

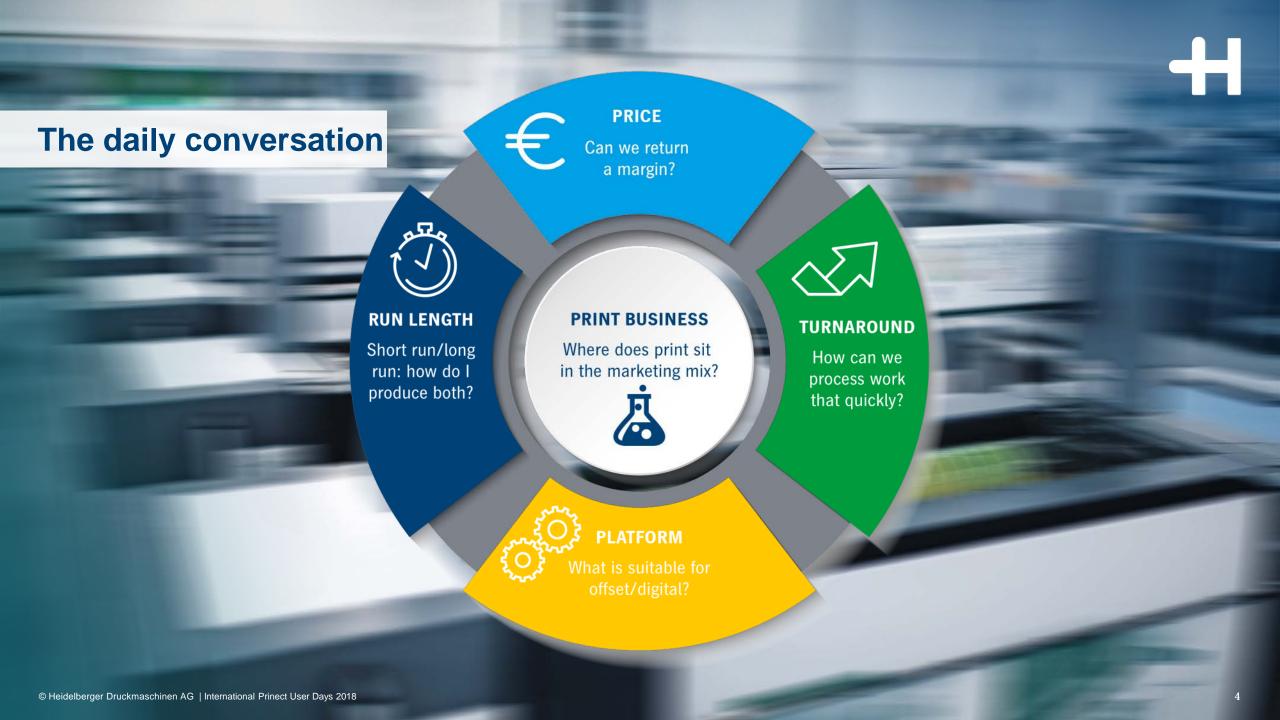




What sort of business was ESP?

- → \$12.2 million jobbing commercial print shop
- \rightarrow \$221k turn-over per head 55 Staff
- → Labour intensive clients and processes (13 touchpoints in pre-production)
- → No product alignment or understanding of market dynamics
- → X4 B1 Presses, x1 SM102 10P, x2 5 colour 102 & 2 colour 102
- → Purely reactive capacity positioned for three months of the year
- → Disjointed reporting structures all retrospective
- → 4 hands off managers and x5 directors
- → Postpress always the capacity headache
- → Cost plus model based on legacy thinking
- → Average run length 16k/4.000 orders a year





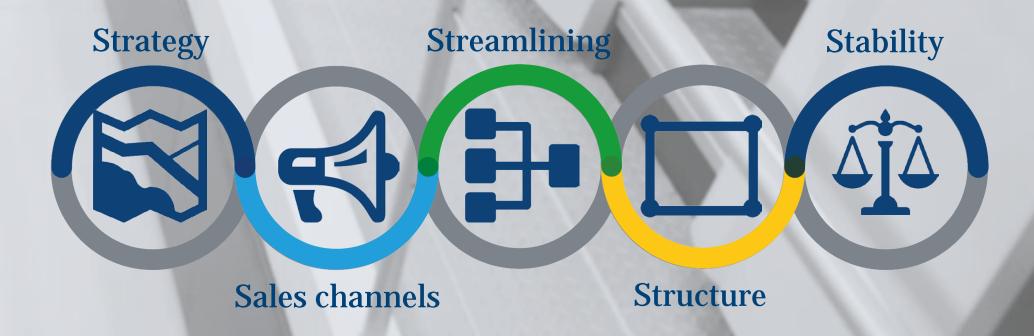


The 5C.





The 5S.





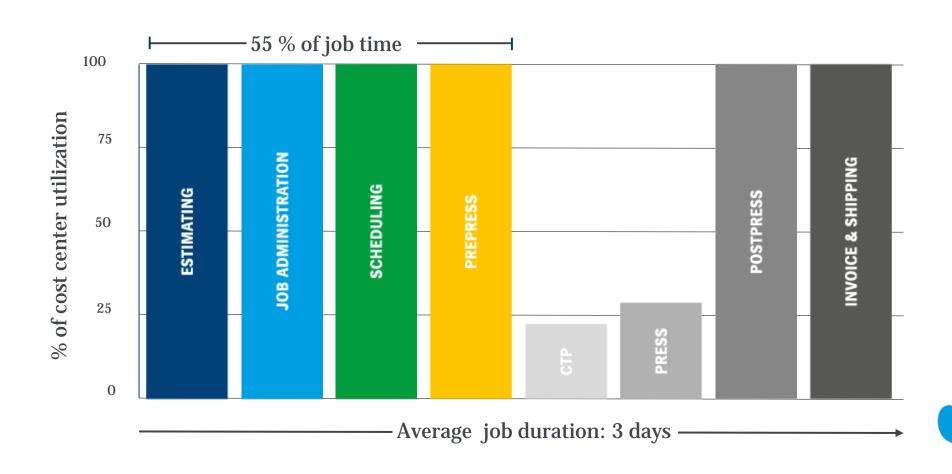
Press transition.

- → 2008 SM102 10P/ SM102 5P/ CD102 5L/ SM102 2P
- → 2009 SM102 10P/ SM102 5P/ XL75 5LP (IC)/ SM102 2P
- → 2010 SM102 10P/ XL75 5L (IC)/ XL75 5LP (IC)/ SM102 2P
- → 2012 XL105 4L/ XL75 5L/ XL75 5LP all IC
- → 2014 XL105 4L/ XL106 5L both IC
- → 2015 XL106 4L/ XL106 5L both Autoplate XL and IC









Press

- · Highest capital investment, yet no time spent understanding true platform capability, how do you m/r in 2 minutes and run 96% of market requirements at 18k and return 156% sales utilisation?
- Optimising is easy once you look away from the press itself, seamless job transition = no make-ready.
- · 3 M's always relevant, man, machine and materials, same ingredients as base platform to run from.



Commercial Positioning

- · Understanding the turn cycle from quote to job (time to market), how does pricing reflect this?
- · Working day return requirement / quote conversion understanding.
- Product positioning for commercial return, what's my product range?

Scheduling Process

- · Why be delivery date driven if process allows flexibility with same date achieved? Delivery date solely creates inefficient working practises.
- Average job time per cost centre (understanding the platform return by utilising continuity of manufacturing).
- Ink coverage / paper weight / folding and product requirement should be the foundation to build from.

Working Days

- · What's the business BEP run from at GP / GM level?
- · What utilisation is required for sales return, cost centre by cost centre?
- How do you shape a model to suit product and market requirement?

- can be so important.
- date, ensure file to box process streamlined for maximum operational return.
- Over return on make-ready (non-requirement to pre-press), where cash can be lost in an instant.

Pre-Press

· Minimum touch points from receipt of file>sellable sheet / integrate to increase speed to market and margin.

Starting Point.

The foundation for optimizing print manufacturing through integrated thinking.

> from operator>operator, highest throughput at highest quality as a given.

 Using delta E as a business platform understanding, sales benefit, buy in process, no requirement for proofing process.

Product Understanding

Cost Centre Ratios

What's the guidance on pre-press>press>post

Understanding the pain points and bottlenecks

Return of (1>1>1) is highest GP for majority of

and how they can be controlled from estimating.

press hrs ratios.

commercial print shops.

- · What is it you sell?
- How do you position your product to market?
- · All trying to be all things, we all need a base product to work from.

arket Intelligence System)

es MIS do, what does it mean?

so important, how many touch points ness intelligence can you centrally base integration?

ement Information System and

you leverage from it?

Post Press

- 2/3 folding schemes per machine, why automation
- Bulk load by section requirement not delivery
- change consistently if process is simplified within

People Engagement

- · Do your colleagues understand the business requirements?
- · Do they know what it is you sell?
- Do you listen to the feedback to allow you to take away the none profitable items and improve their jobs / the process?

Cost Centre Ratios

- What's the guidance on pre-press>press>post press hrs ratios.
- Understanding the pain points and bottlenecks and how they can be controlled from estimating.
- Return of (1>1>1) is highest GP for majority of commercial print shops.

Pre-Press

- · Minimum touch points from receipt of file>sellable sheet / integrate to increase speed to market and margin.
- Understanding the requirement & benefit of batched products through Smart Automation.
- Time cycle of proof within job life cycle, hard copy=?/Soft proof =? Why is this so important?

Product Quality

- Inpress stability / Colour measurement & how to gain maximum capability from it.
- Sellable sheet / guicker recognition / no differential from operator>operator, highest throughput at highest quality as a given.
- Using delta E as a business platform understanding, sales benefit, buy in process, no requirement for proofing process.

Product Understanding

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- How do you position your product to market?
- · All trying to be all things, we all need a base product to work from.

Press

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- · 3 M's always relevant, man, machine and materials, same ingredients as base platform to run from.

- understanding true platform capability, how do

(Management Information System and

Market Intelligence System)

Why is it so important, how many touch points

and business intelligence can you centrally base

· What does MIS do, what does it mean?

through integration?

What do you leverage from it?

Commercial Positioning

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Push to Stop.

There are four cost effectiveness drivers you should be aware of.







Business Intelligence Platform





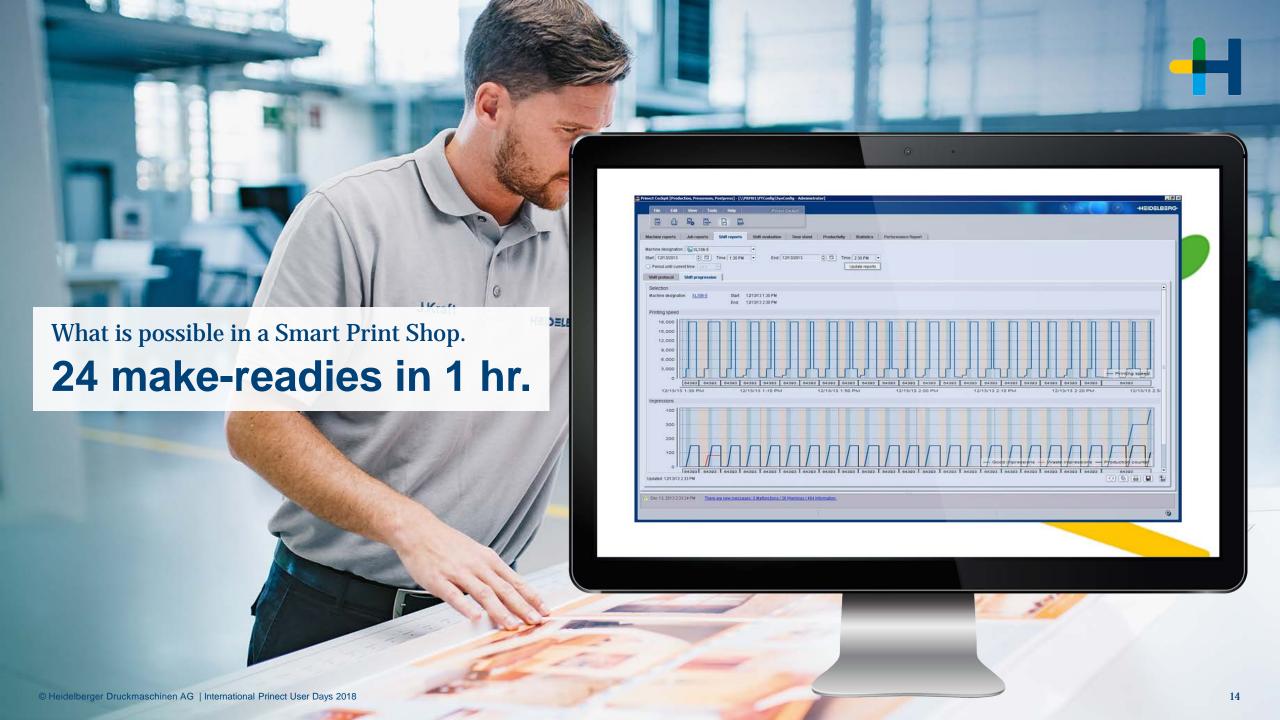




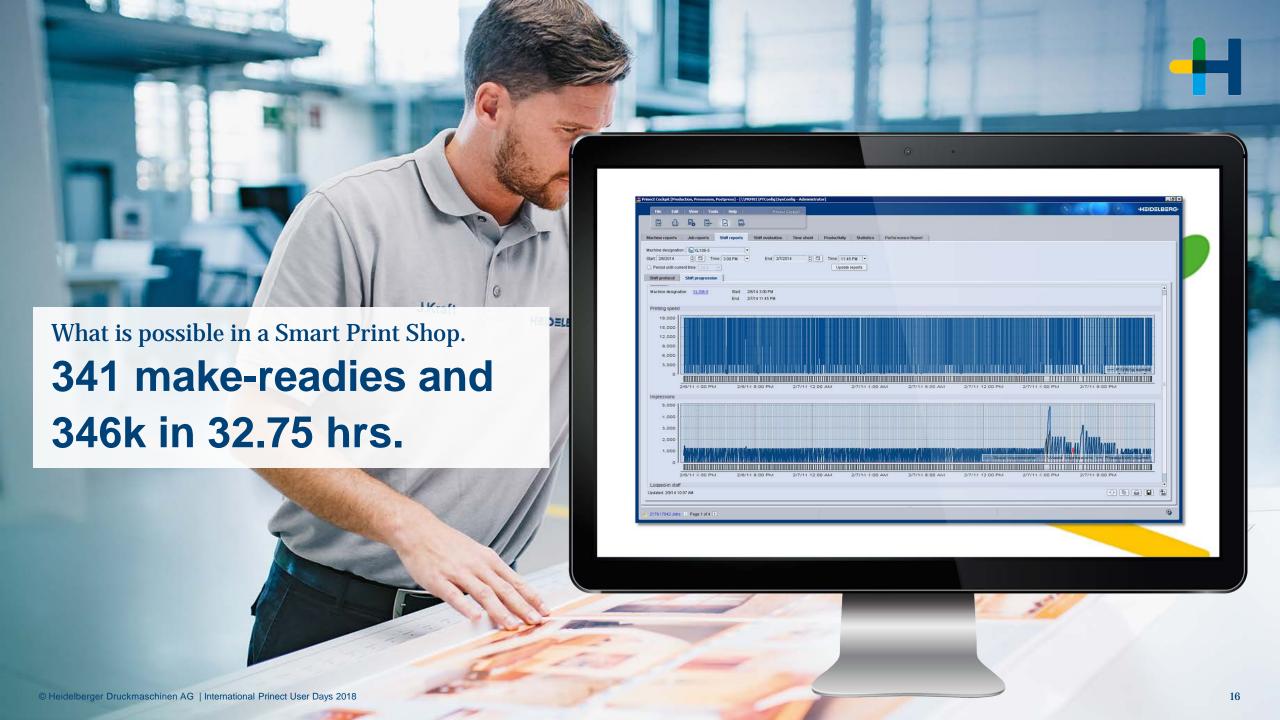
Smart BI & Analyze Point.
Integrated Reporting for Production and Business Workflow.

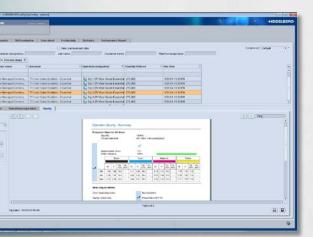


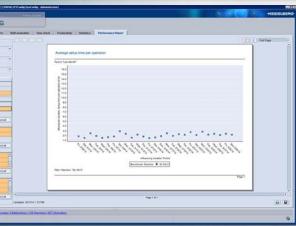


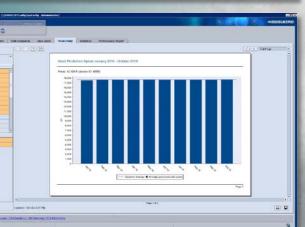




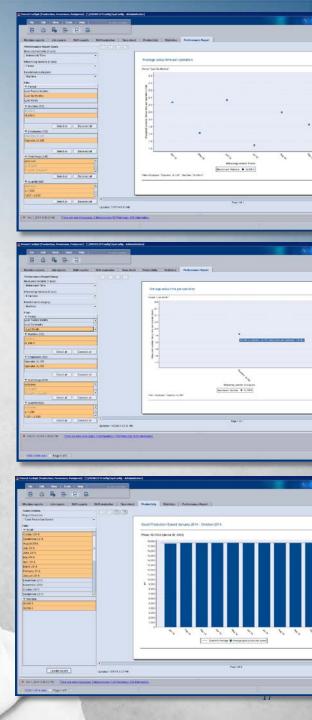






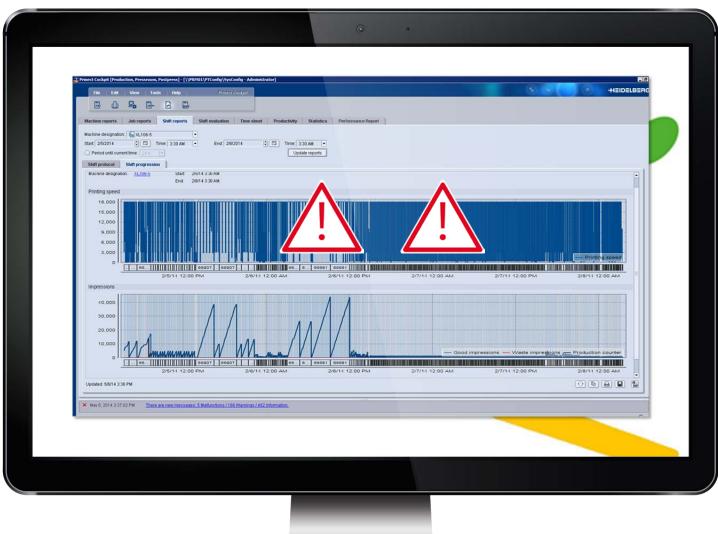


Daily Operational Criteria ☐ Is color profiling accurate? ☐ Is my blanket washing sequence optimized? □ Can I improve by 1% today? ☐ Can I get make-ready -2 minutes? ☐ Is everything running at 18,000/h \Box Is waste at 0.4%?





Scheduling for optimization.





755 make-readies and 1.94 million in 152 hrs.



Takeaways: how to become a Smart Print Shop.

- → Who do you want to be?
- → Implementation!
- \rightarrow Figure out what not to do.
- \rightarrow Change fast it cannot wait.
- → Culture first!





Thank you very much for your attention. I am happy to answer your questions.