INTERNATIONAL
PRINECT USER DAYS

May 14 and 15, 2019

Welcome to the International Prinect User Days at the Print Media Academy in Heidelberg on May 14 and 15, 2019

The planning session took a novel turn for the members of the organization team this year. While discussions in previous years had focussed on product topics, improvements and software extensions, the team rapidly agreed on a different track. The Prinect System has now matured to such an extent that we decided to position the profitable usage of the available functions, i.e. the successful introduction of Prinect features in the print shop, at the forefront of the event. Naturally, Prinect will never really reach the end of its development potential, and there will always be areas where the system needs to be enhanced. Nevertheless, we need to realize that many of the features available today are often not used to their full potential. The International Prinect User Days 2019 would like to change this, and make it easier to implement the available features into the work routine under the motto: "Moving from feature to successful usage". We have therefore developed new training approaches, which will be presented to the public at the User Days for the first time.

The team was also in agreement that in an ever tighter personnel market, it will be crucial to attract young talent to the company and to exploit the opportunities digitization offers. This topic is the focus of this year's keynote presentation.

Two more topics have also made it on the agenda. One is the challenging topic of switching to another MIS, and the other is the applications of toner and inkjet digital printing technologies, which will be examined in a technical presentation. As a matter of course, Prinect also underwent further development, and its new features will naturally be showcased and explained in a whole series of workshops.

By the way, there were no discussions at all about the choice of a suitable location for the evening event thanks to the excellent feedback from last year. Join us for a communicative kitchen party on the 12th floor of the PMA, high above Heidelberg's rooftops with panoramic views of the castle and old town. And another thing remains unchanged: the long breaks and the happy hour in the foyer for you to exchange ideas and experiences with colleagues and "Prinectees" from Heidelberg.

We look forward to welcoming you to the PMA on 14 and 15 May, 2019.

Organization team:

The International Prinect User Days is an event organized by a group of Prinect customers for Prinect customers. Heidelberger Druckmaschinen sponsors the event and provides the organizational and logistical framework. The program for the International Prinect User Days 2019 was put together for you by the members of the organization team:

Walter Grasl, G. Grasl GmbH, Baden bei Wien (A)
Frank Karl, Medienhaus RETE OHG, Freiburg (D)
Martin Klein, ctrl-s GmbH, Stuttgart (D)
Mariusz Lewandowski, NiceProject, Wroclaw (PL)
Thomas Schubert, Förster & Borries GmbH & Co. KG, Zwickau (D)
Felix Signer, Galledia Print AG, Flawil (CH)
Albert Tuijtel, Tuijtel, Hardinxveld-Giessendam (NL)

Tuesday, May 14, 2019
Print Media Academy

Presentations, workshops and discussions

9:00 a.m.	to 9:30 a.m.	Get-together with coffee, tea and biscuits
9:30 a.m.	to 9:45 a.m.	Welcome and introduction to the agenda
9:45 a.m.	to 10:45 a.m.	Expert talk
10:45 a.m.	to 11:15 a.m.	Coffee break
11:15 a.m.	to 12:15 p.m.	Expert talk
12:15 p.m.	to 1:15 p.m.	Lunch break
1:15 p.m.	to 2:30 p.m.	Expert talk
2:30 p.m.	to 3:00 p.m.	Coffee break
3:00 p.m.	to 6:00 p.m.	Workshop series 1 – 3 and Demo Marketplace
6:00 p.m.	to 7:00 p.m.	Happy Hour!
7:00 p.m.	to 11:00 p.m.	Joint dinner

9:30 a.m. Welcome and introduction to the agenda
Presenters: Albert Tuijtel, Tuijtel
Mariusz Lewandowski, NiceProject

9:45 a.m. Company culture in the digital age:
How to attract young talent?
How can I create a company culture that will make "digital natives"
want to join the graphic arts industry? And how can I keep them on board?
Exciting high-tech products and good pay are not enough to attract the
required talents. Their expectations are quite different. How can they
be met?

Presenters: Anthony Thirlby, Nick Gawreluk,
Heidelberger Druckmaschinen AG

10:25 a.m. Moving from feature to successful usage: Prinect Certified Application Engineer

Expertise is essential to be able to use the Prinect System in all its facets. That is not necessarily pure production expertise or knowing how to operate the Prinect system, but rather the analysis of production processes, standardization, and mapping within the system. In print shops, this task is often carried out by "power users" or system administrators. In order to train and develop this know-how, Heidelberg is launching the new "Prinect Certified Application Engineer" training program.

Presenter: Klaus Schelble, Heidelberger Druckmaschinen AG

10:45 a.m. to 11:15 a.m. Coffee break

11:15 a.m. Learning automation: Prinect Advanced Automation Training

A key building block of the Smart Print Shop concept is the reduction of manual touchpoints. The automation of the production processes is a basic prerequisite for this. And automation can be learned, it is certainly not rocket science. Which is why the first new training module developed for the "Prinect Certified Application Engineer" is Prinect Advanced Automation. In this presentation, the training developers give an overview of the structure, content and duration of this new training module.

Presenters: Bert Klein, ctrl-s GmbH
Andreas Vieweg, Heidelberger Druckmaschinen AG

11:45 a.m. Migrating to a new MIS system: Best practice from two customer projects

The introduction of a new MIS solution is always a big challenge for print shops, because it affects all departments of the company. This makes sound project planning and a tailor-made implementation and training concept all the more important. We show you on the basis of two customer projects how these challenges can be mastered, and how more efficient and automated workflows can be achieved with a new MIS.

The course of these introductory projects is presented, as are the requirements placed on the print shop in terms of project management and control, including the realignment of workflows.

Presenter: Reiner Bachthaler, Heidelberger Druckmaschinen AG

1:15 p.m. Quo vadis digital printing technologies:
Where are we headed to?

Digital printing technologies today are an essential component of the print media industry for the development of new business fields. Based on toner and inkjet technology developments, more and more digital printing systems are appearing on the market. Let's explore the future potential of these technologies.

Presenter: *Andreas Forer, Heidelberger Druckmaschinen AG*

1:45 p.m. Heidelberg News

Of course, the classic of the Prinect User Days program must not be missed in 2019 too. As usual, the highlights of the new Prinect version are presented briefly and concisely in an overview. This provides important input for the question of which workshops to attend in the afternoon and on Wednesday.

Presenter: *Axel Zöller, Heidelberger Druckmaschinen AG*

2:30 p.m. to 3:00 p.m. Coffee break

Marketplace

In this marketplace, Prinect 2020's new key features will be presented in four different short 20-minute demos. At each of the individual stations, up to eight participants can obtain information about a new function or workflow application. The focus here is on the actual demo itself and not necessarily on discussions. Most demo topics will be picked up in the workshops and can be discussed in more detail then. The four demos will be repeated several times, so that every visitor can set his own focus.

The contents of demos D1 to D4 are described below:

Marketplace D1 to D4 start every full and half hour between 3:00 p.m. and 6:00 p.m.

D1: Prinect Web Shop: Easy production of standard jobs with the Prinect workflow

Online shops create the potential to generate new orders, and increase customer retention. They can be used to offer more than just printed matter.

We show you how your customers can use Prinect Web Shop to process their orders. And how you can automate and standardize jobs in production to reduce touchpoints.

D2: Prinect Business Manager: Overview of new features including integrated book production

Prinect Business Manager is an all-round solution for optimizing print shop business processes. The demo gives you an overview of the system structure, explains its functionality, and the operating concept. Find out how Prinect Business Manager, a central component of an integrated Prinect workflow, optimizes your job and materials management. A part of the demo is a first overview of the new features for hardcover book production.

D3: Prinect Smart BI: How it can help you better understand your print shop

Prinect Smart BI was introduced at last year's International Prinect User Days. The product is now available on the market. A wealth of experience is gained from the numerous customer installations, and has been incorporated in the product. If you are interested in a short functional overview demo, then this demo is just right for you. If you are looking for a more in-depth workshop, we recommend the special Prinect Smart BI workshops 1, 5 or 9.

D4: Prinect Portal and Automation: Smart integration of the print buyer into the Prinect workflow

Automate the processes in your print shop with Prinect Portal and Smart Automation to enhance your job throughput. You can automate jobs from the browser-based Prinect Portal and let your customers participate, and interact. You – and your customer – keep an overview of the status at any time.

In this demo, we show the simple generation of various print jobs in the Prinect Portal, and their automated processing.

Workshops

3:00 p.m. to 3:50 p.m. Workshop series 1, WS 1 – 4 in parallel
3:50 p.m. to 4:05 p.m. Coffee break
4:05 p.m. to 4:55 p.m. Workshop series 2, WS 5 – 8 in parallel
4:55 p.m. to 5:10 p.m. Coffee break
5:10 p.m. to 6:00 p.m. Workshop series 3, WS 9 – 12 in parallel

WS 1, WS 5 and WS 9:
Prinect Smart BI: Use cases from various customer installations.
What can I learn from my data
Prinect Smart BI provides a deep understanding of your print shop's business. But how to use it? And how to implement business intelligence in your organization? Business intelligence is more than just collecting data from MIS and production or structuring this data in reports. It is about asking the right questions to identify bottlenecks and opportunities for growth and increased performance. So how do I ask the right questions to use my data intelligently?

Target group: This workshop is designed for department heads and production managers, general managers and anyone who wants to gain a deeper, fact-based understanding of a print shop's production and business figures.

Presenter: Jacob Hededam, Heidelberger Druckmaschinen AG

WS 2 and WS 11:
How does the Heidelberg Assistant help the Prinect user: Status and next steps

The Heidelberg Assistant is the digital platform with all the information you need about your print shop. It provides full transparency and access to all Heidelberg services – 24/7 and on all available devices from laptop to smartphone.

Of course, important key figures and an extensive knowledge database on the topic of Prinect are also available. Open service tickets for your workflow digitally, and track the progress of processing through to clarification and successful completion. While you are there, you can also keep an eye on all contracts and invoices.

Target group: Prinect users, decision makers and administrators, management

Presenter: Torben Baptist, Heidelberger Druckmaschinen AG

WS 3 and WS 7:
Electronic planning: Functional overview, getting started and successful implementation

How do you plan production today – manually or digitally? On the way to the Smart Print Shop, the use of electronic support is just one logical step. Get to know the new functions of Prinect Scheduler. In this workshop, we will also show you new entry-level options and discuss the requirements for becoming a power user of electronic planning.

Target group: The workshop is aimed at Prinect users involved in production planning, and all those who want to tap into further optimization potential.

Presenter: Ulrike Seethaler, Heidelberger Druckmaschinen AG

WS 4 and WS 12:
Prinect Portal: Prinect's best kept secret?

Even without being an "online printer", online access for customers as well as employees is useful and desirable at various points in the workflow: enquiry, ordering, upload, correction, approval, and download procedures via the Internet increase convenience as well as process and production reliability and help reduce costs. Get an overview of the functionalities Prinect offers with the Prinect Portal to ease up your daily chores.

Target group: This workshop addresses Prinect users interested in integrating customers or employees via the web.

Presenter: Wiebke Stoltenberg, Heidelberger Druckmaschinen AG

WS 6 and WS 10:
Digital printing: Versafire & workflow: How to improve flexibility and productivity in digital printing

Prinect Production Manager now also offers digital printing users more features than just those with Prinect DFE. Users can generate complex documents with tabs and sheet dividers for the Versafire EV/EP offline using the new "Document Assembly" tool in the PDF Toolbox. Digital printers will be especially interested in applications for involving the customer in order set-up, data upload and approval via Prinect Portal, automation options with Smart Automation, and connecting online shops via XML. Output from Prinect can be carried out not only on the Versafire but also on the DFEs from various other vendors.

Target group: This workshop is aimed at users of digital printing systems interested in an overview of the Prinect workflow.

Presenter: Hans Schieber, Heidelberger Druckmaschinen Vertrieb Dtl. GmbH

Integrated label production: From MIS to production

In label printing, the interaction of MIS and Prinect enables a more efficient workflow, in which touchpoints are reduced, capacities better utilized, and resources conserved.

Together with various internet-based ordering options from the MIS or the Prinect Portal, this results in a complete solution for the label market. We will introduce workflows and discuss further requirements and future wishes with you.

Target group: The workshop is targeted at companies in the area of label production interested to learn about the possibility to integrate the market leading Cerm MIS system.

Presenter: Marc Woschei, Heidelberger Druckmaschinen AG

6:00 p.m. to 7:00 p.m. Happy Hour in the foyer of the PMA

7:00 p.m. to 11:00 p.m. Joint dinner on the 12th floor of the PMA

Wednesday, May 15, 2019
Print Media Academy

8:30 a.m.	to 9:00 a.m.	Ge-together with coffee, tea and biscuits
9:00 a.m.	to 9:10 a.m.	Welcome and summary of the first day
9:10 a.m.	to 10:00 a.m.	Workshop series 4, WS 13 – 16 in parallel
10:00 a.m.	to 10:30 a.m.	Coffee break
10:30 a.m.	to 11:20 a.m.	Workshop series 5, WS 17 – 21 in parallel
11:20 a.m.	to 11:50 a.m.	Coffee break
11:50 a.m.	to 12:40 p.m.	Workshop series 6, WS 22– 26 in parallel
12:40 p.m.	to 12:55 p.m.	Coffee break
12:55 p.m.	to 1:45 p.m.	Workshop series 7, WS 27 – 30 in parallel
1:45 p.m.	to 2:45 p.m.	Lunch break
2:45 p.m.		End of event

WS 13 and WS 20:
Integrated production 1: Prepress innovations incl. automated plate production with the Plate Pilot
Last year, we presented for the first time how the Plate Pilot in conjunction with the Scheduler automatically optimizes the plate output sequence, so that the plate trolleys are available at the press with perfectly sorted plates on time for the start of printing.

See how this can be supervised at the Prinect Portal Plate Pilot Widget and how you can intervene in the process from there. We will also be presenting the new features of these and other prepress functions in Prinect 2020.

Target group: This workshop is aimed at Prinect users who want to adapt their plate production sequence to their press scheduling.

Presenter: Wiebke Stoltenberg, Heidelberger Druckmaschinen AG

PDF Toolbox: Update and new features

The Prinect PDF Toolbox, Heidelberg's tried-and-tested versatile PDF problem solver, provides new developments for nearly all its tools in version 2020. We would like to present those to you in this workshop.

A completely new function is "Assemble Documents", a tool that helps combine documents from many individual files elegantly, e.g. for creating training documentation. We also discuss your wishes and suggestions for future versions.

Target group: This workshop classic is aimed at users from companies of all sizes, who would like to get to know the new functionalities of the PDF Toolbox. There is no expert knowledge required. Knowledge of the PDF Toolbox is recommended.

Presenters: Sylke Hansen, Frank Gnutzmann,
Heidelberger Druckmaschinen AG

WS 15 and WS 19:
Prinect Business Manager: Update and new features
High degree of flexibility combined with standardized and automated workflow processes – this is the challenge for a smart MIS-controlled print production. New features of the Prinect Business Manager help fulfil this task, e.g. for hardcover books, production planning, complex processes in postpress, or fully automatic cutting solutions. This will be demonstrated by practical examples in this workshop, rounded off by an overview of the current possibilities of using Prinect Portal for the daily tasks of sales reps and order managers.

Target group: This workshop is aimed at Prinect Business Manager users as well as anyone interested in understanding Heidelberg's MIS solution and its features for being integrated into the production world.

Presenter: Reiner Bachthaler, Heidelberger Druckmaschinen AG

WS 16 and WS 24:
Optimizing software upgrades in Prinect: Annual upgrades & patches
Installing upgrades or software patches is a necessary evil if you want to ensure the system's stability or be able to use new features. Online connection of the systems with automated software shipping now makes this even more the topic of the day. Production usually has to be interrupted to carry out updates and upgrades. This has an impact on the entire business, even on the customer if web portals are involved. It is something that cannot be avoided, but effective planning and implementation can significantly reduce downtimes. This workshop gives you tips on the best way to approach upgrading your software to minimize the impact on production.

Target group: This workshop is designed for Prinect administrators and users responsible for the Prinect system and interested in optimizing the upgrade process of Prinect systems.

Presenter: Klaus Schelble, Heidelberger Druckmaschinen AG

WS 17 and WS 29:
Automatic paper stretch compensation: Use cases including measuring spot colors

Have you ever noticed the effects on the printed image of the unwanted stretching of the paper? This stretching can already be compensated during prepress – provided that the behavior of the printing substrate is known. Automatic compensation saves a lot of time during makeready, which would otherwise be spent for exhausting alignment of the register. A wide variety of applications in commercial, packaging and label printing are suitable for being compensated in advance.

We will show you for which printing situations this procedure can be used and how you can thus get difficult layouts and substrates under control. Furthermore, we will introduce you to a method with which you can also automatically measure print jobs with spot colors.

Target group: This workshop is aimed at those responsible for print production and prepress looking for potential to save makeready times and improve print quality.

Presenters: Cordula Völker, Timm Mohr,
Heidelberger Druckmaschinen AG

WS 18 and WS 23:
Prinect Advanced Automation Training: Concept & tryout training

The first day of the International Prinect User Days saw the presentation of the concept of the new "Prinect Advanced Automation Training". On the second workshop day, a specific section of this new training module will be presented in detail, and "trained". Participants will gain an insight into the system and the level of detail of the training module, and can develop a better understanding of it.

Target group: Prinect users looking to find out about the various training steps required to fully grasp the topic of automation and reduction of touchpoints.

Presenters: Bert Klein, ctrl-s GmbH
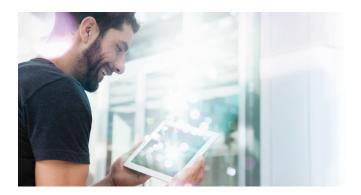*Andreas Vieweg, Heidelberger Druckmaschinen AG*

WS 22 and WS 28:
Integrated production 2: Push to Stop production scheduling to pressroom and postpress

Are you already on your way to the Smart Print Shop? In this workshop, we offer you the opportunity to familiarize yourself with Push to Stop production. How to produce Push to Stop on new printing and folding machines and how can the workflow contribute to it? The optimization and automation of planning plays an important role, because an intelligent job sequence supports you on the printing and finishing machines, and makes your operation not only smarter but also more productive.

Target group: The workshop is aimed at those who are looking for new optimization potential and at users who deal with planning, standardization and efficient print and folding production in daily practice.

Presenter: Ulrike Seethaler, Heidelberger Druckmaschinen AG

WS 25 and WS 30:
Integrated hardcover book production: From the offer to the finished book with Prinect 2020

Producing hardcover books requires work steps uncommon in pure commercial print shops. Prinect 2020 makes it possible to take these work steps into account directly when costing the book in the Business Manager, and transfer them back to the production system for processing. Get an insight into the extensions of the system, which can handle the more complex workflow requirements of hardcover book production. Some of the enhancements can also be beneficial for commercial printers producing exquisite printed products.

Target group: The workshop is aimed at those who are producing or planning to produce hardcover books or specialized printing materials.

Presenters: Wiebke Stoltenberg, Reiner Bachthaler,
Heidelberger Druckmaschinen AG

WS 26:
Integrated folding carton production

In this workshop, we will look at packaging printing from a different perspective: Up to this point, it was Heidelberg that presented the advantages and benefits of the workflow solution. But who could better and more authentically tell you how to produce successfully with Prinect solutions? Exactly, ... a satisfied customer!

You will gain an insider view on this customer uses Prinect Packaging. There will also be the opportunity to initiate an exchange of experiences and to enter into a lively discussion.

Target group: The workshop is aimed at companies in the area of folding carton production or companies intending to enter this market segment.

Presenter: Marc Woschei, Heidelberger Druckmaschinen AG

Registration information

Contact and registration
Please register with your local Heidelberg representative
or contact
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Venue
Heidelberger Druckmaschinen AG · Print Media Academy
Kurfuersten-Anlage 52–60 · 69115 Heidelberg

Event language
English

Note
The German-language Prinect User Days will take place on May 24
and 25, 2019. The program is identical to the English-language event.
For the detailed program, visit www.prinect-anwendertage.org

Should there be any conflict with the dates of the event held on
May 14 and 15, German-speaking participants are welcome to take
part in the event on May 24 and 25.