

Workshop 23/30
**Princt Business Manager:
News and potential for savings**

INTERNATIONAL
PRINCT USER DAYS

18th and 19th November 2015

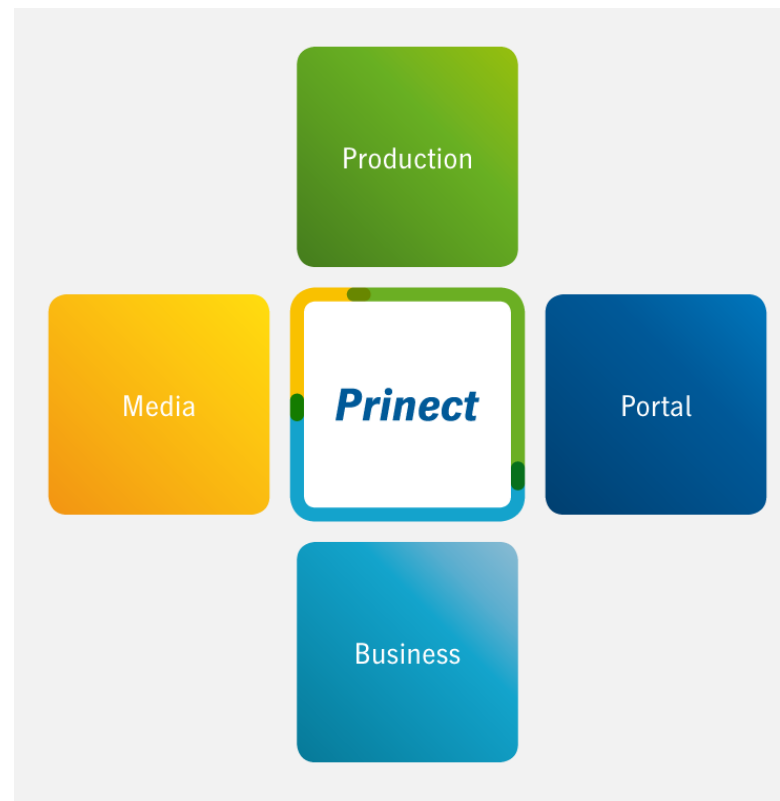




Prinect Business Manager - News and potential for savings

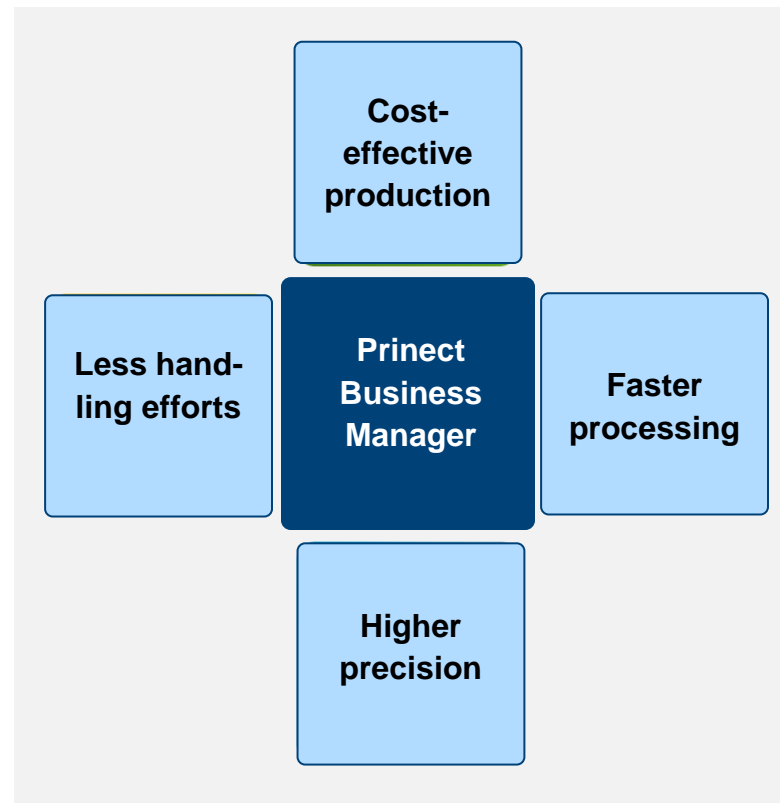
International Prinect User Days 2015

Reiner Bachthaler/ Heidelberg, November, 19th 2015



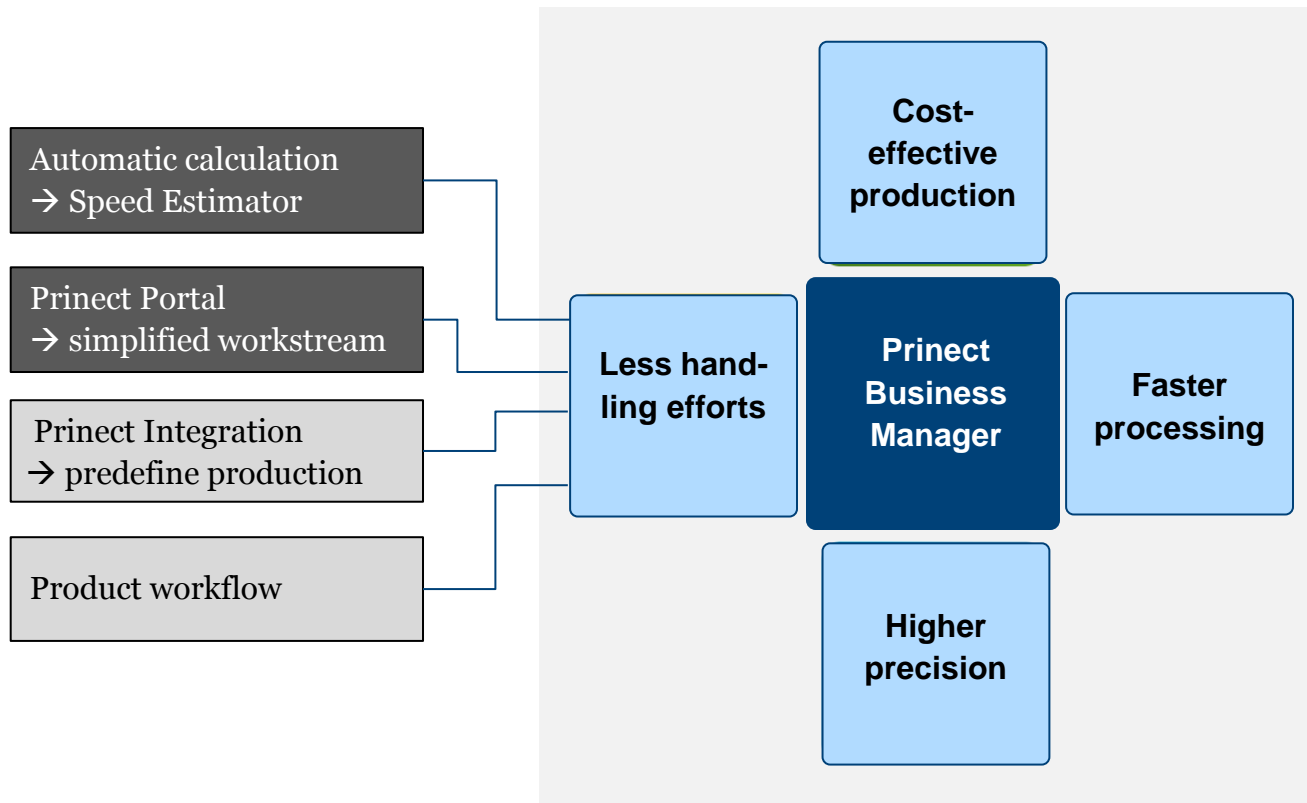


Prinect Business Manager - News and potential for savings





Prinect Business Manager - News and potential for savings





Speed Estimator: Fully automatic quote calculation

- overcomes manual estimation efforts and feeds portals with automatically calculated costs / sales price
- Simple browser-based RFQ screens for printshop employees and printbuyer (Princt Portal)
- Automatic calculation of all possible production paths and automatic selection of the cheapest way

AUTOMATIC CALCULATION

New request for quote

Request for quote | Review | Send

Title*:

Your reference: Delivery date:

Brochure

Description*: Brochure Alternative 1: Versions:

Quantity*: Alternative 2:

Format: A4 (210 x 297mm) Width*: 210 mm Height*: 297 mm

Delivery address: James Clark, Stern Road 12, Hazelhead, GB

Comment:

Cover

Pages*: 4 Pages*: 32

Paper type: matt coated paper Paper type: matt coated paper

Paper weight: 135 g/m² Paper weight: 80 g/m²

Colours front: CMYK Colours front: CMYK

Colours back: CMYK Colours back: CMYK

Finishing front: Laminating Finishing front: Aqueous coating (light)

Finishing back: Finishing back:

Cost overview / production graph

Description	Quantity	Duration	Amount: 1000		Alternative 1 2,000		Alternative 2			
			Total	Total 1,000	Quantity	Duration	Total	Total 1,000	Quantity	Duration
2 Printing	0,000	13,39	3.634,73	157,0	0,000	13,39	3.634,73	157,0	0,000	13,39
900000 Onbeband	0,000	0,00	0,00	0,00	0,000	0,00	0,00	0,00	0,000	0,00
430000 Inoposte	72,000	0,00	480,00	0,00	72,000	0,00	480,00	0,00	72,000	0,00
430000 Inoposte, address	1,000	0,00	50,00	0,00	1,000	0,00	50,00	0,00	1,000	0,00
470000 CPD/CPes	24,000	4,00	384,00	24,000	4,00	384,00	24,000	4,00	24,000	4,00
500030 Paper	50.000,000	0,00	246,48	15,27	50.000,000	0,00	246,48	15,27	50.000,000	0,00
500100 Ink	0,000	0,00	0,00	0,00	0,000	0,00	0,00	0,00	0,000	0,00
790020 Invoeren	0,000	9,39	598,33	35,75	0,000	9,39	598,33	35,75	0,000	9,39
3 Printing	9,49	1.319,33	79,66	0,000	9,49	1.319,33	79,66	0,000	9,49	1.319,33
870020 Verspreiden	0,000	9,49	1.319,33	79,66	0,000	9,49	1.319,33	79,66	0,000	9,49
4 Packing	0,000	0,00	85,25	5,68	0,000	0,00	85,25	5,68	0,000	0,00
900000 Regalen	0,000	0,00	85,25	5,68	0,000	0,00	85,25	5,68	0,000	0,00
6 Transport	0,000	0,00	75,15	5,01	0,000	0,00	75,15	5,01	0,000	0,00
900000 Transport to customer	0,000	0,00	75,15	5,01	0,000	0,00	75,15	5,01	0,000	0,00
7 Fixed (surcharge)	0,000	0,00	29,73	0,00	0,000	0,00	29,73	0,00	0,000	0,00
8 Printing	0,000	0,00	29,73	0,00	0,000	0,00	29,73	0,00	0,000	0,00
9 Supplementary costs	0,000	0,00	363,44	15,71	0,000	0,00	363,44	15,71	0,000	0,00
900000 Stock cost	0,000	0,00	327,13	14,14	0,000	0,00	327,13	14,14	0,000	0,00
900000 Financial costs	0,000	0,00	36,31	1,57	0,000	0,00	36,31	1,57	0,000	0,00

Define Salesprice

Cost	Markup	Margin	Sales price	Cost 1000+	Margin 1000+	Sales price 1000+
1000 pcs	3.634,73 EUR	2,00%	72,69 EUR	3.707,24 EUR	157,73 EUR	7,69 EUR
2.000 pcs	4.634,73 EUR	2,00%	88,42 EUR	4.727,24 EUR	152,73 EUR	8,42 EUR
3.000 pcs	5.634,73 EUR	2,00%	107,62 EUR	5.727,24 EUR	149,73 EUR	9,62 EUR

Send Quote letter

Check cost + sales price

Send quote letter

creative printing

creative printing GmbH, Gutenbergstraße 15, D-40229 Düsseldorf

April 02
 Mr. Kevin Rowland
 Marketing Director
 Stränge Strasse
 52048 Ingeldorf
 Germany / Federal Republic

Dear Mr. Rowland,
 We thank you for your inquiry. Please find our proposal for:

Subject: IPUD Demo T-Booklet
Calculation:
 Quantity: 2.000 pcs
 Format: CMYK, 210 x 297 mm - open: 420 x 297 mm
Cover: 4 pages
 80mm x 80 mm gate hockes White 170 gr
 double-sided printed in CMYK
 32 pages
 80mm x 80 mm gate hockes White 135 gr
 double-sided printed in CMYK
Finishing: saddle stitching
 in boxes
 Transport: 1 shipment, 1 address in Zone 3 in 100 km in Germ (311,96 kg)
Price for 2.000 pcs: 1.768,52 €
Price for 8.000 pcs: 3.288,47 €

Payment: 30 days net, 4 weeks 4%
 Delivery time: to be negotiated

Our prices are based on current material prices. If these change we may be forced to amend the price accordingly. All our orders are subject to the conditions of our general industry. If you have any questions or comments concerning the content of this offer, please do not hesitate to contact the undersigned.

Yours sincerely,
 Heidelberg Service
 Service Phone 0249 6221 92 0, Support.PrinctBusinessManager@heidelberg.com

RFQ: Define product

Dedicated portal solutions for all users



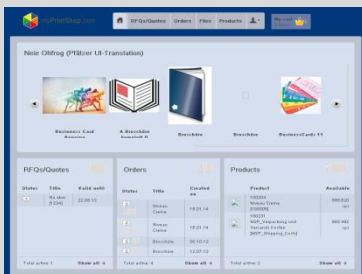
Prinect Portal

Printbuyer



Demands:

- Online RFQ
- Receive online quote
- Online ordering
- Stock withdrawal
- Tracking

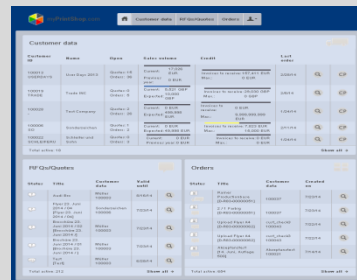


Sales Rep



Demands:

- Customer overview
- Project overview
- Online RFQ + automatic estimating
- Online quote
- Online ordering



Order Manager



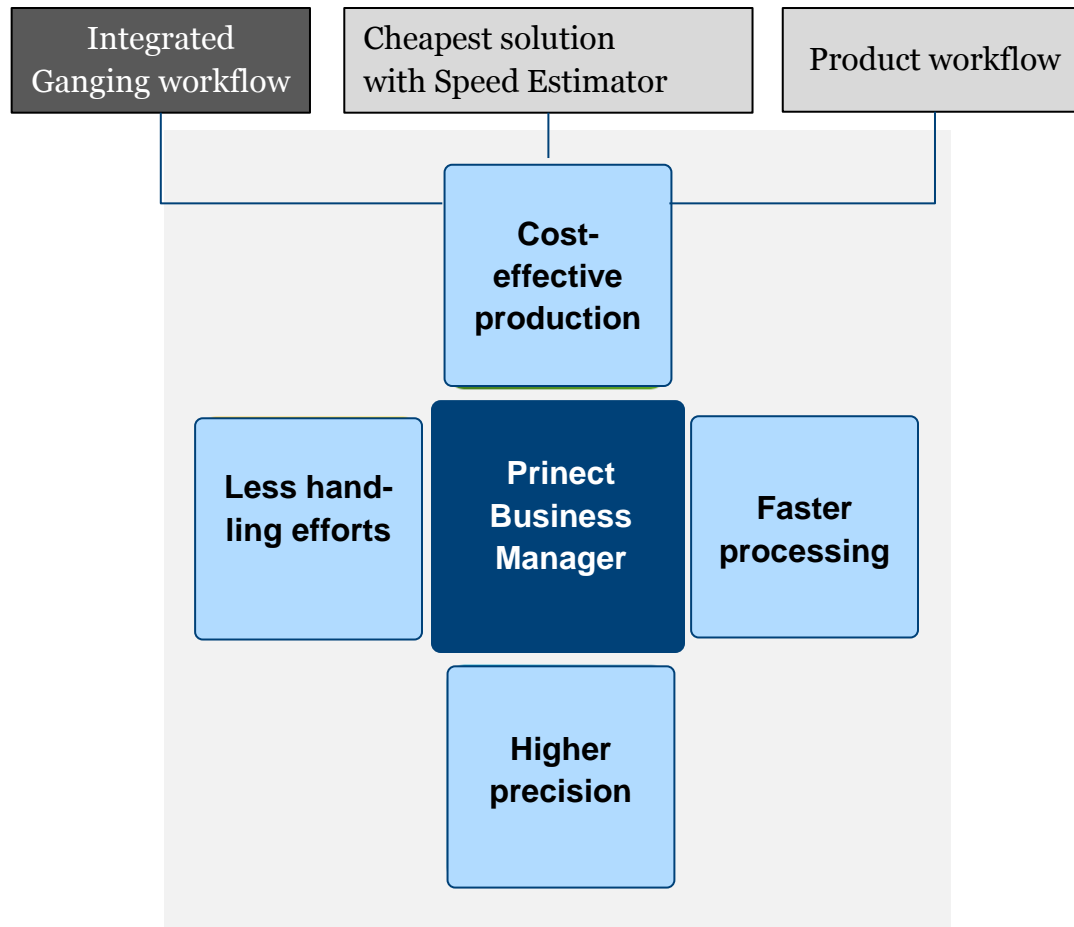
Demands:

- Project overview
- Task lists
- Automatic estimating
- Determine sales price
- Create quote
- Create order



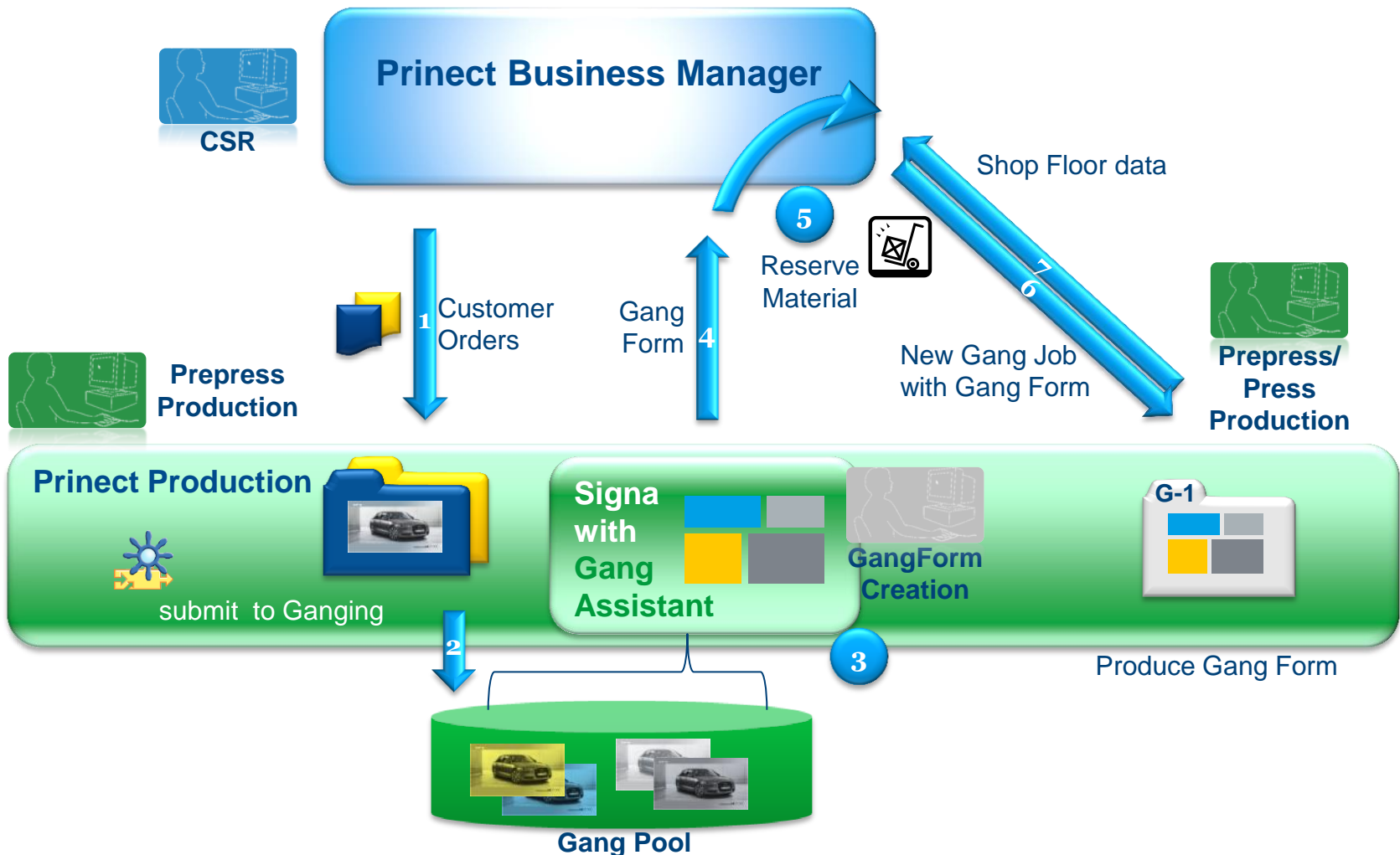


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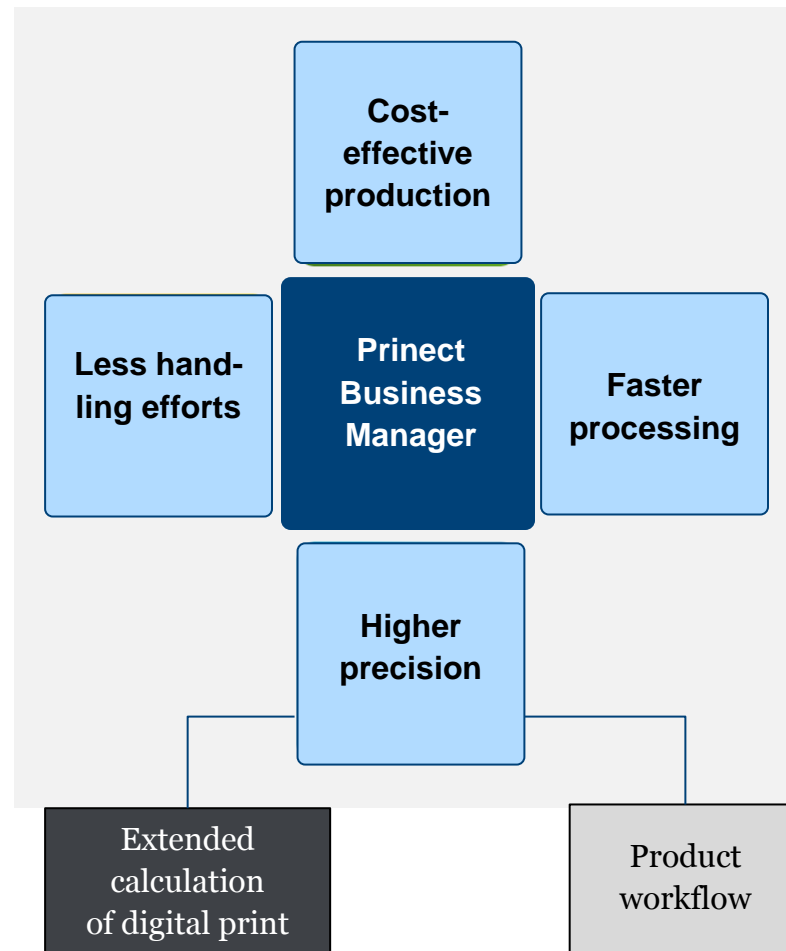


Ganging Workflow – MIS and Production teaming up: Princt Business Manager and Integration Manager





Prinect Business Manager - News and potential for savings





Full flexibility in cost calculation with digital presses

→ Standard click model only deals with black and colour clicks

→ **Extended cost model with Prinect Business Manager :**

→ Extra click cost for spot colors

→ Determine the speed of printing according to the number of colors used

→ Staggered click prices

→ Influence of the print sheet size on the click price

→ Separate ink cost per press

→ Different ink consumption per screening

→ Inline Finishing (e.g. Booklet maker) with influence on cost and speed will be chosen automatically



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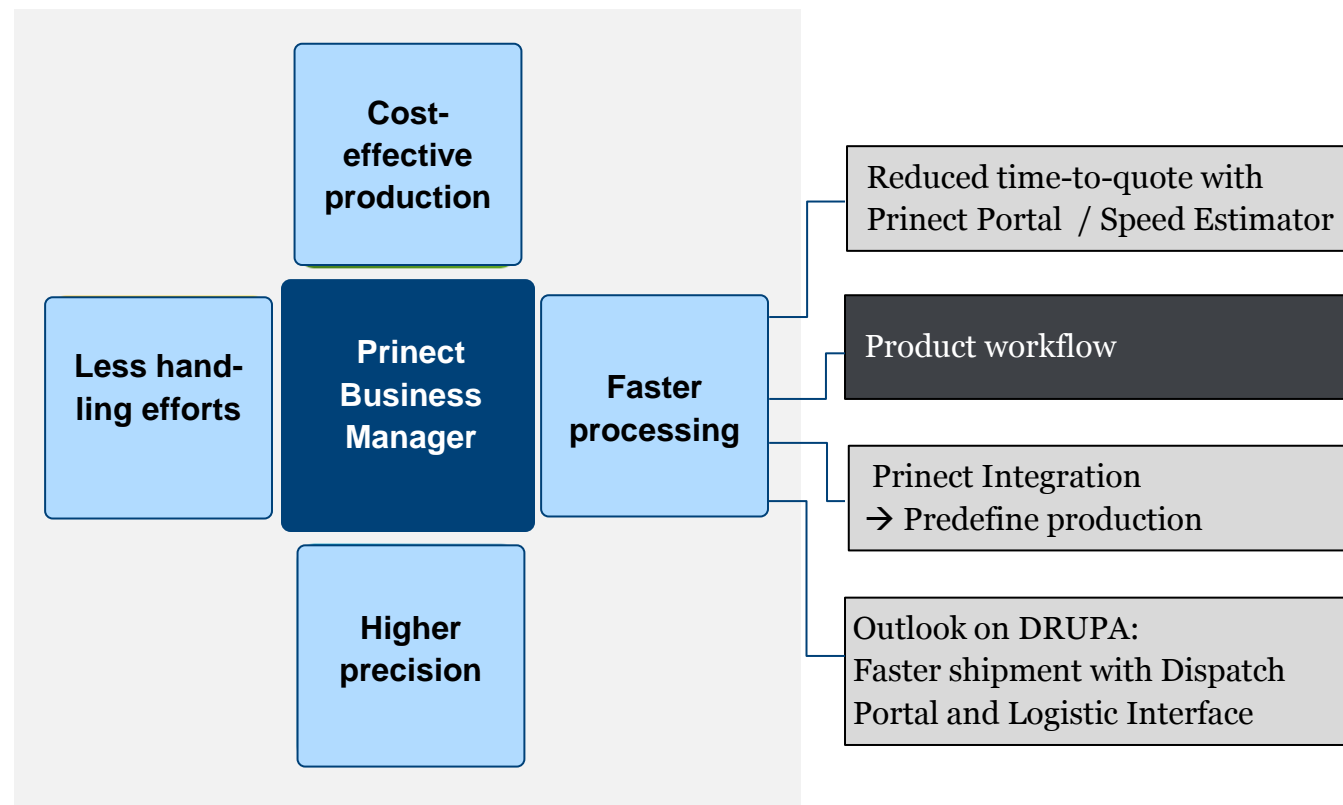
→ Different ink consumption per screening

→ Inline Finishing (e.g. Booklet maker) with influence on cost and speed will be chosen automatically

No. of clicks	Format mm	Click cost Black	Click cost colour	Click cost Spot colour
1 - 100	210 x 297	30	40	60
1 - 100	297 x 420	50	70	90
1 - 100	99.999 x 99.999	60	80	100
101 - 1000	210 x 297	25	40	50
101 - 1000	297 x 420	46	60	80
101 - 1000	99.999 x 99.999	55	70	90
1001 - 999.999.999	210 x 297	20	30	40
1001 - 999.999.999	297 x 420	40	50	70
1001 - 999.999.999	99.999 x 99.999	50	60	80



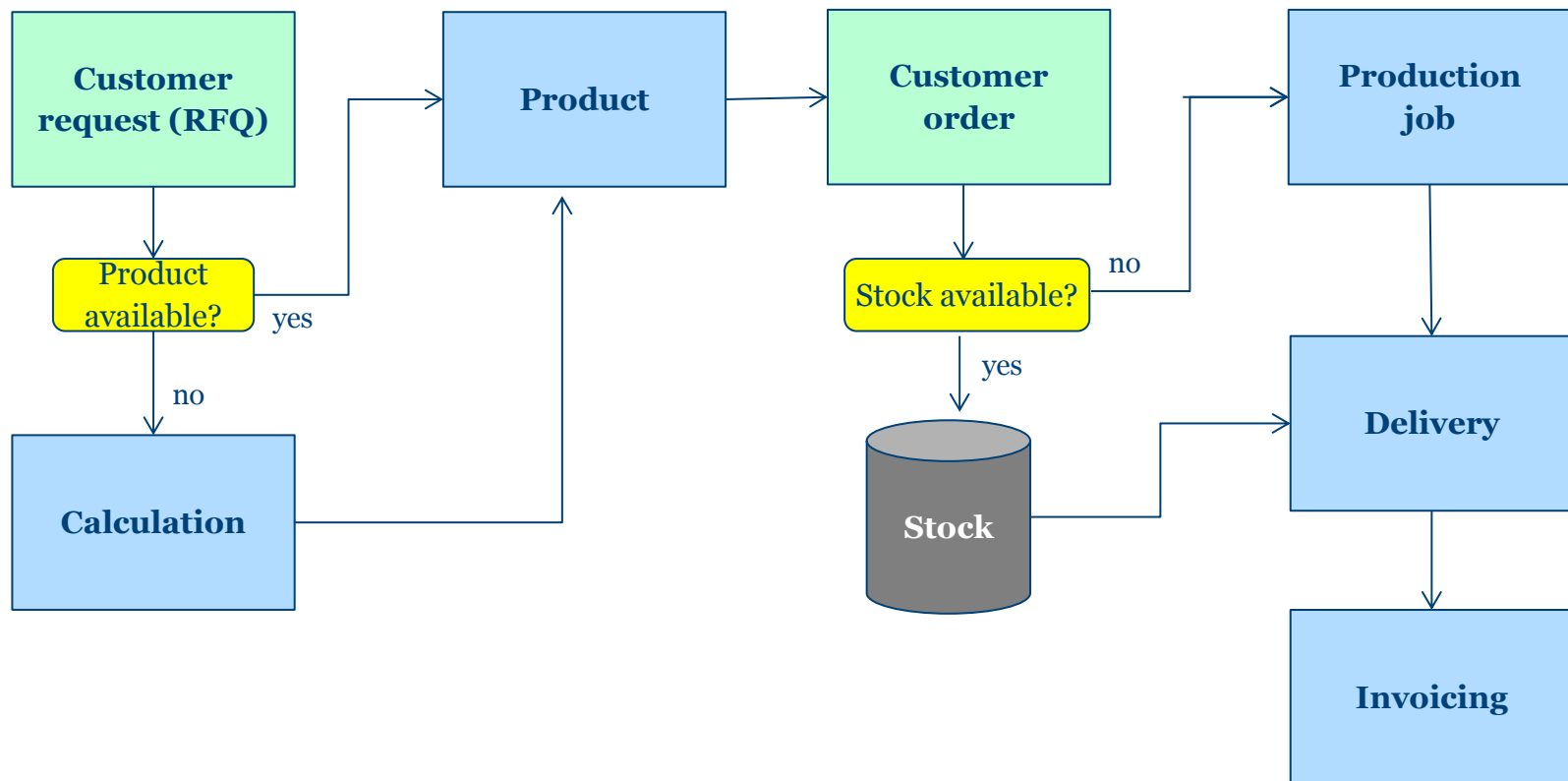
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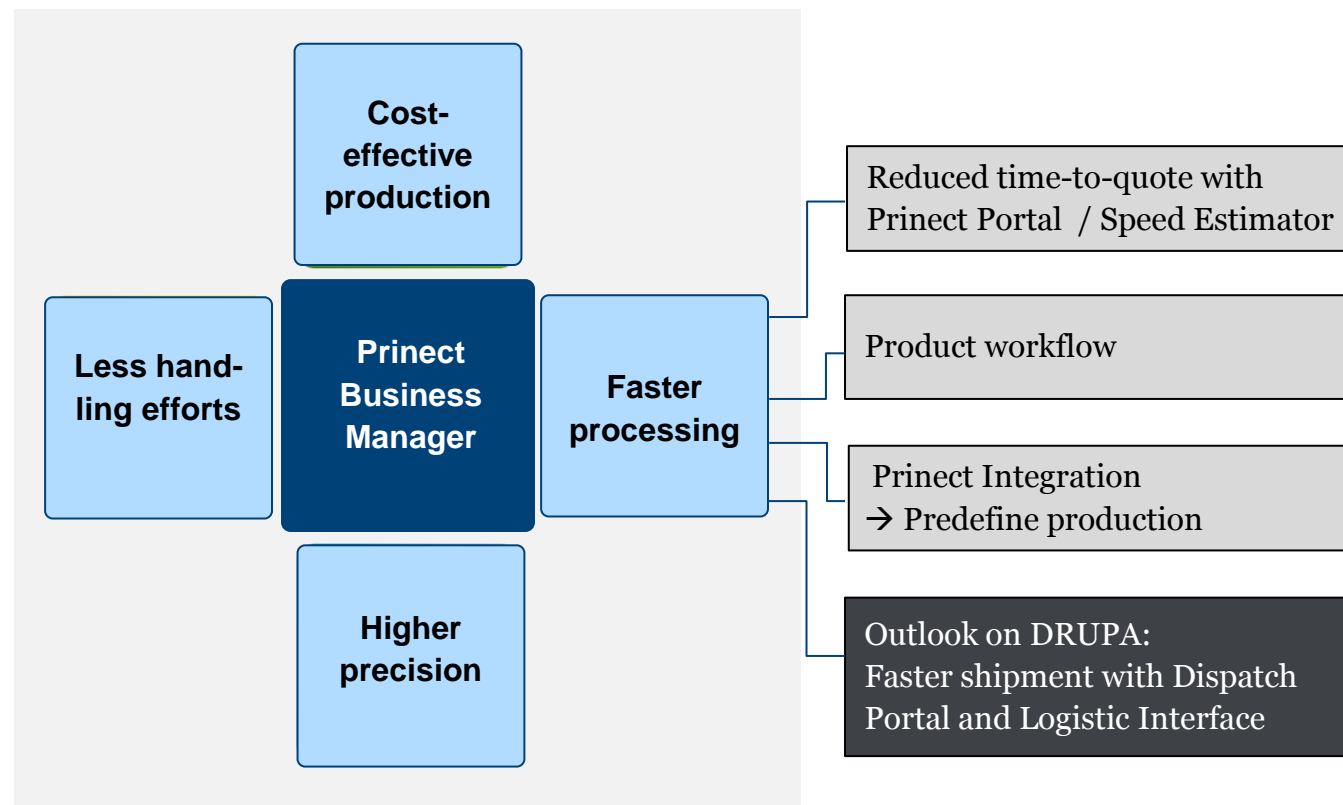
Higher efficiency with product workflow

- Specialization on profitable products for existing production equipment
- Standardize processes and thereby reduce administrative efforts
- Enable direct online ordering by printbuyer

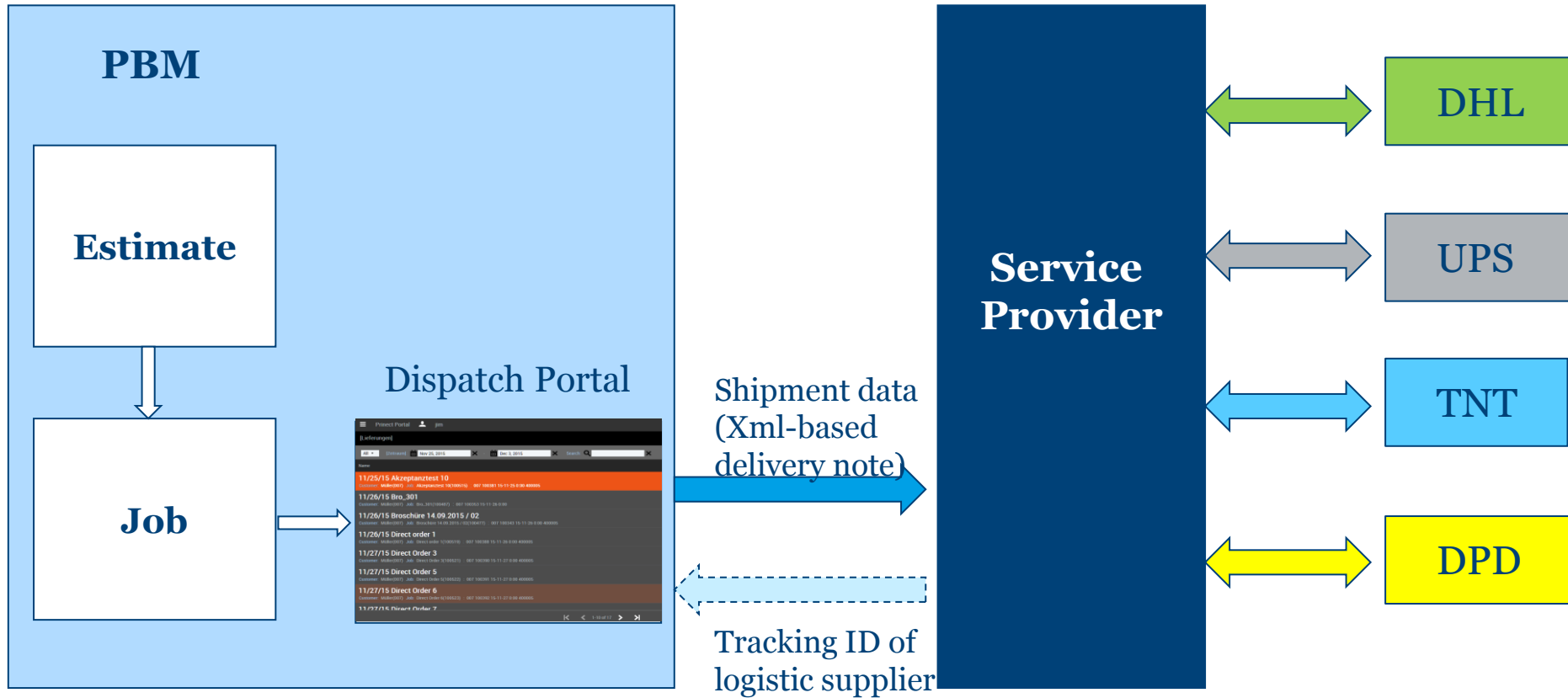




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Outlook 2016: Dispatch Portal and online Logistic Interface



Significant savings by online transfer of shipment data to logistic suppliers

Outlook 2016: Dispatch Portal and online Logistic Interface



The screenshot displays the Heidelberg Princt Portal interface. The top navigation bar includes the Princt Portal logo, a user profile icon for 'jim', and the HEIDELBERG logo. The main content is divided into two panels. The left panel, titled '[Lieferungen]', shows a list of delivery items with columns for Name, Customer, and Job. The right panel, titled '[Lieferscheinschein]', provides detailed information for a selected delivery item, including delivery date, quantity, and shipping details.

[Lieferungen]

All [Zeitraum]: Nov 8, 2015 - Dec 2, 2015

Name	Customer	Job
11/12/15 Broschüre Poetry 28P	Heidelberg(100002)	Job: Broschüre Poetry 28P(100571) : 100002 100440 15-11-12 0:00
11/13/15	Müller(007)	Job: null(null) : 007 100460 15-11-11 0:00 400005
11/13/15 S15-10 Erste	Akzeptanztest(100027)	Job: S15-10 Erste(100573) : 100027 100445 15-11-13 0:00
11/13/15 S15-10 Zweite	Akzeptanztest(100027)	Job: S15-10 Zweite(100574) : 100027 100446 15-11-13 0:00
11/19/15 Papierverfügbarkeit	Müller(007)	Job: Papierverfügbarkeit(100489) : 007 100355 15-11-19 0:00
11/19/15 S15-10 Dritte	Akzeptanztest(100027)	Job: S15-10 Dritte(100575) : 100027 100448 15-11-19 0:00
11/19/15 S15-10 Vierte	Akzeptanztest(100027)	Job: S15-10 Vierte(100576) : 100027 100449 15-11-19 0:00
11/10/15 S15-10 Fünfte		

[Lieferscheinschein]

Delivery items without production job

Delivery date: 11/12/15 Quantity: 2000 pcs.

[Versandinformationen] Delivery address

Sales order ID: 0000100517	Name: Heidelberg
Customer ID/order no.:	Street:
[Transport Dienstleister]:	City: 69226 Heidelberg
[Gesamtgewicht]: -	County:
Packing slip: -	[Zustellland]: Germany
Delivery date: 11/12/15	

[Verpackung]

[Verpackungs-Beschreibung]: 010 Packed on pallets
[Gesamtstückzahl]: 1 pcs

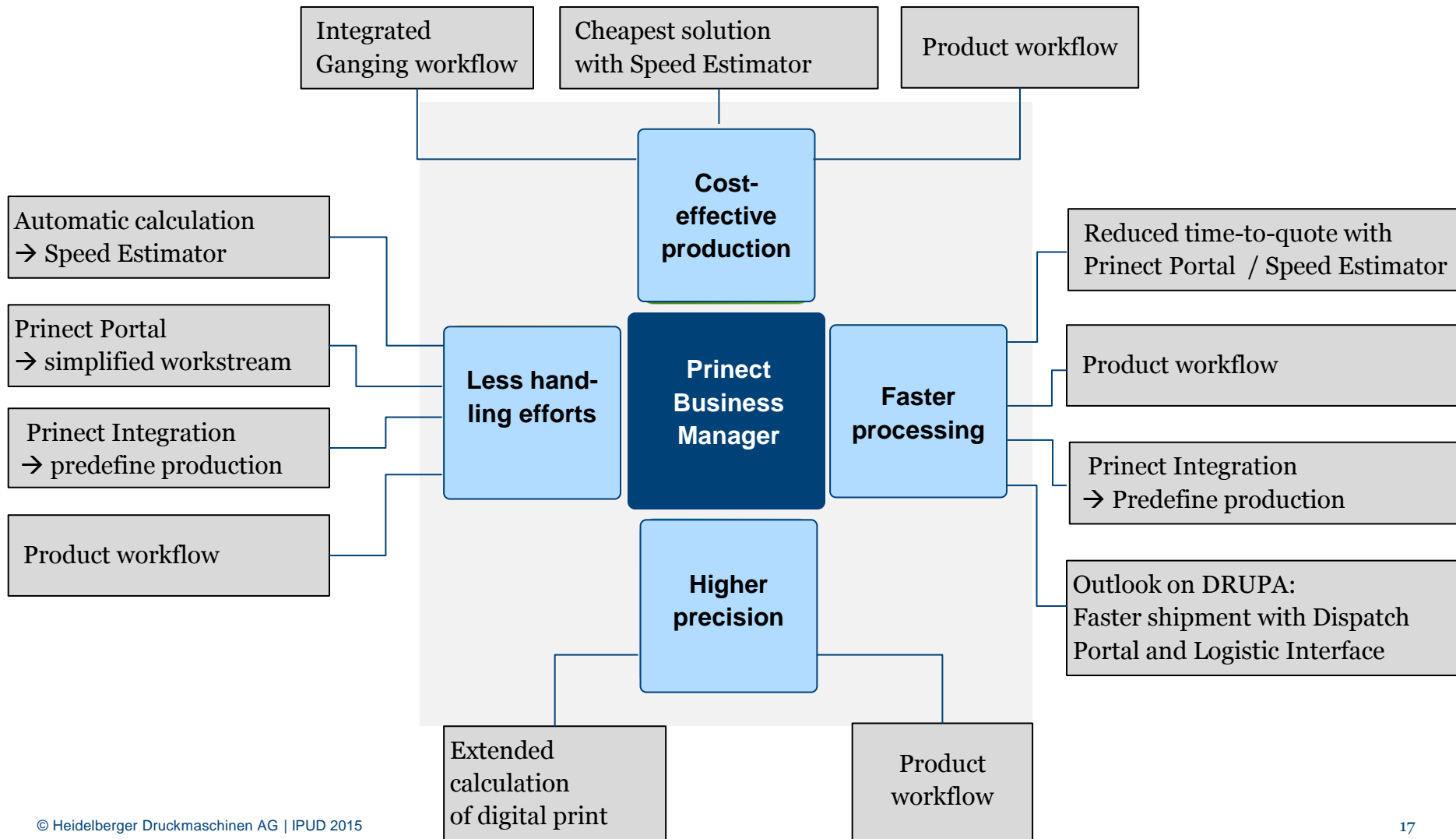
Comment

Broschüre Poetry 28P

Time savings by simplified handling of shipment / delivery process
in easy-to-use Web UI



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International Prinect User Days 2015

Reiner Bachthaler/ Heidelberg, November, 19th 2015

