  
LANDSCAPE? QUANTITY? CHOICE OF STOCK?  
GOLD-FOIL? CUTOUT? EMBOSSED? . . .

*Now I can do it  
with my eyes shut!*



**SAVE TIME  
SAVE MONEY  
SAVE WORRY**

# Foreword

Dear Customer,

On behalf of Antares Business Systems, I would like to take this opportunity to thank you for reading this brochure about our software system, Antares.

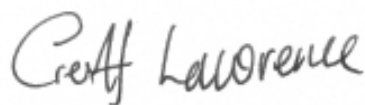
Antares is designed specifically for the printing industry to automate the process of estimating and production control. Almost twenty years of experience has gone into the development of Antares. We listen to every user of the system and over the years we have incorporated many of their practical ideas into the programs to make Antares work the way you work.

I am completely confident that Antares will substantially improve the efficiency and professional image of your company. This in turn will reduce your costs and improve your profitability. On this, we stake our reputation.

The plain truth is that Antares is quicker, more accurate, more consistent and produces a more professional image to your customers than quoting using traditional methods. Using Antares means you'll get more quotes done; you'll convert more quotes into orders and each quote will be more accurate. All these things mean increased profits.

If you really want to become more profitable then read on. I hope that you find this brochure interesting, I hope that you choose to install our software at your company and I hope that Antares becomes a welcomed way of life for your company.

Yours sincerely



Geoff Lawrence.



*Geoff Lawrence, founder of Antares Business Systems has twenty years experience of management information systems for the printing industry.*

*Geoff is a BSc Honours graduate and is a fully qualified Member of the British Computer Society*

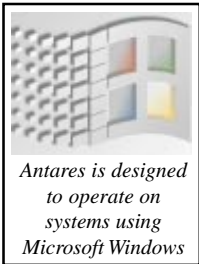
# Contents

History of Antares.....	1
Customer services .....	1
Introduction to Antares M.I.S. ....	2
Antares packaged systems and components .....	3
Estimating .....	4
Estimating Wizards.....	6
Programmable estimating .....	6
Job Bags .....	6
Customer Database .....	8
Paper price book.....	8
Delivery Notes and Invoicing .....	9
Technically speaking.....	9
What will I gain from computerising? .....	9
Ask our existing users .....	10
Contacts at Antares.....	11
<i>Prices</i>	
Antares Lite/Plus/Platinum.....	12
Support contracts .....	14
Minimum equipment requirements.....	16
General notes.....	16
<b>Antares TRIAL SYSTEM .....</b>	<b>17</b>
<i>Appendices</i>	
Samples	

## History of Antares

Antares Estimating and production control system has its design origins going way back to 1983. Those were pioneering days when personal computers were made by small independent companies and well before IBM launched its original PC on the world.

The design of Antares was laid down by a Leeds printing company whose owner had written a small system for his own use. This was then developed into a commercial product and sold to other printing companies making use of the well known DOS and Unix computer systems available at the time. Well over 150 systems like this were installed and though by today's standards DOS seems outdated, they did the job very well indeed!



In 1999, Antares Business Systems was created as a new company with the specific task of writing a completely new suite of programs for modern Microsoft Windows computers.

The result is the Antares system you see today. Everything about Antares is new, except the design and the experience gained from those 150 earlier installations.

ANTARES is new. It's clean. It's modern. It's fast. For everyone looking to reduce costs and to increase profitability, Antares is the only choice.

## Company Services

Antares as a company is dedicated solely to the printing industry and we specialise in offering the following services to our customers:-

- \* Antares Management Information System
- \* Computer installation services
- \* Training Services
- \* Support Services

Antares can supply their system for use on existing computer equipment or we can also offer complete "turnkey" systems, in which we supply all the necessary computer equipment to run the Antares software systems. When you read this brochure you will see that we can link Antares to many other popular software products This includes such things as accounts and database software, for example Microsoft Office, which can be used to analyse the data you build up through Antares. We can also supply these systems to you if you do not already have them installed at your company.

It goes without saying that when any computer system is installed, staff must be trained properly in its use. We pride ourselves in the care that we take with such training. To ensure that all your staff make the best possible use of Antares, there is no time limit imposed on training given with our system. Indeed, once training is completed, should any further questions arise at any time during the whole of the first year then all support services are also supplied free of charge.



*On-site staff training*

Finally, you should note that after the first year is complete, if you require, we have a specially designed contract available to continue supplying maintenance, support and upgrades for Antares to ensure that your investment in Antares will never become out of date.

Introduction to Antares MIS.

MIS is a term used commonly within the printing industry, standing for “Management Information Systems”. This term covers all the office functions required to support a printing business from the production of estimates for enquiries to the production of works documentation for orders received. The term also covers the costing of the work that is produced, invoicing the clients and storage and analysis of all the data collected from quote to completed job.

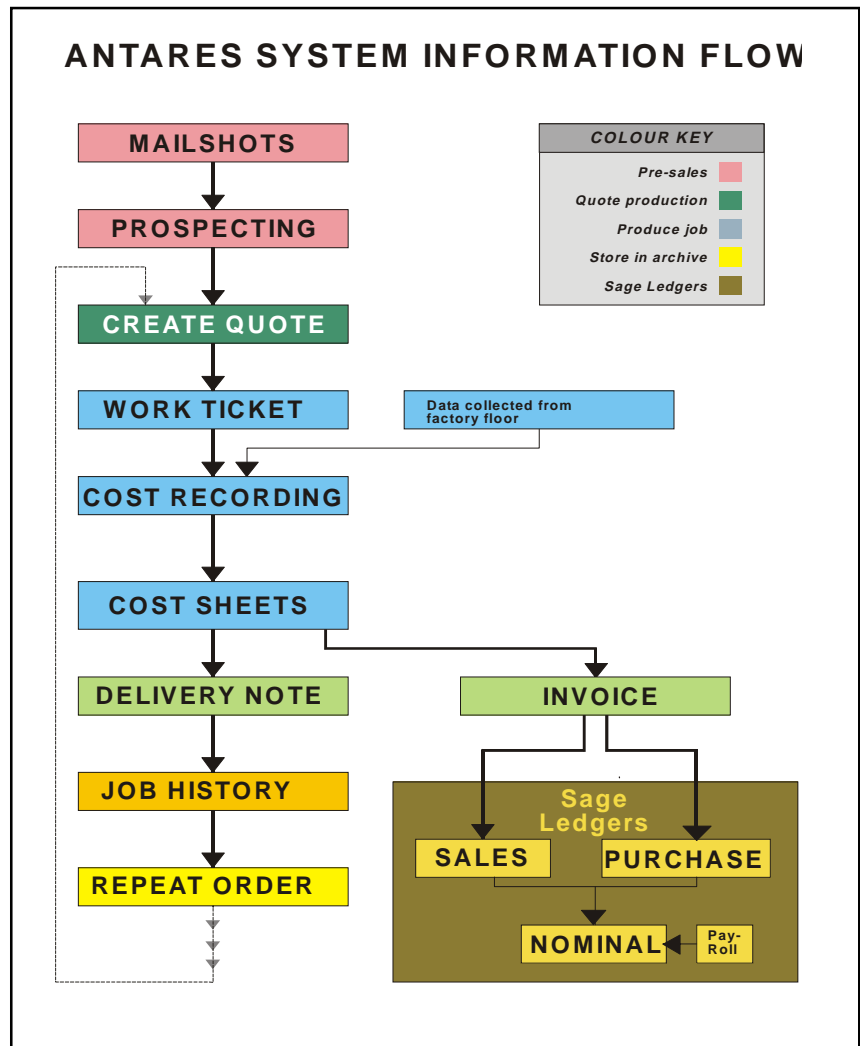
ANTARES MIS is designed to handle all these functions. Although ANTARES is purchased as a packaged system, it can still be configured to match the specific requirements of each individual printing company in which it is installed. This flexibility comes from years of experience dealing with all branches of print and all shapes and sizes of company within each branch.

There are several different versions of Antares available which are suitable for general Litho printing, Screen printing and flexo.

Much thought has been given to the design of Antares. Once installed and setup, Antares will prove to be simple to operate, but will also provide all the features necessary to deal easily and competently with the wide variety of work handled by most printing companies.

Compared with our competitors, the value for money offered by ANTARES is unequalled. For quality of product and service supplied, ANTARES is unrivalled. Don't just take our word. We invite you to speak to any existing user and see what they say. At the end of this brochure, you will find a selection from our customer base who will be pleased to discuss how Antares works for them.

Please read though this brochure at your leisure and we will try to give you a taste of what Antares can offer your company.



**Antares packaged systems and components.**

ANTARES is offered in three bundled packages, all of which are completely compatible with each other.

ANTARES *Plus* is the standard edition of Antares. *Plus* gives you:-

- \* a complete estimating package with full capabilities for quotation letter printing, faxing and e-mailing.
- \* a system for creating and maintaining files of papers and boards and outwork items.
- \* a comprehensive customer database allowing you to store customers, contacts, telephone numbers, e-mail addresses and the ability to track down jobs and quotes produced for customers.
- \* a system to produce job bags and to create a history of jobs done for each customer within the customer database. This means that with *Antares Plus*, when you look up a customer, you can find a complete list of quotes given to the customer and also jobs produced for him. This is a valuable database of information.
- \* The ability to automatically print a delivery note and an invoice for the job.

ANTARES *Lite* is our entry level system. *Lite* is designed to computerise the estimating requirements of your company. The estimating system has all the facilities for producing quotes, faxing and e-mailing and for storing paper and board prices etc. At any time, you can upgrade to *Antares Plus* adding job bags and other production facilities to your system.

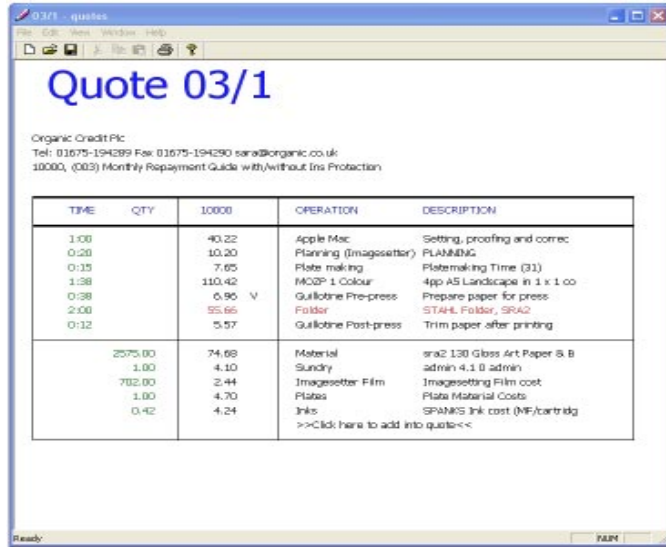
ANTARES *Platinum* contains all the functions of *Plus*, but also gives you cost recording against jobs. This provides you with a true record of production costs alongside estimated times. By adding cost recording to your system, you can also produce a wide range of management reports such as work-in-progress valuations and machine loading schedules. *Platinum* also provides you with full stock control as an extension of the paper price book provided by *Lite* and *Plus*.

You can upgrade from *Lite* to *Plus* or from *Plus* to *Platinum* at any time. The cost of any upgrade is just the difference in price between the systems you upgrade from and to.

Feature	Plus	Lite	Platinum
Estimating	X	X	X
Quote letters/faxes/e-mails	X	X	X
Customer database	X	X	X
Paper price lists	X	X	X
Paper merchant updates	X	X	X
Job Bags	X		X
Delivery Notes	X		X
Invoicing	X		X
Sales prospecting			X
Job Costing/Cost recording			X
Purchase Orders			X
General import/export			X

Estimating

ANTARES estimating has been designed to radically reduce the amount of time required to produce estimates. Antares allows you to produce an estimate for a customer in a number of different ways.



*This illustration shows the workings of a typical quotation which you can build up or add to or amend at will*

For regular types of work, quotes can be produced by use of a pre-prepared "template" quote. For enquiries where a similar quote has been produced for another customer, you can copy that quote and amend it's specification where necessary (whilst leaving the original customer's quote unchanged). Both of these methods allow you to produce a quote without the need to start from scratch. Finally, for any unusual enquiry, you can prepare a custom quote containing whatever production operations and materials might be required using a blank estimate form.

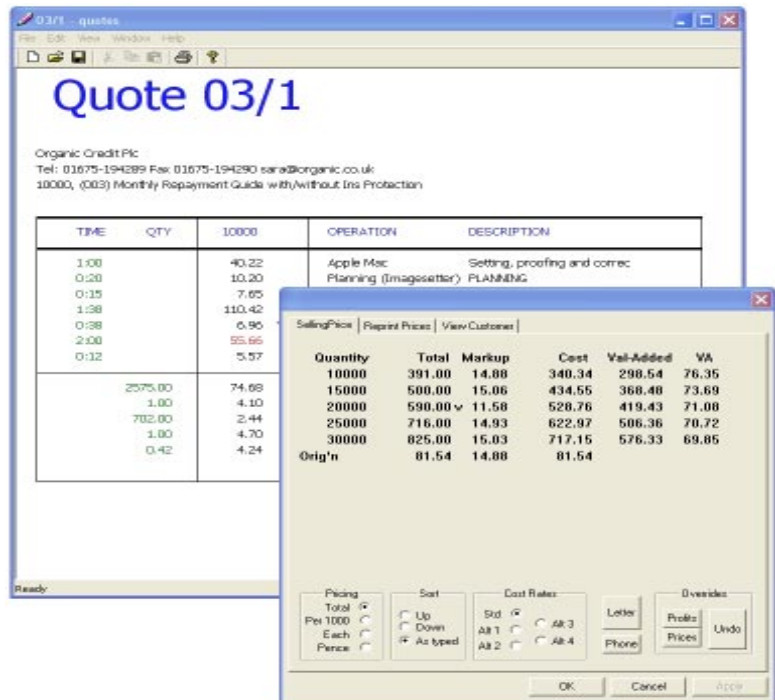
Whenever quotations are created from scratch, ANTARES will ask you for details of the customer's job specification from which many of the component costs (for example, machine run and passes, make ready times

and washups, number out from bought-in paper size, cutting white paper, film, plates and ink) will be calculated automatically. Other costs can be added to this list where required. See illustration top-left for an example. In all cases, allowances for minimum charges can be made (for example, for outwork, paper packing quantities or minimum machine costs).

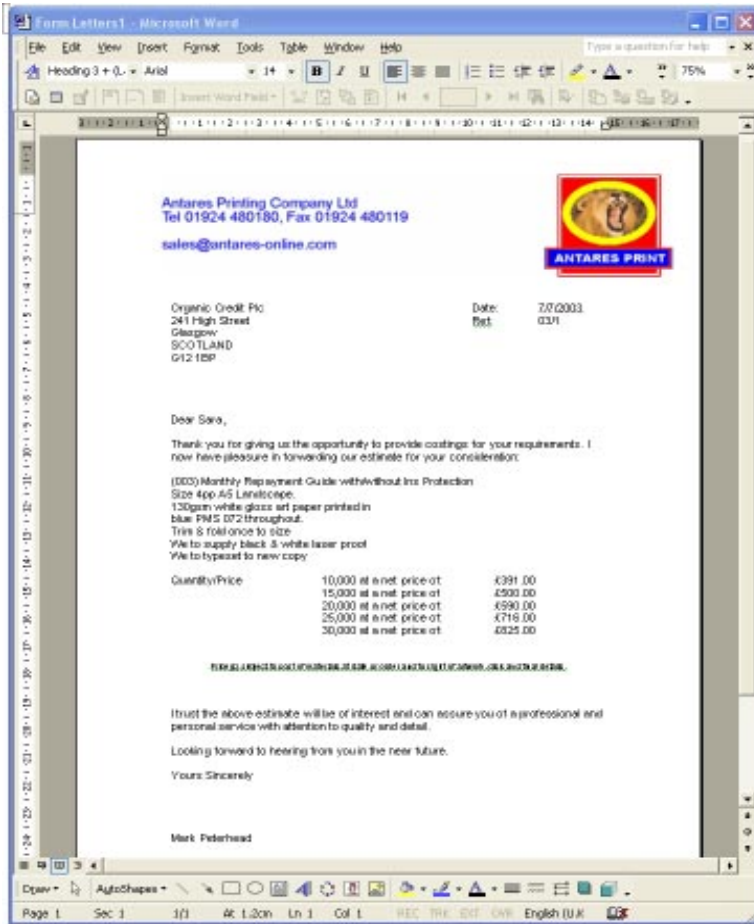
From the finished quotation, the make-up of the quote can be checked on the screen and "fine-tuned" where necessary. The final step is to allow Antares to calculate the total job cost and to add in a profit margin to give a recommended selling price for the job (see illustration, opposite).

Up to ten quantities can be estimated simultaneously, with a run-on in addition if required.

All aspects of profit mark-up can be adjusted and ANTARES will keep revising the final selling prices for you while you make those adjustments. In addition, ANTARES will show you the



*This illustration shows the screen where you can view and adjust the selling price margins or match competitive quotes*



*This illustration shows the quote worked out in the earlier screenshots transformed into a letter in Microsoft Word  
The actual quotation is included full size in the appendix to this brochure*

value-added content of the job (gross profit), both as an amount and as a percentage.

Once you are happy with the price of your quotation, ANTARES will create a typed quotation for you (without any extra effort on your part) which can then be printed, faxed or e-mailed as required. Microsoft Word is used to create the final typed letter which gives you absolute flexibility in editing or re-formatting the finished letter. Faxing and e-mailing is achieved using Winfax Pro and Outlook Express both of which are industry standard systems. The illustration opposite shows the finished quotation in Word, produced from the workings in the earlier screenshots.

### Estimating on the move

Not only can Antares be installed on an office based system, but also Antares can be installed on a laptop computer, giving you the flexibility to produce estimates while you are away from the office.

Using Antares remotely can be useful in a number of different scenarios.

*Antares for sales reps?* Provide your sales force with a laptop computer and they will have the ability to produce quotations while away from the office. With a portable printer, they could produce their own quotations and print out letters to send direct to clients. When back at the office, they can update the main system with any quotations they have done on their laptop computers during the day.



*Dealing with workload peaks?* Have an Antares computer at home and you would then be able to prepare quotations at a quiet moment during the evening at home rather than having to work late at the office or start early in the morning. You would also enjoy the advantages of being able to complete a quotation without constant interruptions by the telephone or other staff members! Again, when you return to the office you can update the main computer with the quotes you produced at home the previous evening.

## Estimating Wizards

ANTARES allows you to create personalised estimating wizards. Rather than relying on memory to ensure that all necessary items have been included in a quotation, you can create wizards. These guide the estimator through each quote and make ANTARES prompt the estimator for all production items that are likely to be required. You can setup these wizards to suit production sequences that are relevant and specific to your company. In addition, you can also create wizards that represent complete quote fragments which you can then add into any new quote that you're working on. For example, you can create a quote fragment for an A4 cover (complete with it's material, film plates etc), and then add that quote fragment as the cover into the next "book" quote that you create. In this way, you can simplify quote production enormously and help eliminate the risk of error or omission on your quotes.

## Programmable estimating

The fact that Antares can be "programmed" by the user to meet individual customer requirements is a major feature of the estimating system.

For example, any piece of equipment or any process that has a special formula that you use for calculating costs can be programmed into Antares.

This means that much work calculating quotes can be eliminated and estimating will automatically include you own rules, formulae and "ifs and buts". This means that your knowledge and expertise is built into the system which in turn means that estimating can safely be left in the hands of semi-skilled personnel when needed.

Programming Antares as described here requires only the skills that would be needed to setup a simple spreadsheet.



*Here you can see a range of "programs" supplied with Antares.  
You can add your own "programs" to this list*

## Job Bags

Orders can be received from customers in several ways. A quote might have been given which has been accepted. An order might be a repeat order of a job done some months or years earlier. A customer may order something and not even ask for a price in advance.

When a customer orders work without an estimate and when the job has not been done before, the process is simple. A new job bag can be created in Antares using a blank job bag. Antares will then allocate a job number and print the job bag for you.

However, our experience tells us that 99% of all orders are jobs that have been quoted before, or are repeat orders.

Without Antares, this would mean seeking out the corresponding estimate and copying the details

from that estimate onto the job bag. This process is time consuming and can be prone to mistakes.

Using Antares completely automates this process. When the job has been ordered by the customer, simply tell Antares that a quote has been accepted and Antares will automatically find the quote for you, copy the information off the quote and type the job bag.

It's quick. The job bag is legible. No mistakes will be made copying information off the quote.

With a repeat order, it's just as easy. Tell Antares that a job has repeated. Antares will copy the correct information from the previous work ticket and print a new job bag for you. Again, it's easy, it's quick and there's no scope for any copying errors.

Whichever way you record a new job, you'll get a job bag like the example below

**WT 02/38263** **02/38263**

Organic Credit Plc  
Tel: 01675-194289 Fax: 01675-194290  
20000, (601) Further Monthly Repayment Guide for Existing Customers

Printed by Anon on 21/May/2003 at 09:57 Page 1 of 2

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<b>CUSTOMER DETAILS...</b> Organic Credit Plc 241 High Street Glasgow SCOTLAND G12 1EP  (T 01675-194289, F 01675-194290)	<b>DELIVERY...</b> Deliver 3000 To Organic B 17000 To Stock	<b>W/T Date:</b> 21/05/2003 09:57 by Anonymous <b>Ordered:</b> 28/06/2002 <b>Delivery:</b> 03/07/2002 Confirmed <b>Customer:</b> 0132 <b>Ledger Acct:</b> <b>Previous Job:</b> 02/37915 <b>Estimate No:</b> 02/2599  <b>Num File Copies:</b> 0 <b>Num Agency Copies:</b> <b>Num Advance Copies:</b> <b>Office Contact:</b> <b>Studio Contact:</b> <b>Salesperson:</b> Tony Inzell <b>Proofs:</b> Bill Walker
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**QTY:** 20000 (601) Further Monthly Repayment Guide for Existing Customers

Deliver Instrn: 1 copy to Julie (General Office)  
 Cust's Job Ref: 02/2599 (updated from 02/1956)  
 Customer Order No:  
 Ordered By: Wendy Littleford  
 Customer Notes:

130gsm white glass art paper printed in blue PMS 072 throughout.  
 Trim 6 fold once to size  
 We to supply black & white laser proof  
 We to typeset & amended copy

Materials...	Quantity	Price	Per	Cost	N/D	Chid	Q/No	Supp	Issue
1 glass art 130 Glass Art Paper & Board	5000.00	29.00	1000	147500					
2 Plate Material Costs	1.00	0.04	1	0.04					
3 SPARK'S Ink cost 24F cartridge st	0.85	0.10	1	0.08					
4 Imaging Film cost	702.00	0.00	1	0.00					
5 admin 4.1 0 admin	1.00	4.10	1	4.10					
6 film a2 Film a2 0	0.00	8.00	1	0.00					

**Outwork...** **Price**

**WT 02/38263** **02/38263**

Organic Credit Plc  
Tel: 01675-194289 Fax: 01675-194290  
20000, (601) Further Monthly Repayment Guide for Existing Customers

Printed by Anon on 21/May/2003 at 09:57 Page 2 of 2

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<b>CUSTOMER DETAILS...</b> Organic Credit Plc 241 High Street	<b>DELIVERY...</b> Deliver 3000 To Organic B	<b>W/T Date:</b> 21/05/2003 09:57 by Anonymous <b>Ordered:</b> 28/06/2002
---	---	--

**QTY:** 20000 (601) Further Monthly Repayment Guide for Existing Customers

	Allowed	Actual	Comments
1 MOP 1 Colour [099] App 45 Landscape in 1 x 1 col RM 2525 X 2 passes) backcup W/T 2 passes) Speed: 8K 450 BPO X 1 to view: SPEED 80000 p.h. Max GREAD: 0.15 h.m. Washup: 0.15 h.m.			
2 Guillotine Prepress [090] Prepare paper for press Unpacking only (full sheet working) at a rate of 3 minutes per pack			
3 Plate making [017] Platemaking Time (31) 1 X Plates ID/MF/OS at 15 minutes each			
4 Guillotine Post press [054] Trim paper after printing 5 packs of apps. 300 sheets (tot: 2525) Guillotine time: 0.12 h.m.			
5 Apple Mac [044] Setting, proofing and correcting Undefined No. of Non-standard pages SETTING/PROOFING: 1.0 h.m.			
6 Planning (ImageSetter) [036] PLANNING 1 side(s) each of 2 image(s) Mono TOTAL PLANNING: 0.20 h.m. at a printing size of 602mm X 402mm			
7 Folder [051] STAHL Folder, SRA2 30000 sheets folded at 6000 per hour Setup time: 0.20 h.m.			

**Work Ticket (Job Bag) Front**

**Work Ticket (Job Bag) Reverse**

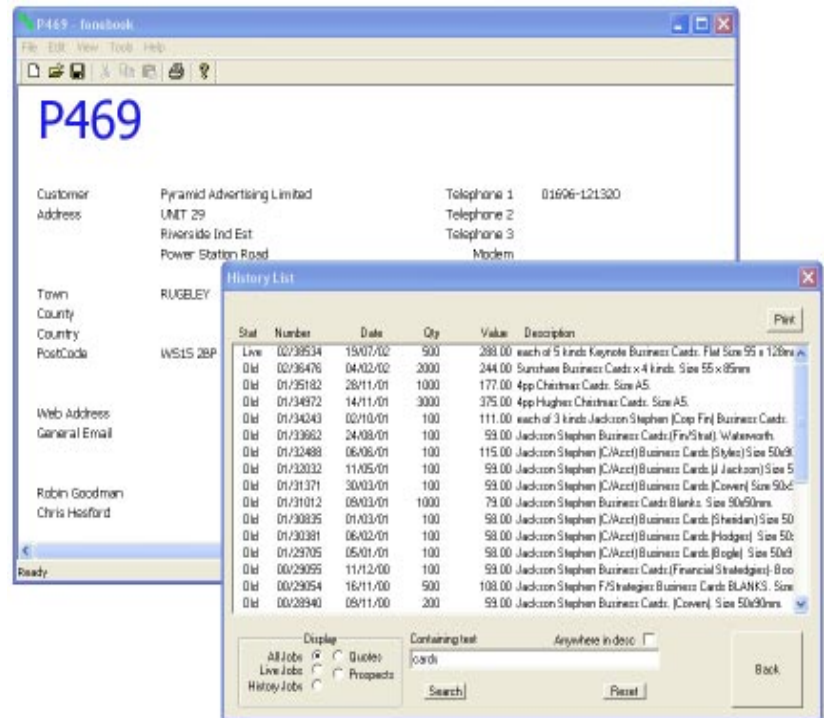
There are many, many additional advantages following the recording of the job in Antares. Once the job bag is printed it can be retrieved quickly if (for example) there is a customer query. If (perhaps many years later) the job repeats, the last job can be retrieved in an instant. Because Antares knows all about repeats, you can easily perform customer enquiries showing work done for that customer. You can even pick particular jobs and Antares will be able to tell you when, how often and what quantity was ordered and what the cost was on each occasion the job repeated.

If the job is numbered, you can easily find the last number used. If the job had particular Pantone colours, you can easily find these numbers from the computer records.

Antares makes converting quotes into job bags more accurate and simpler for everyone involved.

## Customer database

Antares has an extensive and flexible customer database that can store any number of customers and retrieve their details within seconds. Each customer can have multiple telephone numbers (e.g. for purchasing and for accounts departments). Each customer can have any number of contacts. Each contact can have his own direct dial and mobile phone numbers and e-mail addresses. ALL this information is to hand every time you need to prepare a new quote or a new job bag. In the case of quotes, having all this information on file allows you to prepare an estimate and provide everything that Antares needs to address and type a quote, to fax it, or to e-mail it for you.



But the customer database is even more powerful than you might imagine. Antares also stores a complete index of jobs and quotes with each customer index card and this means that in seconds you can find any customer, all his contact details and a history of all work that you've ever done for that customer. So when a customer calls, all his information is available at your fingertips.



*Here Antares is about to update paper prices from Antalis prices supplied on disk. Antares can accept data from many other paper merchants*

## Paper Price Book

Antares offers the ability to store all your papers and boards on the computer so that when preparing a quotation or a job bag, all stock details and paper prices are immediately available. Outwork supplies can also be stored in the same way. Of course, your paper file might contain many hundreds of different stocks and to help keep these prices accurate, Antares has the ability to accept price updates electronically (and automatically) from paper merchants.

## Delivery Notes and Invoicing

Once a job is complete, Antares can print a delivery note for the job with parcel labels if required. Antares comes with the ability to design the layout of the delivery note yourself.

Also when the job is complete an invoice will be needed and Antares can not only print the invoice but can also update your Sage ledger system automatically. All the information that is needed on the invoice such as the customers address, the description of the job and the amount quoted is printed totally automatically from the corresponding estimate and job bag. As with delivery notes, you have complete control over the design and the information that is to appear on the invoice.



## Technically speaking...

ANTARES is 32-bit Windows software written in Microsoft Visual C++ which is the computer language of choice for the production of professional computer products. All our software is suitable for operation on Windows systems including Windows 95, 98, 2000, NT, ME and Windows XP. ANTARES can be used on a single PC (or a laptop) or can be run on a full Windows network with or without a separate file server.

ANTARES can be used as a complete system without any external software, or it can benefit from links to other products such as Sage Line 50 for your accounting requirements.

We can also provide a system known as "ODBC" which allows Microsoft Office to integrate directly with ANTARES for data analysis or for tasks such as customer mailshots. ODBC allows you (for example) to use Microsoft Excel to open any Antares files as a spreadsheet of data, which you can then manipulate as you would any other Excel spreadsheet. This opens up endless possibilities for producing your own reports or financial analyses or perhaps updating your own databases from information gathered by Antares.

ANTARES has links built as standard into the system to connect to Outlook Express allowing you to e-mail quotations using Broadband (ADSL), ISDN or dialup internet.

## What will I gain from computerising?

You should only consider computerising if it is going to make you more profitable. So will computerising make you more profitable? To find out, ask yourself the following questions:-

1. How many enquiries that require a quote do you ignore for lack of time to respond? What is the total value of those enquiries
2. Do some quotes wait for so long before you respond that the order has already been placed elsewhere by the time you reply? What is the value of those lost orders?

3. On how many occasions do you have to re-quote for a job that you originally quoted some weeks or months before? Could you find the quote you prepared originally? If not, did you need to work out the quote again and was the result the same as the original quote or was it different?
4. How many customer cards index cards are misfiled and cannot be found?
5. If a customer places a repeat order, how long does it take to find the last re-print.
6. How much time do you spend copying the same information from one document to another, For example, writing the customers address, the contact, the quantity and description of the job firstly on the hand written estimate, then again on the customer's quote letter. Then again on the job bag. Then again on the delivery note. Then again on the invoice. Then again on the customer's record card. And maybe many times more than this. Duplicating all this work is costing you money.

### Ask our existing users

Reading this brochure or seeing a presentation is no substitute for speaking with people who have bought Antares and are using it at their companies every day. We invite you to speak to any of the companies below and ask them how well they think Antares works for them. If you wish, we can also arrange visits to customer sites where you can see Antares working in situ. Seeing is believing!

#### Customer Contact Telephone

Jim Frost, Managing Director  
John Siddalls (Printers) Ltd  
Horncastle Street  
CLECKHEATON  
West Yorkshire  
Tel: 01274-874246

Joe Curtis, Director  
George Street Press  
Fancy Walk  
STAFFORD  
Staffordshire  
Tel: 01785-258226

Graeme Thorndyke, Senior Estimator  
Deakin Printers  
3, Earsdon Road  
WHITLEY BAY  
Tyne and Wear  
Tel: 0191-297-0111

#### Customer Contact Telephone

Frank Chalmers, Managing Director  
Barrs Printing Limited  
Moray House, 4, Faraday Road  
GLENROTHES  
Fife, Scotland  
Tel: 01592-776870

Nigel Board, Sales Director  
G.M. Business Print  
Corn Hill  
LIVERPOOL  
Merseyside  
Tel: 0151-709-0676

Bill Grigg, Sales Director  
OfficeSmart Cawthornes  
Corporation Street  
NUNEATON  
West Midlands  
024-7664-1212

**HOTLINE 01924-480180**

## Contacts

To arrange a demonstration of ANTARES to you completely without obligation at your premises, please contact us on one of the numbers below. A demonstration will usually take only about an hour or so of your time and we will provide all the equipment necessary to present Antares to you.

London & South East Sales

David Podd

Tel: 020 8668 0044

E-mail: [davidp@antares-online.com](mailto:davidp@antares-online.com)

South Western Sales

Frank Nolan

Tel: 01736 756179

Mobile: 07919-473555

E-mail: [frank@antares-online.com](mailto:frank@antares-online.com)

Northern Sales

Lesley Wright

Tel: 01924 480180

E-mail: [lesley@antares-online.com](mailto:lesley@antares-online.com)

Please send all faxes to 01924 480119

**Antares Lite (entry level system)**



This system, Antares Lite, is designed as an entry level system and provides all the features described in this brochure for estimating including quote letter printing, e-mailing and faxing. ANTARES is also available as two larger packaged systems, called Antares Lite and Antares Platinum. You can start an installation with Antares Lite and upgrade to Antares Plus or Platinum at any time.

**Antares Plus (standard system)**



ANTARES Plus is the standard configuration of Antares. It offers an excellent range of features and is priced affordably. Once Antares Plus is installed and operational at your company, there are options to expand Antares Plus with cost recording, stock control and many other options to ensure that as your company grows, Antares will grow with you.

**Antares Platinum (full system)**



Antares Platinum is the complete Antares system offering estimating, job bags, cost recording and full stock control. You can purchase Platinum either as a package itself or as an upgrade from Antares Plus or Antares Lite.



Feature	Lite	Plus	Platinum
Estimating	X	X	X
Quote Letters/Faxes/Emails	X	X	X
Job Bags		X	X
Delivery Notes		X	X
Invoicing		X	X
Job Costing/Cost recording			X
Paper Price Lists	X	X	X
Customer Database	X	X	X
Paper Merchant updates	X	X	X
Sales Prospecting			X
Stock Ordering List			X
General Import/Export			X
Links to Microsoft Office			X
<b>Included as standard</b>			
On-site installation	X	X	X
On-site training	X	X	X
Full on-site support (12 months)	X	X	X
Full telephone support (12 months)	X	X	X
All program upgrades (12 months)	X	X	X
	£2995	£4995	£6295



<b>Networked Systems</b>	<b>Lite</b>	<b>Plus</b>	<b>Platinum</b>
Per extra workstation, for up to five workstations, add...	£695	£995	£1195
Per extra workstation, for up to ten workstations, add...	£395	£695	£895
Per extra workstation, thereafter, add...	£245	£395	£595



<b>Service Contract (see note below)</b>	<b>Lite</b>	<b>Plus</b>	<b>Platinum</b>
After first 12 months has expired, Full on-site support	X	X	X
Full telephone support	X	X	X
All program upgrades	X	X	X
Refresher training	X	X	X
Per month (Single user installation)	£99	£149	£199
Per month (each additional user)	£19	£34	£49

Service and program upgrades for the first year are provided free of charge. From the second year of use it is necessary that Antares systems are kept fully serviced.

Antares Business Systems Ltd is an associate member of the BPIF



## Budget Payment Plans

Antares can be purchased either on a single invoice from the price guide on the previous pages, or alternatively, payment can be spread over one, two or three years. Please note that the Antares trial installation scheme is also available in conjunction with any of these payment plans. In these cases, the trial fee will be invoiced separately and refunded from the first instalment due.

As an alternative, Antares can just be rented for as short or as long a period as you require. Sometimes, this might be the most cost effective introduction to Antares.

All prices are for Antares software fully installed trained and fully serviced (including full onsite support and all program upgrades free of charge) for the duration of the payment plan.



<b>Budget Plan (all monthly payments)</b>	<b>Lite</b>	<b>Plus</b>	<b>Platinum</b>
Purchase over 12 months (main user) <i>Each additional user</i>	£259·57 <i>£60·23</i>	£432·90 <i>£86·23</i>	£545·57 <i>£103·57</i>
Purchase over 24 months (main user) <i>Service (12 months FREE OF CHARGE)</i> <i>Each additional user</i>	£138·74 <i>£49·50</i> <i>£41·54</i>	£230·74 <i>£74·50</i> <i>£63·14</i>	£291·24 <i>£99·50</i> <i>£80·24</i>
Purchase over 36 months (main user) <i>Service (12 months FREE OF CHARGE)</i> <i>Each additional user</i>	£101·10 <i>£66·00</i> <i>£35·81</i>	£167·32 <i>£99·34</i> <i>£56·34</i>	£211·77 <i>£132·67</i> <i>£73·76</i>
Software rental only (not purchase) <i>One-off installation/training charge</i> <i>Each additional user</i>	£89·95 <i>£295·00</i> <i>£34·95</i>	£149·95 <i>£345·00</i> <i>£49·95</i>	£195·00 <i>£395·00</i> <i>£69·95</i>

Notes:

1. Service is included for the full period of the agreement. One full year is given absolutely free of charge. At the end of the agreement, service will be as shown in the previous page.
2. All prices in the above table are per calendar month. VAT for the whole agreement (which can be reclaimed *in full* by the customer) will be added to the first installment.
3. Rental only payments do not rebate against future purchase. These are designed purely to be low-cost rent only.

## Support and maintenance.

Antares does not charge an annual licence fee. Once you have bought Antares it is yours for life. However, we do have an annual service contract that must be renewed each year to keep your system up to date and to guard against any mishaps that might occur. The reason for this will become clear as you read on.

We are confident that Antares is extremely reliable and will rarely go wrong. In fact, only around 5% of customer queries ever directly relate to Antares itself. The remaining 95% of queries relate to difficulties caused by unexpected external events that exist in any working environment, which then impact on Antares.

Such things as hardware malfunction (hard disk crashes, viruses etc), theft, the replacement of equipment, moving equipment or premises or new staff members coming unstuck are just some of the reasons that our customers contact us for support and there are many more. New versions of Windows (or new "service packs") can also cause difficulties.

At Antares we are always committed to the continued development and improvement. Regular upgrading of our software ensures that we keep up with market and industry trends. This inevitably involves the addition of new program features and data storage facilities on a regular basis.

Making sure that our customers are able to get the most out of Antares MIS is our priority. From installation to training, maintenance and support we pride ourselves on the level of care and support that we provide. Therefore, we consider it our responsibility to provide our customers with a comprehensive service contract.

Our service contract provides you with:

- Regular program upgrades to guarantee that your system is up to date. (Including automatic fault fixes if and when reported through our customer network.)
- Unlimited telephone, email or on-site support whether or not the problem originated in Antares or is due to external circumstances.
- On site refresher training when requested.

On site basic training and support for new staff is available on request (which may carry additional charges).

Our service contract offers the assurance that:

- You are operating the latest version of Antares at all times.
- We will support you system without exception
- You will not lose the use and benefit of your system through unforeseen circumstances.

We guarantee that the charge for your annual service contract will not increase except in line with inflation and except for any upgrades you might make to your Antares package.

*\* Please note - As with any software product, upgrades make previous versions obsolete and impossible to maintain or correct, therefore, it is deeply regrettable that where a service contract is not maintained and if programs are not updated on a regular basis, we will not be able to provide support.*

## Minimum equipment requirements

To use Antares, you will need the following minimum equipment:

- An IBM PC computer
- 1.0 GHz Pentium processor,
- 10Gb Hard Disk Drive
- 64Mb RAM memory
- Windows 98 operating system (with Internet Explorer)

This specification is a *minimum*. It is worth pointing out that at the time of writing (2003), most new PCs offer a specification that is perhaps ten times larger than the minimum shown above

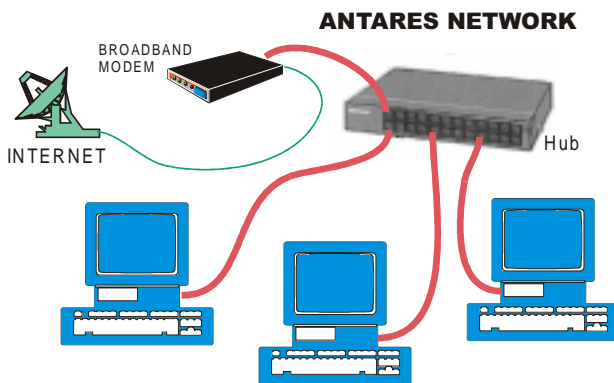
You will also need a copy of Microsoft Word, but for full advantage, you would also find Microsoft Access and Excel useful, both of which are supplied free as part of Microsoft Office.



*Antares on a Desktop PC*



*A Laptop for estimating on the move*



*Antares on an office network*

## Options

Some of the optional features mentioned in the brochure need the following products: Winfax Pro faxing software; a dialup, ISDN or Broadband modem and an Internet account

ODBC drivers are available for Antares if required at an additional cost. This option also includes "data dictionaries" which are needed by the drivers and by Microsoft Access.



## General notes

1. All prices in this brochure are in pounds sterling
2. Prices exclude VAT
3. Prices are correct as at 1st March 2003 until further notice.
4. Training in the use of Antares is unlimited. Normally training will be completed in about one and a half days. If, however, training takes longer than this, then we place no limit on the amount of training we will supply at no additional cost to you and we guarantee that the first three days of training in total will at your company's premises. All free-of-charge training must be completed within the first twelve months after installation.
5. Support of Antares is unlimited and is free of charge for the first year. A charge would only be made if a site visit was requested or was necessary.
6. There is NO compulsory annual run-time or licence fee. We have support, upgrade and maintenance packages for the second and subsequent years available if required, but these are entirely at the discretion of the customer.

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**HOTLINE 01924-480180**

# ANTARES TRIAL SYSTEMS

Dear Customer

YOU'VE read the brochure. You liked the look of Antares. It did everything you wanted to see. *But will Antares really work for you?* The next step is to try Antares Plus at your company for yourself. For a deposit of just £295 (\*refundable), we will:

- \* We will install Antares
- \* **We will train you to use Antares**
- \* We will fully support your installation

The great advantage of our trial installation is that we don't just give you a CD and expect you to get on with it by yourself. We'll install it and train you on Antares so that you have a fully working system to evaluate.

Remember, you will have Antares to use for TWO MONTHS. We will install Antares. We will enter all your machine cost rates and running speed data etc and we will train your staff for upto 2 full days. You can then use Antares for two full months. All for only £295. This is **completely refundable** if you decide to place a full order for Antares

It's a fantastic offer - Give Antares a try NOW!!

Yours Sincerely



Lesley Wright  
National Sales Coordinator

IMPORTANT: This offer cannot be combined with any other offer. Terms: Trial Offer - Payment with order, refundable only against purchase within trial period. Thirty day offer - 50% with order, balance strictly 30 days after delivery. Prices exclude VAT

**HOTLINE 01924-480180**

## Samples

The following pages show samples of prints produced by Antares.

1. Quotation No 03/1 produced as a letter using Antares and Microsoft Word
2. The same quotation (No 03/1) produced as an e-mail to send using Outlook Express
- 3&4. A Work Ticket No 02/38263 produced from quote 03/1 when it was placed as an order.



Antares Printing Company Ltd  
Tel 01924 480180, Fax 01924 480119

sales@antares-online.com



Organic Credit Plc  
241 High Street  
Glasgow  
SCOTLAND  
G12 1BP

Date: 7/6/2003  
Ref: 03/1

Dear Sara,

Thank you for giving us the opportunity to provide costings for your requirements. I now have pleasure in forwarding our estimate for your consideration:

(003) Monthly Repayment Guide with/without Ins Protection  
Size 4pp A5 Landscape.  
130gsm white gloss art paper printed in  
blue PMS 072 throughout.  
Trim & fold once to size  
We to supply black & white laser proof  
We to typeset to new copy

Quantity/Price	10,000 at a net price of:	£391.00
	15,000 at a net price of	£500.00
	20,000 at a net price of:	£590.00
	25,000 at a net price of:	£716.00
	30,000 at a net price of:	£825.00

Price(s) subject to cost of materials at date or order and to sight of artwork, disk and final details.

I trust the above estimate will be of interest and can assure you of a professional and personal service with attention to quality and detail.

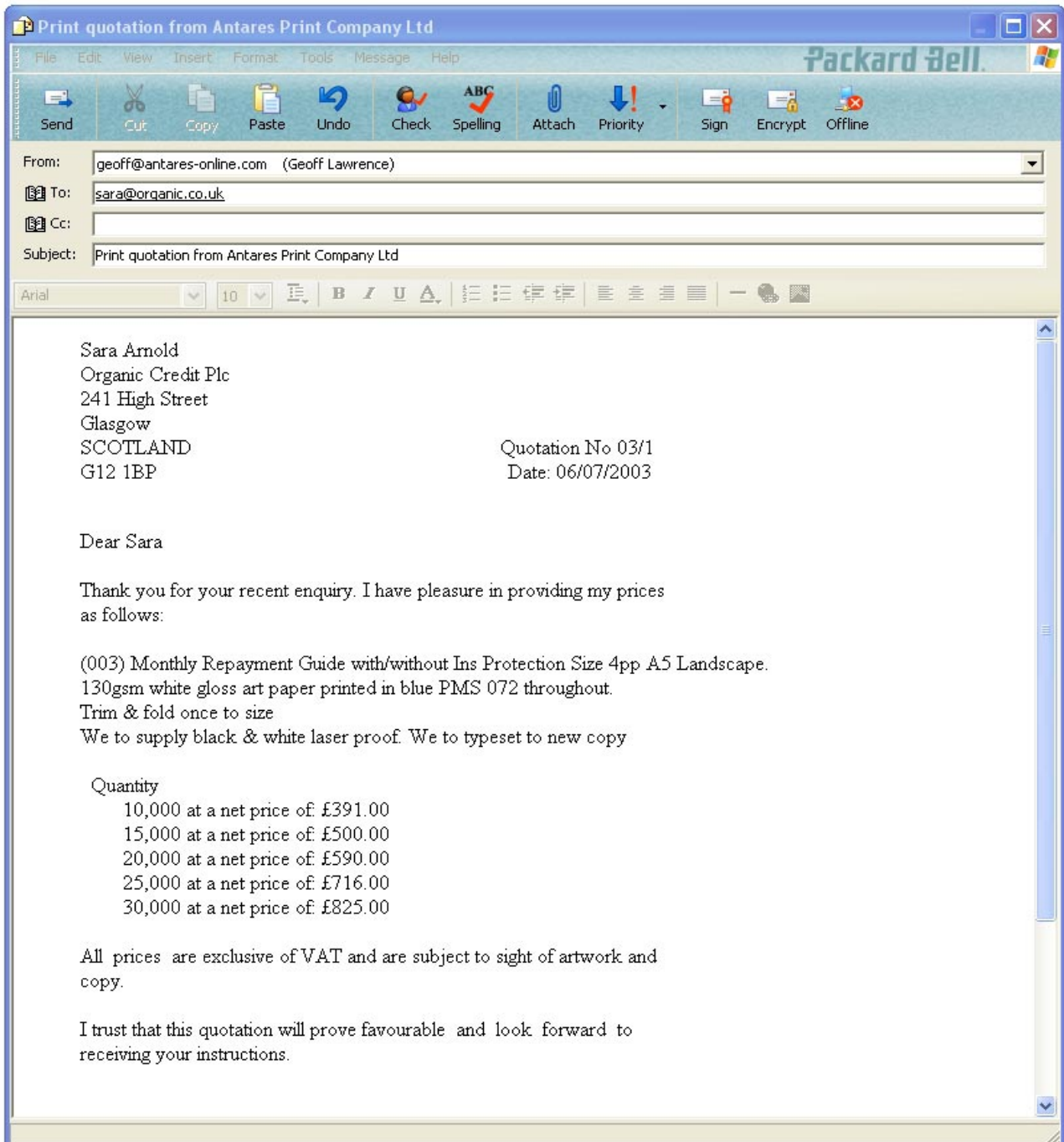
Looking forward to hearing from you in the near future.

Yours Sincerely

Mark Peterhead

## E-mailed quotation

This screenshot shows the same quotation as on the previous page, but created as an e-mail instead of a printed quotation





# WT 02/38263

# 02/38263

Organic Credit Plc  
Tel: 01675-194289 Fax 01675-194290  
20000, (601) Further Monthly Repayment Guide for Existing Customers

Printed by Anon on 21/May/2003 at 09:57 Page 2 of 2

CUSTOMER DETAILS...		DELIVERY...		W/T Date:	21/05/2003 09:57 by Anonymous
Organic Credit Plc 241 High Street		Deliver 3000 To Organic &		Ordered:	28/06/2002
QTY:	20000	(601) Further Monthly Repayment Guide for Existing Customers			
Labour	Allowed	Actual	Comments		
1 MOZP 1 Colour [039] 4pp A5 Landscape in 1 x 1 col RUN:2525 x 2 pass(es) backed-up W/T 2 page(s) Size:148 X 420 IMPO:4 X 1 to view. SPEED:8000i.p.h. MAKEREADY:0:15 h:m. WASHUP:0:15 h:m.					
2 Guillotine Pre-press [050] Prepare paper for press Unpacking only (full sheet working) at a rate of 3 minutes per pack					
3 Plate making [017] Platemaking Time (31) 1 X Plates KD/MOPOS at 15 minutes each					
4 Guillotine Post-press [064] Trim paper after printing 6 stacks of appx. 500 shts (tot: 2525) Guillotine time: 0:12 h:m					
5 Apple Mac [014] Setting, proofing and correcting Undefined No. of Non-standard pages SETTING/PROOFING:1:0 h:m.					
6 Planning (Imagemaster) [016] PLANNING 1 side(s) each of 2 image(s). Mono TOTAL PLANNING: 0:20 h:m. at a printing size of 602mm X 420mm					
7 Folder [051] STAHL Folder, SRA2 10000 sheets folded at 6000 per hour Set-up time: 0:20 h:m					