

The journey from single job to industrial print production. Analyzing and improving processes.  
Anthony Thirlby







# Introduction





## What sort of business was ESP?

- \$12.2 million jobbing commercial print shop
- \$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 daily conversation

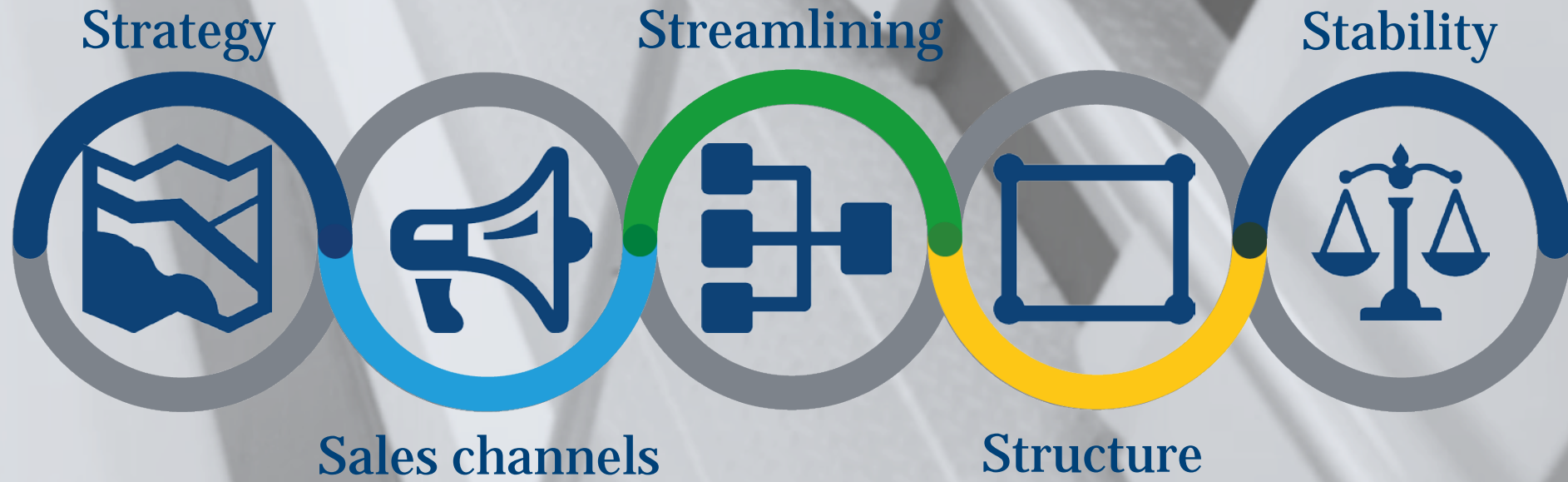


## The 5C.





## The 5S.

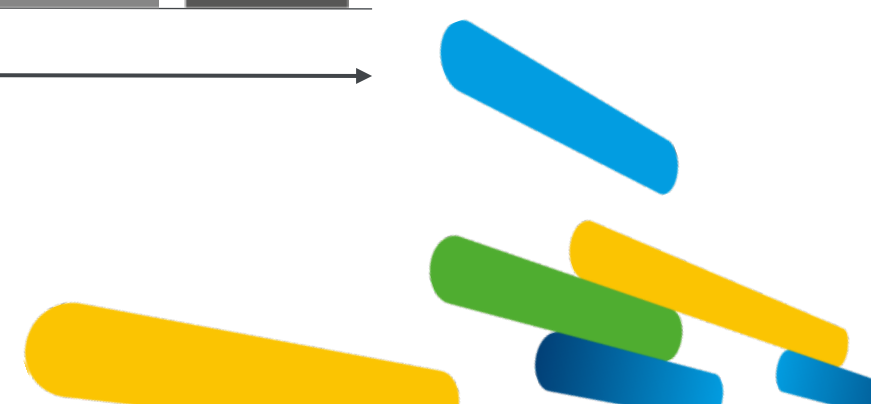
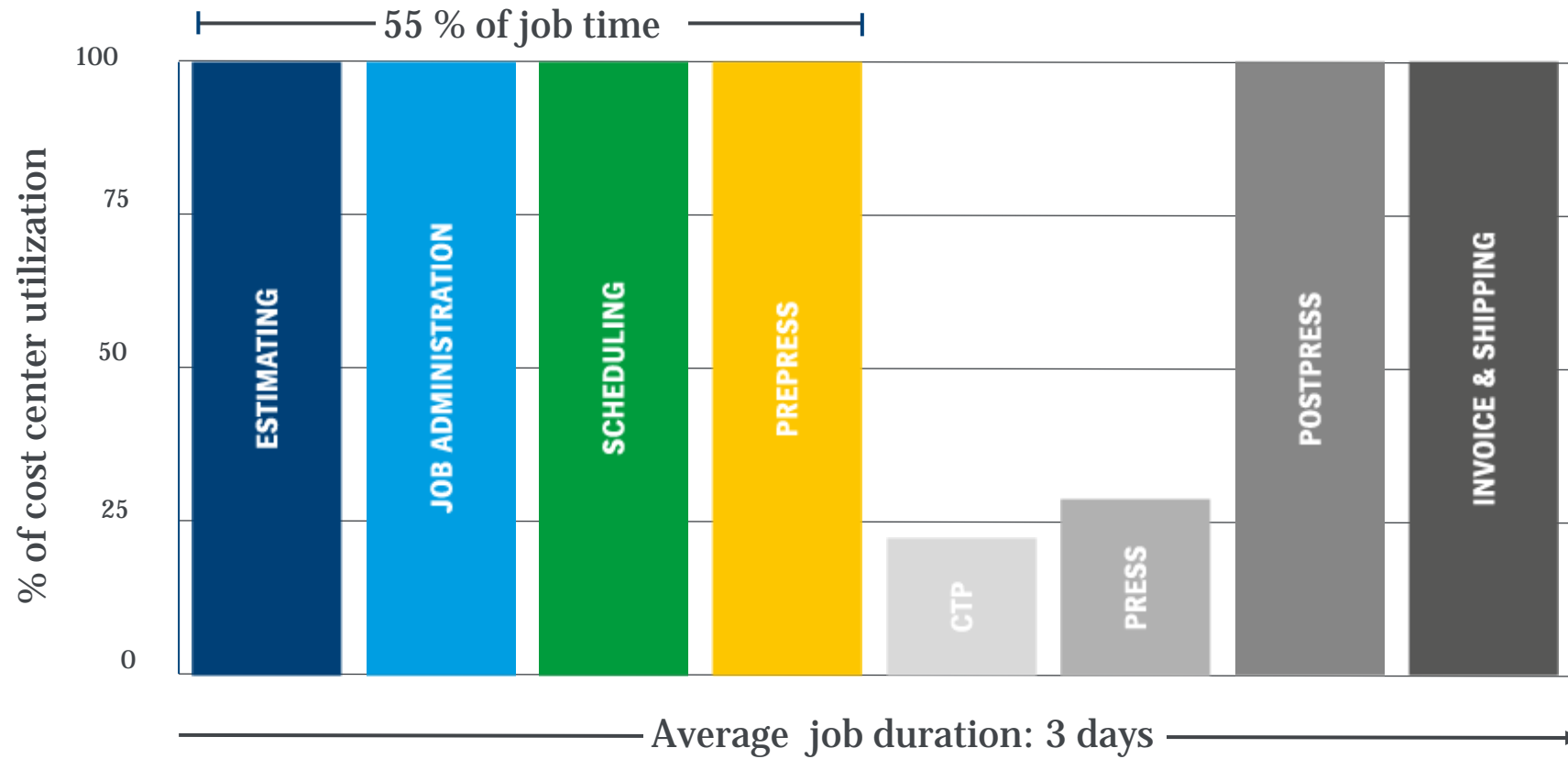






## Press transition.

- 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

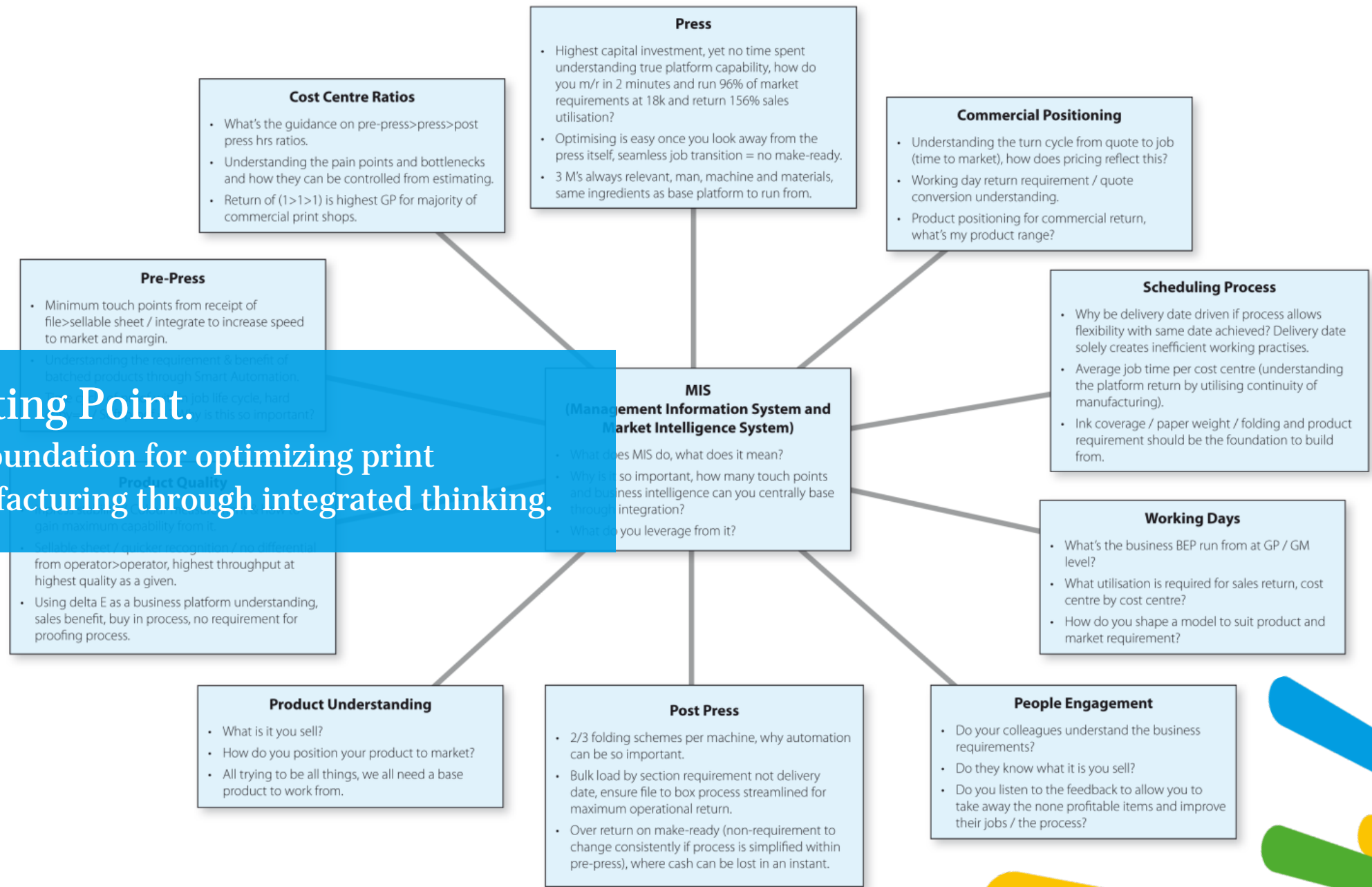


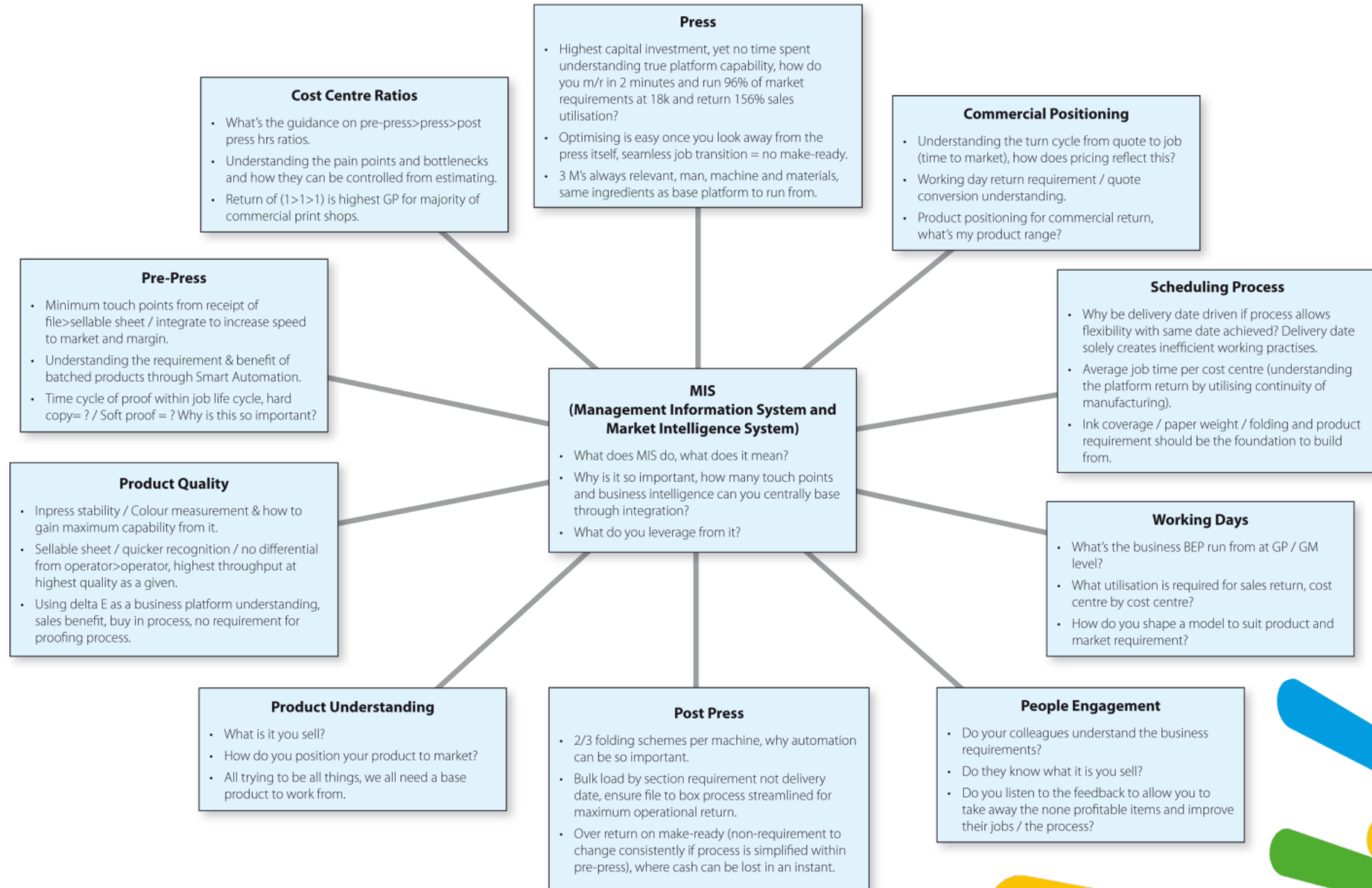




# Starting Point.

The foundation for optimizing print manufacturing through integrated thinking.









## Push to Stop.

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



# Business Intelligence Platform







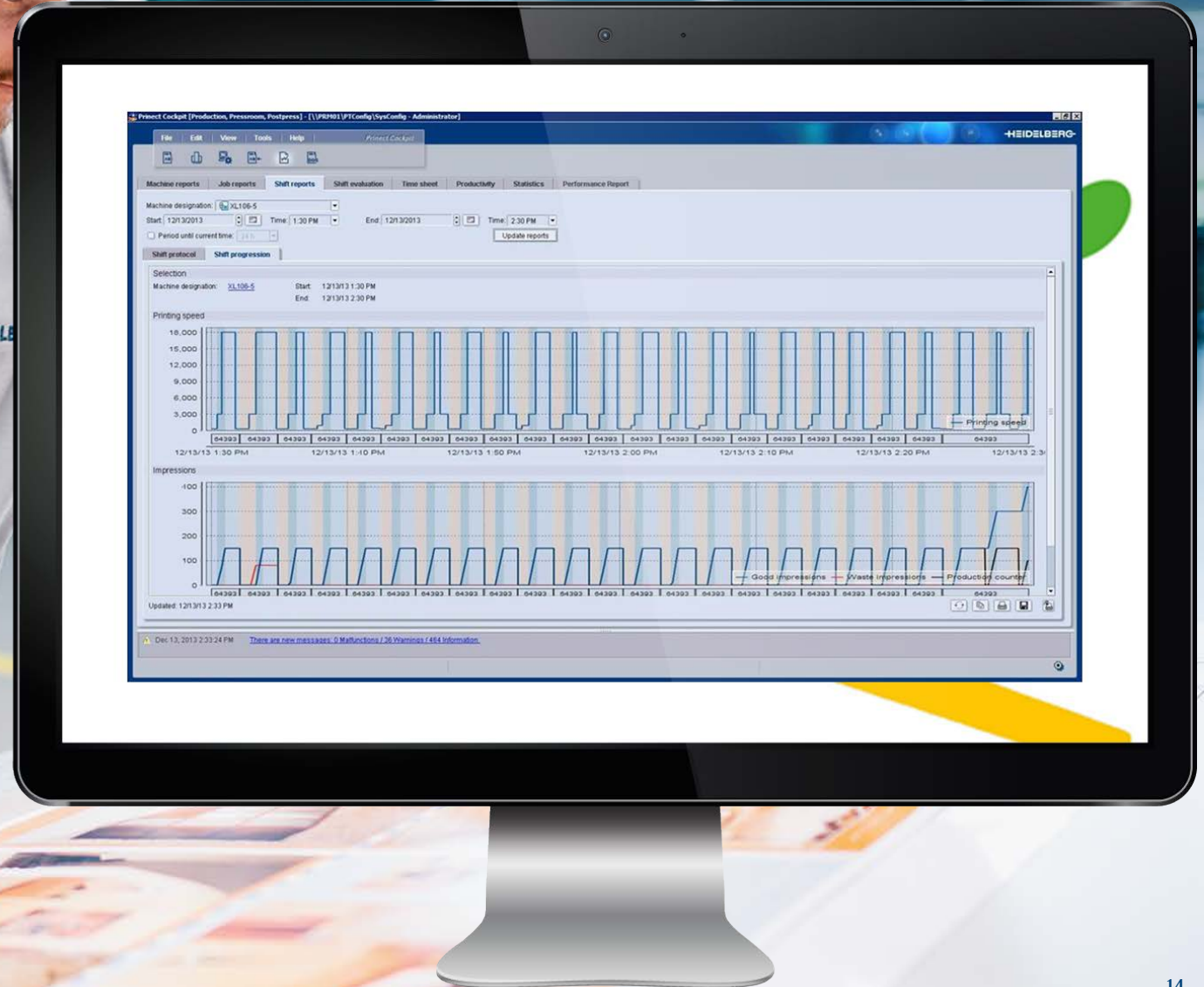
# Smart BI & Analyze Point.

Integrated Reporting for Production and Business Workflow.





What is possible in a Smart Print Shop.  
**24 make-readies in 1 hr.**





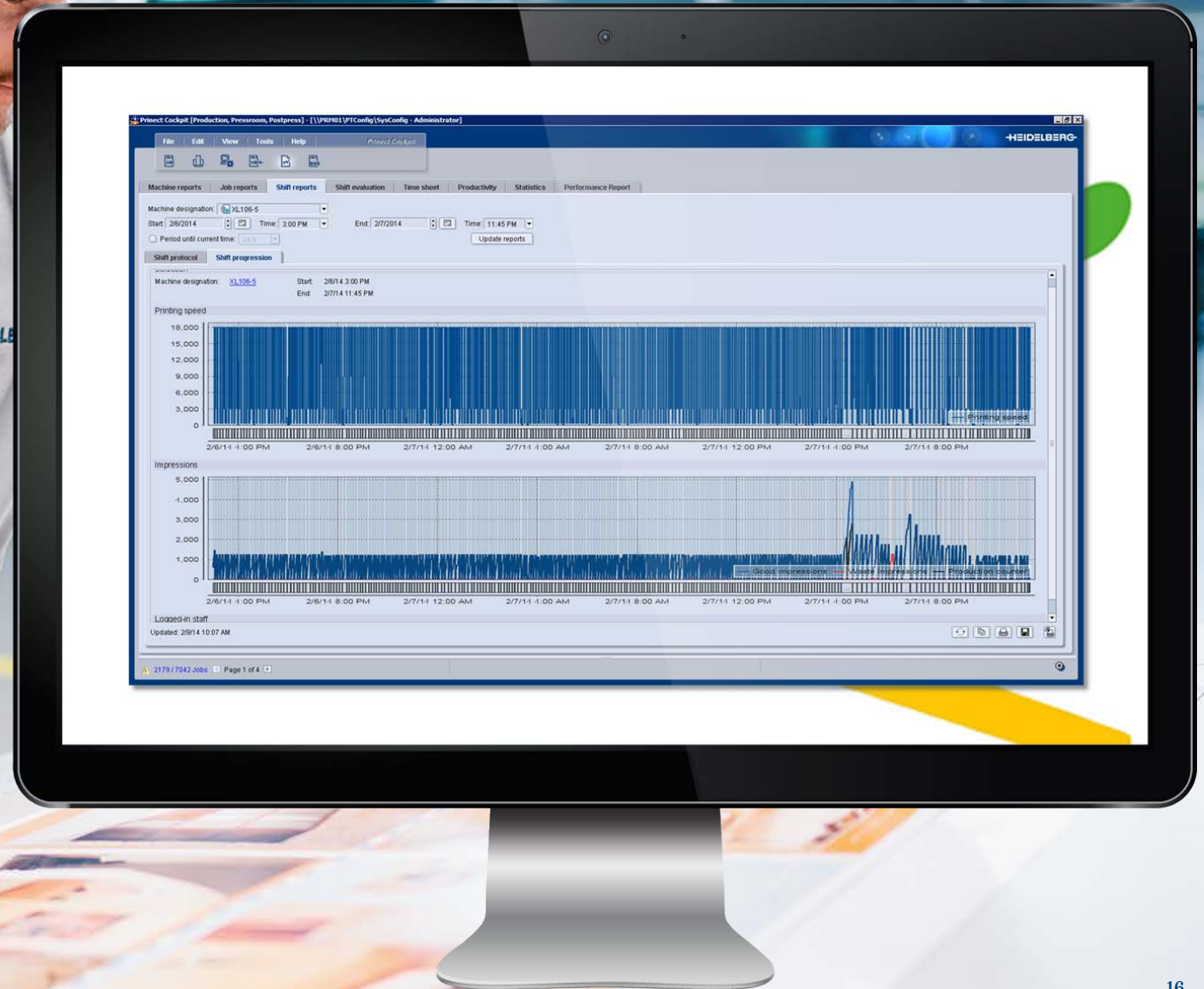


What is possible in a Smart Print Shop.  
**134 make-readies**  
**and 273k in 24 hrs.**

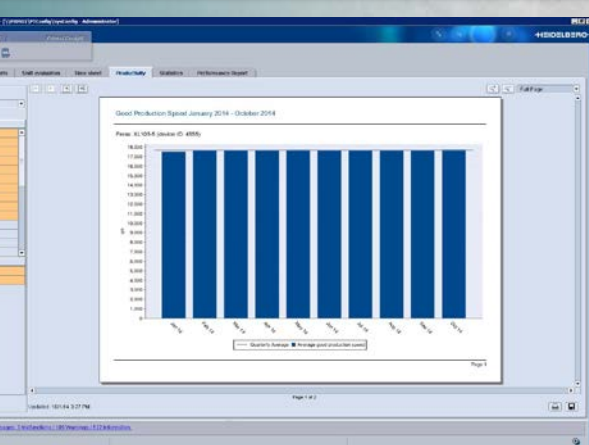
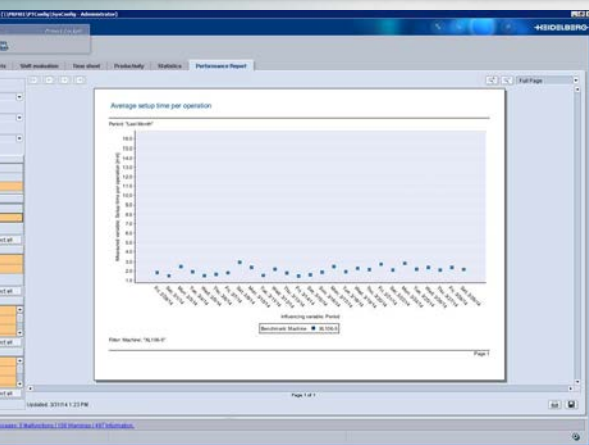
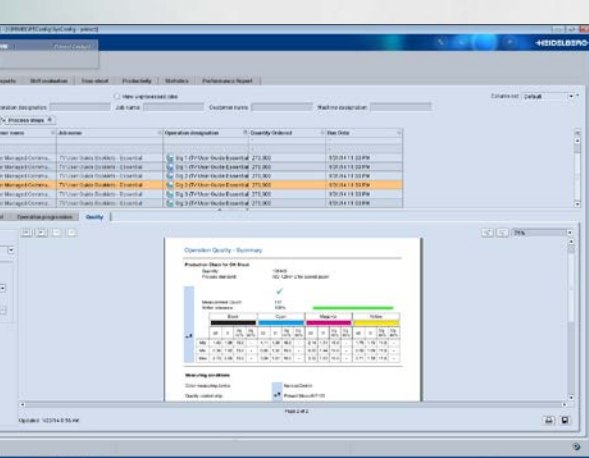




What is possible in a Smart Print Shop.  
**341 make-readies and  
346k in 32.75 hrs.**

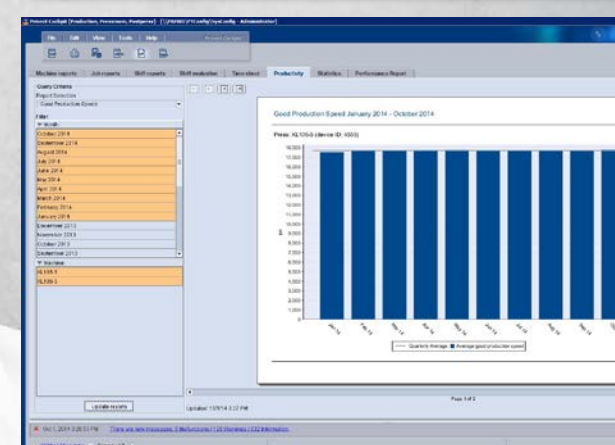
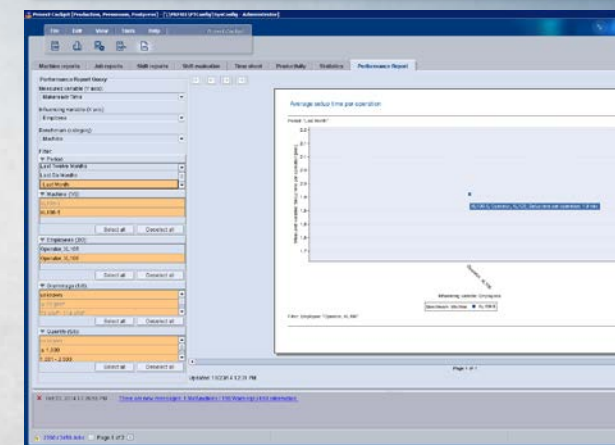
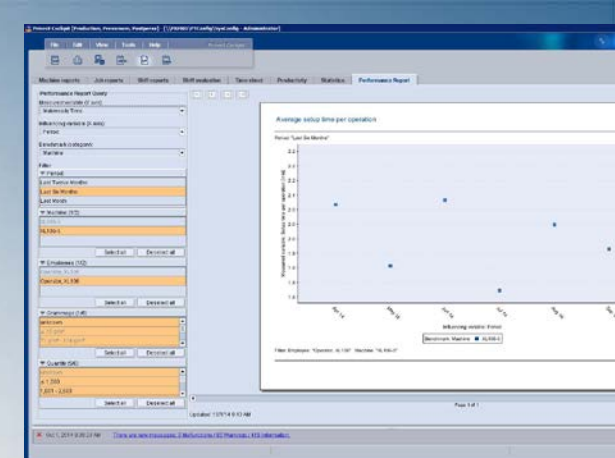






## Daily Operational Criteria

- 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
- Is waste at 0.4%?





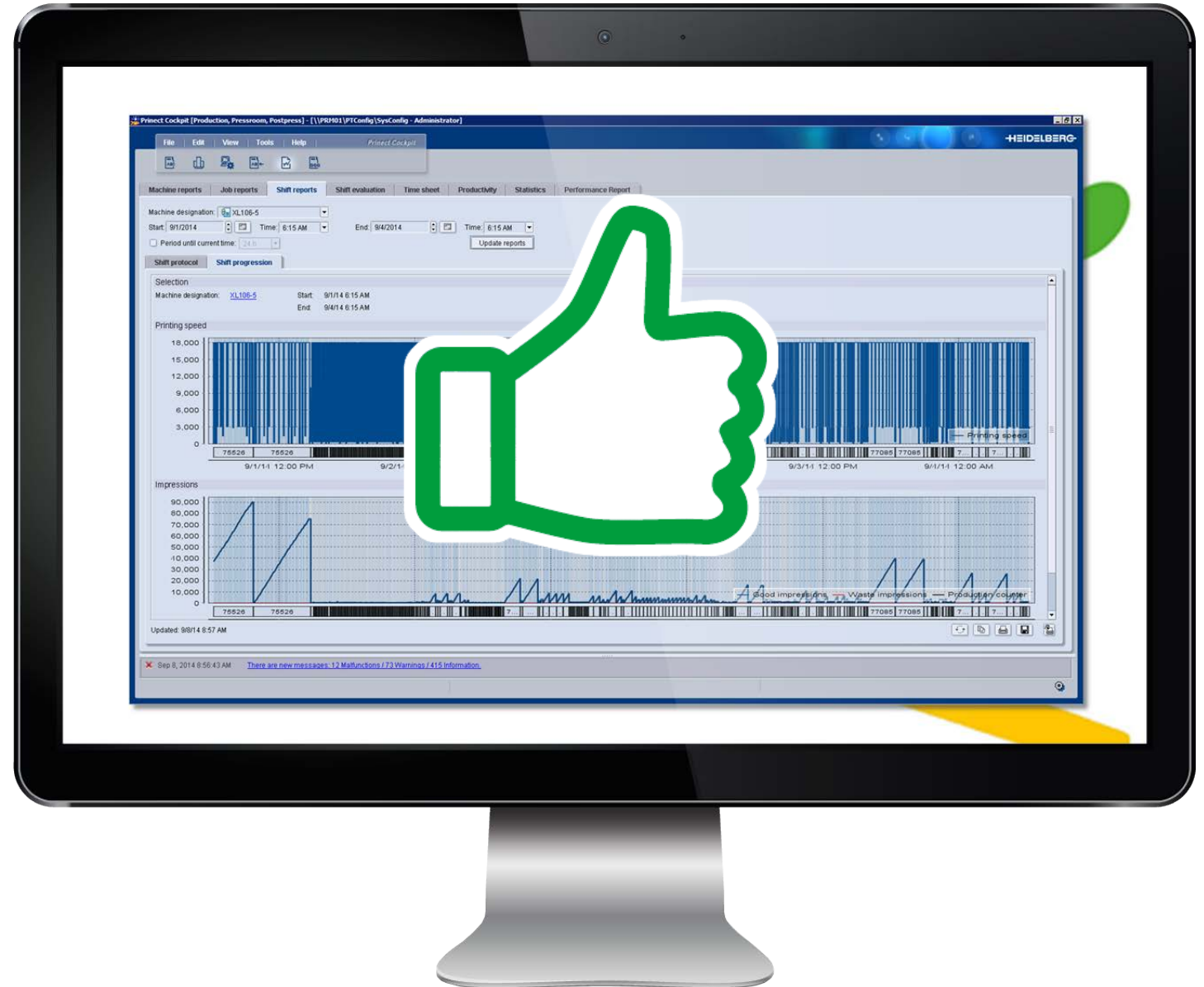


# Scheduling for optimization.





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!
- Figure out what not to do.
- Change fast – it cannot wait.
- Culture first!







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