



Dataflow acquires Liverpool Blueprint

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Dataflow, Inc. has acquired Liverpool Blueprint, Inc. The deal will create one of the largest full-service document management and digital printing service providers in Central New York. The company will provide business-to-business document management and printing services to the architectural, engineering and construction (AEC) industries, as well as to schools, universities, hospitals, manufacturing and other industries.

The merged entity will have a combined production capacity of more than 165,000 D-size architectural drawings in a 24 hour period. "When you consider that a \$100 million building project may have a production run of 45,000 drawings, it is ample firepower to meet the most demanding customers' schedule" said Dan Zimmerman, partner at Dataflow.

Liverpool Blue's owners and lifelong area residents Jane and Scott Taylor will remain with the merged company in a senior executive capacity. From their perspective, the sale is a logical response to epochal changes in the construction business. "Liverpool Blue has earned its loyal clientele with obsessive attention to service, service, service," said Taylor, former company president. "But as the speed of the construction business increases, and deadlines tighten, turnaround times become much more do-or-die than ever before. There are more project participants collaborating, more information being shared and everyone needs documents yesterday."

To address these new customer needs, two years ago Liverpool Blue invested in web-based technology. "We introduced an on-line plan room system at the same time as others did across town," said Taylor. "But Dataflow's construction document management systems are a leap beyond ours or theirs, and they have been at this new technology for more than seven years!"

Zimmerman said, "Actually, Dataflow was the second company in the whole U.S. to adopt this technology."

In addition, like Liverpool Blue, Dataflow is also a family-owned business. "They understand service, business ethics and good old-fashioned work" said Taylor. "Their owners do the work themselves, just like we do."

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