

Customer Story: International Information Systems Security Certification Consortium

Implemented cost-saving inventory levels
for printed course materials

Properly managed inventory levels for course book distribution in more than 135 countries

(ISC)² is a nonprofit specializing in educating and certifying information professionals. It has been described as the “world’s largest IT security organization,” providing Gold Standard credentials to a membership of nearly 90,000 certified industry professionals in more than 135 countries.



Innovative Inventory Fulfillment Solutions

Start managing appropriate inventory levels for your printed course materials to reduce shipping costs and increase cash flow.



"Working with Omnipress is more than hiring a print company. They are partner that cares about providing a quality product and upholds the old-world thinking of customer service."

Dave White, Product Development Manager, (ISC)²

Challenge: Find a better way to manage inventory of course materials for international fulfillment

To deliver course materials to more than 135 countries, (ISC)² was printing a 6-12 month supply of course books, and then shipping and storing the materials in four locations around the world. This print and inventory model required a large up-front financial investment and decreased the profitability of its courses. Additionally, maintaining inventory in multiple locations made it more difficult to track and measure costs.

Solution: A print and fulfillment model that balances cost-per-piece with inventory levels

Recognizing these challenges, (ISC)² reached out to potential third-party solution providers. Omnipress performed an evaluation of the organization's complete print and fulfillment process. Together, they were able to help (ISC)² quantify the true cost of printing and shipping their materials and develop a print and fulfillment model that balanced cost-per-piece with appropriate inventory levels. Omnipress was able to migrate (ISC)² to a print-on-demand solution that eliminated the need to print, ship and store materials in multiple locations around the globe.

Results: A 60% reduction in shipping costs for instructor-led course materials

By switching to a print-on-demand model through Omnipress, (ISC)² reduced the cost of shipping materials for their instructor-led courses by 60% while at the same time increasing cash flow. The organization now pays a monthly cost based on known receivables rather than investing up-front in a year's worth of material.

Project Overview



Customer:

International Information Systems Security Certification Consortium (ISC)²

Services:

Print Manuals and Materials

Fulfillment

Products:

- Perfect bound training manual
- Custom kitted course supplies