

Brisque to Prinergy and Prinergy Evo Migration Solutions Guide

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Revision History

Revision	Date	Author	Comments
	March 31, 2006	Robert Desprez	Added draft content to technical documentation template.
	May 8, 2006	Robert Desprez	Added Prinergy Evo performance material
	June 13, 2006	Robert Desprez	Added Migration Process/Plan content
	August 24, 2006	Robert Desprez	Added link to “Limitations of Prinergy Platform from the Brisque Perspective”
	December 7, 2006	Robert Desprez	Added Sample Orders section
	December 18, 2006	Robert Desprez	Added Brisque Migration example, supplied by Jim Cox.
	November 28, 2007	Robert Desprez	Updated section 4.1.3, as suggested by Dirk De keersmaecker.

Brisque to Prinergy and Prinergy Evo Migration Solutions Guide

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1. STATEMENT OF BENEFITS

See the *Brisque* Migration FAQ document on the Sales Information Portal (SIP):

https://sales.creo.com/sales/sip.nsf/ABSN/7227

2. BENEFITS WITH MIGRATING WITH KODAK

<details to come>

3. END OF LIFE SCHEDULE OF BRISQUE

See the *Brisque* Migration Overview document on SIP:

https://sales.creo.com/sales/sip.nsf/ABSN/7227

4. SAMPLE ORDERS

This section is written for Technical Sales Specialists and Sales Representatives who need to order migration bundles that are available in the Kodak Pricebook.

4.1 Best Practice #1: Use Migration Bundles Where Possible

A migration bundle typically includes:

1. Refine, Trap, Proof, and Output configurations
2. A reasonable set of options, such as the standard version of the Trap Editor, PDF Compare, PDF Merge, Preflight, and Proof Color Management
3. A server computer, either a Performance Workflow or Premium Server
4. SUA training for the proper allotment of four days
5. Training content

   Here's an example of a typical Brisque migration bundle:

Part #	Description
017-00486A	Prinergy Evo - Package for Migration from Brisque for 8-up CTP User
632-00278A	Prinergy Evo - Digital Blueline Proofing
015-00366A-90	Factory Upgrade - Creo Performance Workflow Server to Premium Server Upgrade
518-01707A	'RAID - Factory Upgrade - Internal SCSI RAID Kit, 840GB (4x 300GB disks) for Premium Server

Part #	Description
634-00312A	Preps Plus FLiM
SD-0015-31	Training, Preps Plus/Pro Onsite, 2 Days, 2 Seats
	Additional 6 Months full service

4.1.1 Prinergy Evo Migration Bundles

Here are the migration bundles listed in the Pricebook:

This migration bundle	Includes	Notes
Prinergy Evo - Package for Migration from Brisque for 4-up CTP User	Prinergy Evo workflow package required for a 4-page CTP user migrating to Prinergy Evo.	Use of this package requires the trade-in of Brisque by the customer, and no further trade-in discount for the Brisque can be applied. **Note**: Kodak may require the traded-in Brisque to remain at the customer site for providing connectivity to the output device. In which case, the Brisque will be e-licensed to support only the connectivity function.
Prinergy Evo - Package for Migration from Brisque for 8-up CTP User	Prinergy Evo workflow package required for an 8-page CTP user migrating to Prinergy Evo.	Same note as above
Prinergy Evo - Package for Migration from Brisque for 4-up Dolev User	Prinergy Evo workflow package required for a 4-page Dolev user migrating to Prinergy Evo.	Same note as above
Prinergy Evo - Package for Migration from Brisque for 8-up Dolev User	Prinergy Evo workflow package required for an 8-page Dolev user migrating to Prinergy Evo.	Same note as above
Prinergy Evo - Software Bundle for Migration from Brisque	Prinergy Evo software required for the migration of any Brisque workflow to a Prinergy Evo workflow.	Same note as above
Prinergy Evo Performance - Brisque Migration (Japan)	This package is only applicable for Brisque migrations in Japan.	This package contains Prinergy Evo - Refine & Output, Lo-Res Proofing Kit, CT/LW & TIFF/IT Output, a Performance Server, additional 1GB RAM, and an 80GB Disk Drive. Existing Brisque licenses can

This migration bundle	Includes	Notes
		be transferred. See Trade in/up document for further details.
Prinergy Evo Premium - Brisque Migration (Japan)	This package is only applicable for Brisque migrations in Japan.	This package contains Prinergy Evo - Refine & Output, Lo-Res Proofing Kit, CT/LW & TIFF/IT Output, and a Premium Server. Existing Brisque licenses can be transferred. See Trade in/up document for further details.

4.1.2 Prinergy Connect Migration Bundles

Here are the migration bundles listed in the Pricebook:

This migration bundle	Includes	Notes
Prinergy - Brisque Migration Renderstation - 4up	This part is only available for Brisque customers who currently do not have Prinergy and are now migrating to Prinergy. This specially priced part is offered in exchange for the trade-in of a Brisque, including hardware/software /licenses. The 4up CTP Renderstation expands an existing Prinergy system by providing a distributed rendering station for driving a Kodak 4up CTP device.	Supports all speed modes for the following qualified devices: • Trendsetter 400 • Trendsetter 400 Quantum • Lotem 400 Quantum • Lotem 400 Xpose • TS 3230
Prinergy - Brisque Migration Renderstation - 8up	This part is only available for Brisque customers who currently do not have Prinergy and are now migrating to Prinergy. This specially priced part is offered in exchange for the trade-in of a Brisque, including hardware/ software/licenses. The 8up CTP Renderstation expands an existing Prinergy system by providing a distributed rendering station for driving a Kodak 8up CTP device.	Supports all speeds for the following qualified devices: • Trendsetter 800 • Trendsetter Spectrum • Trendsetter 800 Quantum • Lotem 800 II • Lotem 800 Quantum
Prinergy - Brisque Migration Renderstation - VLF	This part is only available for Brisque customers who currently do not have Prinergy and are now migrating to Prinergy. This specially priced part is offered in exchange for the trade-in of a Brisque, including hardware/software/licenses. The VLF Renderstation expands an existing Prinergy system by providing a distributed rendering station for driving a Kodak VLF CTP device.	Supports all speed modes for the following qualified devices: • Trendsetter VLF • Magnus VLF • VLF Quantum
Prinergy - Brisque Migration - Distribution Server	This part is only available for Brisque customers who currently do not have Prinergy and are now migrating to Prinergy. This specially priced part is offered in exchange for the trade-in of a Brisque, including hardware/software/licenses.	Prinergy Distribution Servers allow expansion of an existing Prinergy system by adding additional processing resources. Includes Premium Server.

Prinergy - Package for Migration from Brisque for 4-up CTP User	Package available to customers trading in a Brisque system. Package contains Prinergy Access, 4-up DCK, SUA, training, and a set of options to ease the migration from Brisque to Prinergy.	
Prinergy - Package for Migration from Brisque for 8-up CTP User	Package available to customers trading in a Brisque system. Package contains Prinergy EL system (including 5 days operator classroom training for 2 operators), 8-up DCK, Start-up Assistance, training, and a set of options to ease the migration from Brisque to Prinergy.	
Prinergy EL (without Trapping) - Brisque Migration (Japan)	This package is only applicable for Brisque migrations in Japan.	This package contains Prinergy EL (without Trapping) and CEPS Output JTP. Existing Brisque licenses can be transferred. See Trade in/up document for further details.
Prinergy EL Premium Value - Brisque Migration (Japan)	This package is only applicable for Brisque migrations in Japan.	This package contains Prinergy EL, Proof Color Management, 3rd Party Connectivity, an Insite Internal Use License, and CEPS Output JTP. Existing Brisque licenses can be transferred. See Trade in/up document for further details.
Prinergy - Software Bundle for Migration from Brisque	Bundle available to customers trading in a Brisque system. Bundle consists of a set of options aimed at easing the transition from Brisque to Prinergy.	

4.1.3 More Information About Trade-ins

For more information, see the latest trade-in document on the Sales Information Portal.

4.2 Best Practice #2: License Transfers

If you attempt to pick individual options in the Pricebook, deal with license transfers by first charging the customer on the order form and then reversing it.

Some guidelines to license transfers:

- Add a manual entry so that it leaves the item on the order but removes the cost of the item. In effect, you are adding the item and then reversing it. This is the recommended approach—it will not affect your sales commission rate.
- Another approach is to add the order to get the correct license. But ordering the license adds to the cost of the order.
- If you attempt to add an item as a trade-in or discount, then you may lose the sales commission.

4.3 Best Practice #3: Configure Each Prinergy or Prinergy Evo System Separately

Configure each Prinergy or Prinergy Evo system separately so that order management knows which options to put on which server. As a simple case:

Product Number	Product Name	Quantity
015-00365A-04	Prinergy Evo - Refine/Trap/Proof/Output	2
632-00167A	Prinergy Evo - Lo-Res Proofing Kit	1
632-00157A	Prinergy Evo - Output Upgrade for Refine	1
634-00318A	Preps Plus Dongle to Floating License Conversion	4

However, the above table doesn't provide enough details. Which Prinergy Evo system do the option licenses go on?

As a best practice, configure each Prinergy or Prinergy Evo system separately so that it's clear to order management. Here's an example:

Product Number	Product Name	Quantity
015-00365A-04	Prinergy Evo - Refine/Trap/Proof/Output	1
632-00167A	Prinergy Evo - Lo-Res Proofing Kit	1
634-00318A	Preps Plus Dongle to Floating License Conversion	2

5. MIGRATION PROCESS/PLAN

5.1.1 Pre-Sales:

The Technical Sales Specialist gathers information on the *Brisque* site by using the Brisque to Prinergy Migration Document as a guideline. Information can be gathered by a site visit, phone, and running the V51Ready program on the computer that is running the *Brisque* software. The script is available on TechPlanet: http://techplanet.creo.com/software_solutions/workflow_software/brisque/nav/v51/downloads.htm

The Technical Sales Specialist uses the Brisque to Prinergy Migration Document with all the migration information, creates a pick list, and creates a drawing of the new configuration.

If there are any questions about the configuration, trade-in allowances, or technical issues, the Technical Sales Specialist can contact the "Brisque Migration Review team," who represents all WPE products. Questions should be submitted via e-mail to Brisque.Migration.Review.Team@creo.com.

As a reference, the Technical Sales Specialist can use the Standard Trade-in and Trade-up Policy document and the Product Solutions Guides to design the configuration. The trade-in documents are available at:

https://sales.creo.com/sales/sip.nsf/ABSN/5654

5.1.2 Order

The order should exist with the following deliverables:

- Sales order: This includes the part numbers of the trade-in packages, features, or options. Free trade-in options have to be listed with a zero dollar value. Free options that are not on the order are not included in the license key.
- Customer profile document: Include this if it doesn't exist for the customer.
- Hardware configuration form: This form captures the configuration of the new workflow hardware.

- Workflow diagram: This is a diagram of the new configuration, including legacy devices. This diagram is used to reference the new installation and helps the Kodak employee that arrives onsite.
- Brisque to Prinergy Migration Document: This lists information on legacy devices and servers that are used in the new configuration. It also lists any *Brisque* licenses that have to be moved between *Brisque* systems, or mark those *Brisque* systems that may be removed from the site or reused for connectivity. It also lists any workflow concerns that need to be handled during Start-up Assistance.

The order is sent to the regional order management team and is put into the order management system. This team ensures these documents stay together.

The Technical Sales Specialist also ensures that a copy of all these documents is sent to the Brisque Migration Review team, so that any errors or concerns can be resolved as soon as possible (before installation).

5.1.3 Service Pricing

The Contract Administration team uses the order and diagrams to create a new and updated list of items and calculates the service pricing. By using the diagram and the Brisque to Prinergy and Evo Features and Functions Migration Guide (located at http://techplanet.creo.com/software_solutions/workflow_software/prinergy/content/docs/v3-0/719-00650A-EN-RevA_draft.pdf), the Contract Administration team is able to remove those items that are no longer in use at the customer site. *Brisque* systems that are used for connectivity to legacy devices fall under the service price of the Device Control Kit of that output device.

Kodak reserves the right to charge service fees for both the new and legacy equipment during the transition period. In most cases, this means that the warranty starts directly after installation. The *Brisque* service fees will only stop at the end of the transition period.

5.1.4 Production

Production configures the new platforms according to the order. New platforms include all licenses and connectivity to the designated output device, if any. In some cases the *Brisque* system may be kept onsite to connect to the device.

The sales order contains all the information that the License Key team requires to generate the new license. It is therefore important that all *Brisque* features that are to be converted are listed in the order as their *Prinergy* counterparts at a zero cost.

For US&C orders, the License Key team uses the information in the Brisque to Prinergy Migration Document to modify and/or transfer licenses from one *Brisque* system to another *Brisque* if required (this will not be needed in most cases). It is very important to ensure the migration document contains all the necessary information.

If a *Brisque* remains onsite for connectivity reasons, Kodak has the right to exchange the license of the *Brisque* software for a minimized license, which will still provide connectivity.

5.1.5 Installation and Start-up Assistance

Installation should typically happen between six to eight weeks after the order has been sent to order administration. The Application and Installation Manager contacts the customer to arrange a time for installation, training, and Start-up Assistance. Installation is always executed before Start-up Assistance.

For details on the length and method of training, check the description of the packages in the price book.

The Application and Installation Manager or Applications staff member who is scheduled to go onsite also contacts the Technical Sales Specialist. This ensures that any specific customer concerns are briefed and discussed before visiting the customer.

For more complex configurations, or customers with a "difficult" history, we advise to send people onsite with previous migration experience. A successful migration will largely influence other deals in that region.

The Brisque to Prinergy and Evo Features and Functions Migration Guide handles the most common concerns during migrations. If any new concerns are found onsite, please forward that information to the Brisque Migration Review team.

The Applications staff member onsite can run the V51Ready program and forward the report to the regional Brisque Support Manager. This information includes hardware options, serial numbers, and might be needed for repurposing the hardware at other sites.

5.1.6 Transition Period

There may be a transition period where the customer will run a dual workflow. This can not last longer than one to two months, unless specified otherwise in the contract.

During the transition period, Kodak ensures that both workflows have access to the output devices. **The details of this configuration are Kodak's discretion**.

At the end of the transition period, Kodak reserves the right to ship the trade-in *Brisque* systems back to Kodak. This will not happen for every customer.

6. LICENSE MANAGEMENT

Ensure that all licensed features are placed on the order. This includes both newly purchased features and features that are traded in from a *Brisque*.

Information on the features that can be traded in can be found on the Standard Trade-in and Trade-up Policy page on SIP:

https://sales.creo.com/sales/sip.nsf/ABSN/5654

If licenses need to be removed or transferred between *Brisque* systems, forward that information together with the Sales Order.

7. SERVER SIZING

Prinergy server sizing is based on the number of pages/plates per hour. Note that reprinting *Brisque* CT/LW pages through *Prinergy* will process slower than average vector-based files, so size the *Prinergy* system appropriately.

Prinergy server requirements are also based on the size of the printing operation.

For guidelines on *Prinergy* Connect server sizing, see the *Prinergy 3.x Solutions Guide* on SIP: https://sales.creo.com/sales/sip.nsf/ABSN/1044

For guidelines on *Prinergy* Evo server sizing, see the *Prinergy Evo Performance Spreadsheet* on SIP: https://sales.creo.com/sales/sip.nsf/ABSN/5518

8. PERFORMANCE/AVAILABILITY

8.1 Prinergy Connect

Performance differences vary widely depending on the size and types of files that are being processed. Reprinting *Brisque* CT/LW pages through *Prinergy* will process approximately 50 percent slower than average vector-based files.

Virus concerns: We've qualified Norton AntiVirus for use on *Prinergy* servers.

See *Security and Antivirus Recommendations for Windows-based Kodak Workflows:* http://techplanet.creo.com/software_solutions/networking_os/windows_support/content/docs/72-3634C-EN-E-PR01.pdf.

Failover: We have Emergency Plate Making+ (EPM+)

This makes the primary server redundant so that production can continue while Kodak repairs the primary server.

See *Emergency Platemaking & Veritas Storage Replicator Installation and Operation*: http://techplanet.creo.com/software_solutions/workflow_software/prinergy/content/docs/v2-2/717-00126A-EN-D.pdf.

Job replication: This will be available for Windows-based file servers around May 2006.

Re-ghosting/reinstallation: In some cases, this can be necessary, but this is not typically performed by customers. This is similar to Brisque's "cold start" capability.

See *Server Installation for Factory and Field:* http://techplanet.creo.com/software_solutions/workflow_software/prinergy/content/docs/v3-0/72-3497C-A.pdf

Scheduled Maintenance for Prinergy

For schedule maintenance information, see *Prinergy Maintenance*: http://techplanet.creo.com/software_solutions/workflow_software/prinergy/content/docs/v3-0/734-00294A-EN.pdf

Backup: *Prinergy* has an optional feature to back up system drives and databases to tape. It is useful in recovering a system.

See the *System Administration Guide:*
http://techplanet.creo.com/software_solutions/workflow_software/prinergy/content/docs/v3-0/653-00524C-EN-RevA.pdf

Redundant power supplies The Premium Power Edge Server line has redundant power supplies. The Performance Power Edge Server and the OptiPlex lines do not have redundant power supplies.

8.2 Prinergy Evo

Performance differences vary widely depending on the size and types of files that are being processed. Reprinting *Brisque* CT/LW pages through *Prinergy* Evo will process approximately 50 percent slower than average vector-based files

Security updates and antivirus protection: For more information, see the *Installing Windows Security Updates and Antivirus Protection for Prinergy Evo Technical Bulletin*:

http://techplanet.creo.com/software_solutions/workflow_software/prinergy_evo/content/docs/security_updates.pdf

Failover: Use dual *Prinergy* Evo servers to provide redundant processing and use an external RAID to store job folders. Use an indirect (1-bit TIFF) connection to allow one or more output devices to continue operating when the *Prinergy* Evo server(s) are unavailable.

Job replication: Because *Prinergy* Evo does not use a database, job replication is not required. Multiple *Prinergy* Evo systems can work simultaneously on the same job without replication. Job data can be backed up by copying the job folder. A job can be sent to another *Prinergy* Evo site by sending the relevant files and folders from the job folder.

Re-ghosting/reinstallation/maintenance/backup: Re-ghosting is very rare and is not done by the customer. Preserve your *Prinergy* Evo configuration by performing the "Save *Prinergy* Evo configuration" task weekly. The saved configuration can then be restored to a re-ghosted server. See *Prinergy Evo System Administration Guide*:
http://techplanetpre.creo.com/software_solutions/workflow_software/prinergy_evo/content/docs/User/PDF/PrinergyEvo_31_sysadm.pdf

Redundant power supplies The Premium Power Edge Server line has redundant power supplies. The Performance Power Edge Server and the OptiPlex lines do not have redundant power supplies

9. LIMITATIONS OF PRINERGY PLATFORM FROM THE BRISQUE PERSPECTIVE

See the *Brisque to Prinergy and Evo Features and Functions Migration Guide* using the following link:

http://techplanet.creo.com/software_solutions/workflow_software/prinergy_evo/nav/v3_0/migration.htm.

10. TRAINING OPTIONS

10.1 Prinergy Connect

All packages come with two extra days of Start-up Assistance (SUA) to assist customers with migrating to the *Prinergy* workflow.

The entitlements are as follows:

Package based on *Prinergy* Access contains three days of online WebEx training as well as four days of SUA.

Package based on *Prinergy* EL contains two seats of seven days of classroom training and seven days of SUA.

Additional SUA can be ordered.

10.2 Prinergy Evo

No in-class training is available. Customers must choose from **one** of the following training options:

Self-paced Web-based Training (WBT) at no additional cost (duration about four hours). Customers are sent a link to download the WBT ahead of the installation and are expected to set aside time to review the materials before installation.

WebEx available at $750 per seat (duration about six hours): This WebEx session guides them through the WBT and the instructor will also go through several exercises.

Before installation and SUA, the customer **must** have completed one of the above training options to comply with the contract. We have found that some customers who do not purchase the WebEx do not complete the WBT before installation, and this generally causes an over-run (which costs Kodak). Alternatively, the Applications Engineer has to leave the site because he or she is booked for the next installation and the customers have not received all their training because we had to spend time going over the basics.

During installation, the customer will receive a training DVD that is part of the *Prinergy* Evo package containing the WBT and training exercises. There are 40 exercises with test files on the DVD that the customer can use after the *Prinergy* Evo software has been installed.

Start-up assistance (SUA)

All *Prinergy* Evo migration packages come with four days of SUA (two days with standard configuration + two extra bundled days).

11. FULFILLMENT EXPECTATIONS

Currently, it takes six to eight weeks from customer order to the start of installation. As more customers sign up for this migration process, the field will be very busy and it may be eight to 10 weeks before installation can start.

Kodak expects that the migration will be completed four to eight weeks after installing the *Prinergy* system and executing the SUA. At any time after these eight weeks, the local Application and Installation Manager will contact the customer to schedule the return of the *Brisque* systems that were traded in (unless otherwise specified in the order). Some customers might prefer a faster transition.

12. DEVICE CONNECTIVITY

See the Connectivity Document for *Brisque* to *Prinergy* Evo and *Prinergy* Migrations (Excel file):

http://techplanet.creo.com/software_solutions/workflow_software/prinergy_evo/nav/v3_0/migration.htm

13. REFERENCE OF MIGRATION RESOURCES

<to come>