Varian Medical Systems Chooses Data Conversion Laboratory to Convert Critical Technical Documentation to DITA XML

Varian Medical Systems

Data Conversion Laboratory (DCL), a leader in converting content to new formats, has been selected by Varian Medical Systems to migrate some of the company's technical materials into DITA XML. Varian is the leading global manufacturer of medical devices for treating cancer. The company also provides informatics software for managing cancer clinics, radiotherapy centers and oncology practices.

Varian has built a library of operator manuals, reference guides and other documentation in twelve languages to meet the needs of its worldwide customer base. Digitizing this content will allow the company to more easily maintain, update, and publish through multiple channels and in multiple languages. Varian chose DCL because of its expertise with large-scale conversion projects, where accuracy, cost-efficiency, and "speed to market" are all critical. The company recently put a DITA-based content management system in place to author and publish content on the Web and in print.

"Every day, medical personnel depend on our products to treat cancer with radiotherapy and radiosurgery. They need manuals and reference guides that are correct, up-to-date and easily accessible. DCL came to us highly recommended as a premier partner for complex projects where accuracy is not an option, but a vital necessity," said Achim Heilmann, Senior Manager, Global Publication Support Services, Varian.

In an earlier pilot project, Varian worked with DCL to identify and eliminate redundant content and streamline the conversion process using its Harmonizer™ software solution. DCL tests have shown that most document collections have more than 50 percent redundancy, meaning that companies are often maintaining twice as much content as they need to, at twice the expense.

"Varian understands that having a well-planned content migration strategy saves time, reduces costs and improves customer service, while increasing shareholder value. We are pleased to partner with Varian on this critical migration project," said Mark Gross, Chief Executive Officer of DCL.

About Data Conversion Laboratory, Inc.
DCL (www.dclab.com [1]) is a leader in organizing, converting, and moving content to modern formats for wide access and new revenue streams. With expertise across many industries, DCL's proprietary technology matched with US-based project management teams solve clients' conversion challenges securely, accurately and on-time. Serving businesses, government, nonprofits and individuals by future-proofing their content, DCL started in 1981 and is a 100 Top Company in the Digital

Content Industry for 2011-2012. [2]

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