



Gentilly, 26<sup>th</sup> april 2010

# Press Release

## **SOLYSTIC INSTALLS ITS 1 000<sup>TH</sup> MARS MACHINE.**

**SOLYSTIC is a French SME, specialised in mail processing technology. More than 1 400 models of its MARS machine, automating the preparation of mail delivery satchel, whilst valorising the machine operator, have already been sold throughout the world.**

On 21<sup>st</sup> April 2010, SOLYSTIC celebrated the installation of their 1000<sup>th</sup> MARS machine in the Mail Processing Facility at Thonon-les-Bains (La Poste - France). The MARS carrier route sequencing machine, designed for individual postal rounds, has become the worldwide standard in its category, due to its remarkable performance levels – 12 000 mail items per hour, sorted in a three pass mode and more than 41 000 mail pieces an hour in classic mode, not forgetting its reliability and simplicity of use.

Its compact size is another of MARS' major advantages: thanks to its small footprint, the majority of postal operators are installing MARS machines in branch offices or distribution centres. Connectivity with external peripherals is simple, making it easy to add on supplementary functions.

Its competitive and attractive purchase cost assures a rapid return on investment, including a reduction in the consumption of spare parts.

By the Spring of 2010, more than 1 400 MARS machines have been sold to major European postal organisations. Each new series has benefited from continual adjustments and improvements, whether it is performance, ergonomics, cost of use or noise levels. The simplicity of the design makes MARS an extremely robust tool, easy to maintain with a low consumption of spare parts. Its 'single level' design means that MARS is widely recognised as being the most ergonomically designed machine available. Very little training is required for an operator to take control of a MARS machine.

At its Bourg-lès-Valence site in France, SOLYSTIC can produce MARS at a rate of 9 units per week. The on-site installation process then takes a further two days. Attached is a video covering the installation of the 1000<sup>th</sup> machine and customer feedback on [www.solystic.com](http://www.solystic.com).

The MARS machine was designed to meet the requirements of sustainable development: the low noise level of the MARS (65 dB) contributes significantly to the working conditions of its operators. The component parts of the MARS machine have been selected to meet ROHS requirements limiting the use of Hazardous Substances.

Numerous additional services are proposed with the MARS to provide rapid, efficient service: the "Service Desk" run by SOLYSTIC™ lets users monitor service requests, technical support operations, upgrades and a machine log, all over the web. Web-based training programmes (e-learning) can be used to prepare or refresh MARS operators and maintainers knowledge.

The consistent use of MARS worldwide over the last ten years is living proof of its efficiency and reliability. The MARS not only improves the quality of service, but this exceptional machine is also an essential link in the reduction of distribution costs, estimated at 50% of the total cost of processing a letter.

The MARS has made its mark in the long history of improvements to postal sorting.

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SOLYSTIC specialises in the design, development, manufacture and integration of mail processing systems. For over 60 years, the company has been a world leader in the postal market. Its headquarters are based at Gentilly (Val-de-Marne) and its production site at Bourg-lès-Valence (Drôme). With 600 employees, SOLYSTIC, in 2009, achieved a turnover of over €150 M SOLYSTIC is a subsidiary of Northrop Grumman.

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