## Scribus!

## What barriers does Scribus need to overcome to broaden its user base?



### Who am I?





C64 Amiga Windows Mac



## entered print industry when classic lithography was dying

## 

#### dtp

database publishing asset management web to print virtualization high availability

brand management



litho offices advertising agencies – big and small software companies industrial printers

## customers

Opel **Credit Suisse** Toyota **Continental Tyres** Samsung Hyundai Renault Chevrolet **Brita Water Filters** 

### Key players

# oto folks

- need to process documents very quickly
- color management is possibly evil
- quality is king (they say)
- left Quark XPress for Adobe InDesign losing years of experience

## orint [industry]

- still agonizing over vanishing market share
- very reluctant to implement new production workflows
- still denies that it is a very it-heavy sector
- believe vintage it investments should last another 20 years

# agencies

- meander between incorporating the entire production process and outsourcing it completely
- don't like to broaden their internal technological knowledge in order to deliver better quality products
- don't like to see other branches picking up money they think should stay with themselves
- recruit their production personnel from dtp and print companies

### Where does this lead?

Every player in the process tries to avoid mistakes and therefore circumvents tools and production steps that may possibly lead to a financial loss.

## InDesign is a vital, well-known tool in this environment.

Not because it's such a great program.

Because a lot of people know how to handle its shortcomings.

And a few know it in its entirety – at least in certain areas – and try to monetize their knowledge. InDesign and the handling of knowledge surrounding it are completely "old world" – don't share your knowledge to secure your income.

Duh.

# What can Scribus do to succeed?

#### Scribus should not

try to incorporate every single feature InDesign provides. Often in not so fine quality and buggy over several iterations.

#### **Scribus should**

try to provide a stable, predictable tool that leaves the user assured that a certain set of products can be produced effectively and correctly by using it.

#### **Scribus should**

offer a broad social profile in order to connect with its users and the troubles they face while using the tool.

### Chances

InDesign destroyed XPress because it quenched a starving industry's thirst for an eagerly awaited change.

## Quark was an **amazingly** arrogant company at that time.

Today, we are looking at a standstill of InDesign that is already going on for years.

We can see Adobe showing the same arrogance Quark showed back in the late nineties.

People in the print industry are looking for something that makes a switch worthwhile.

Again.

## Go for it, Scribus!

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