

**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

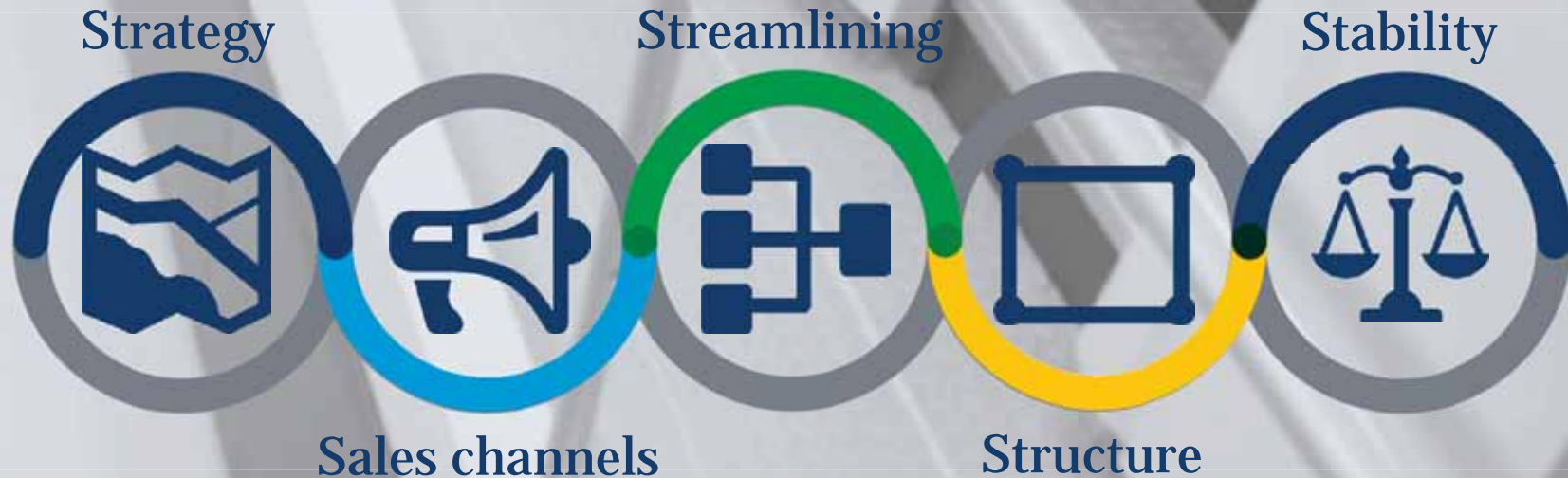


## The 5C.



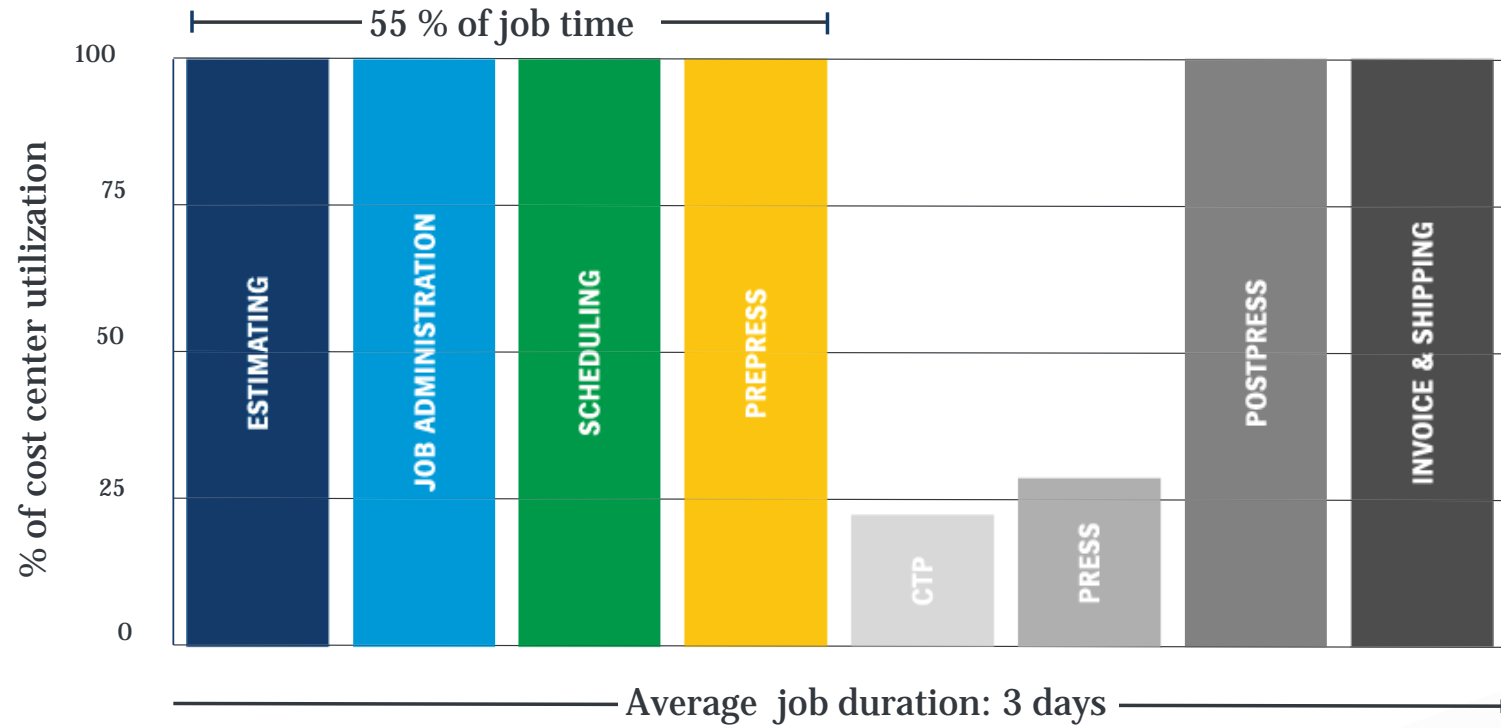


## The 5S.



## 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

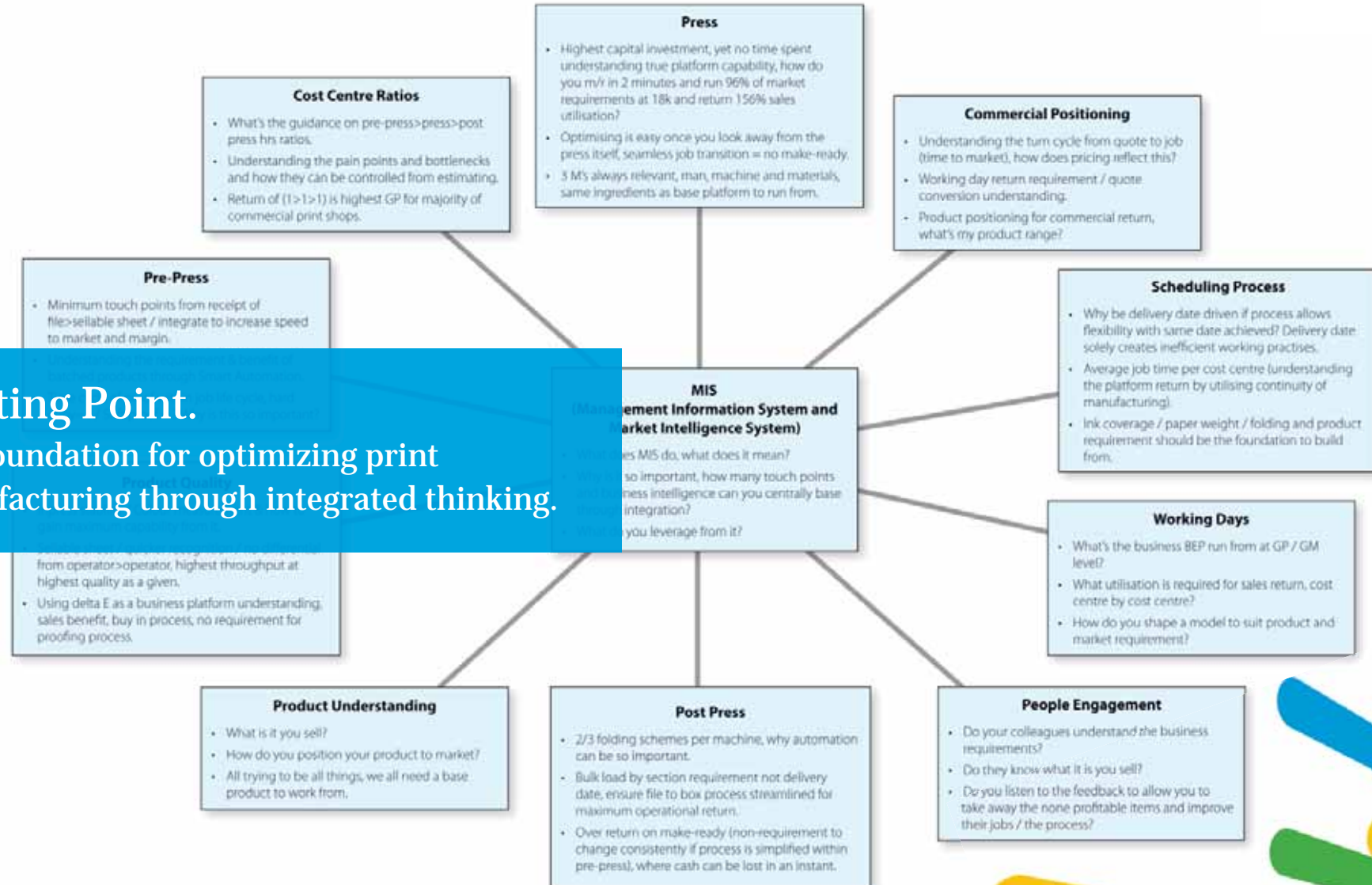


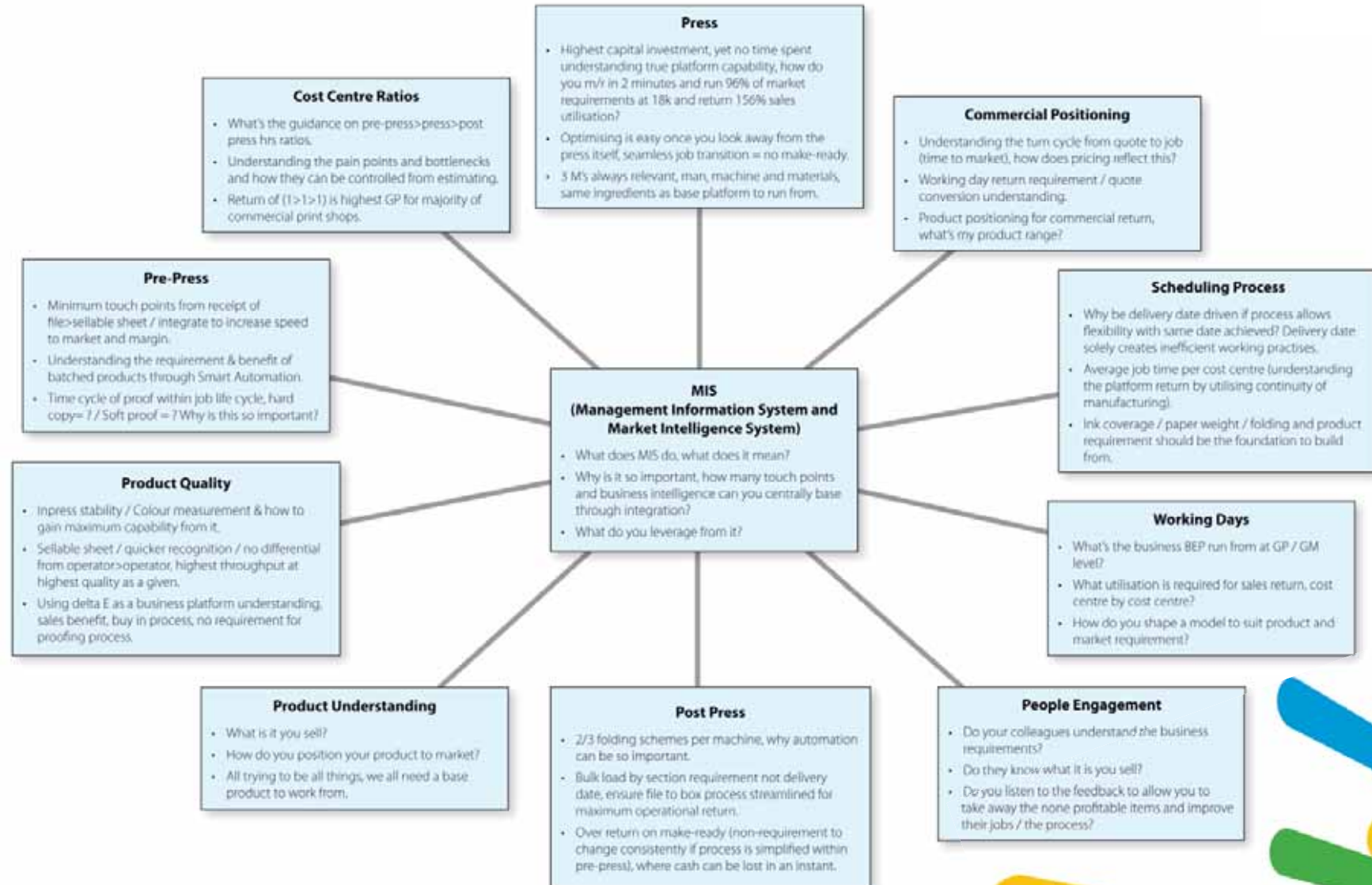




# Starting Point.

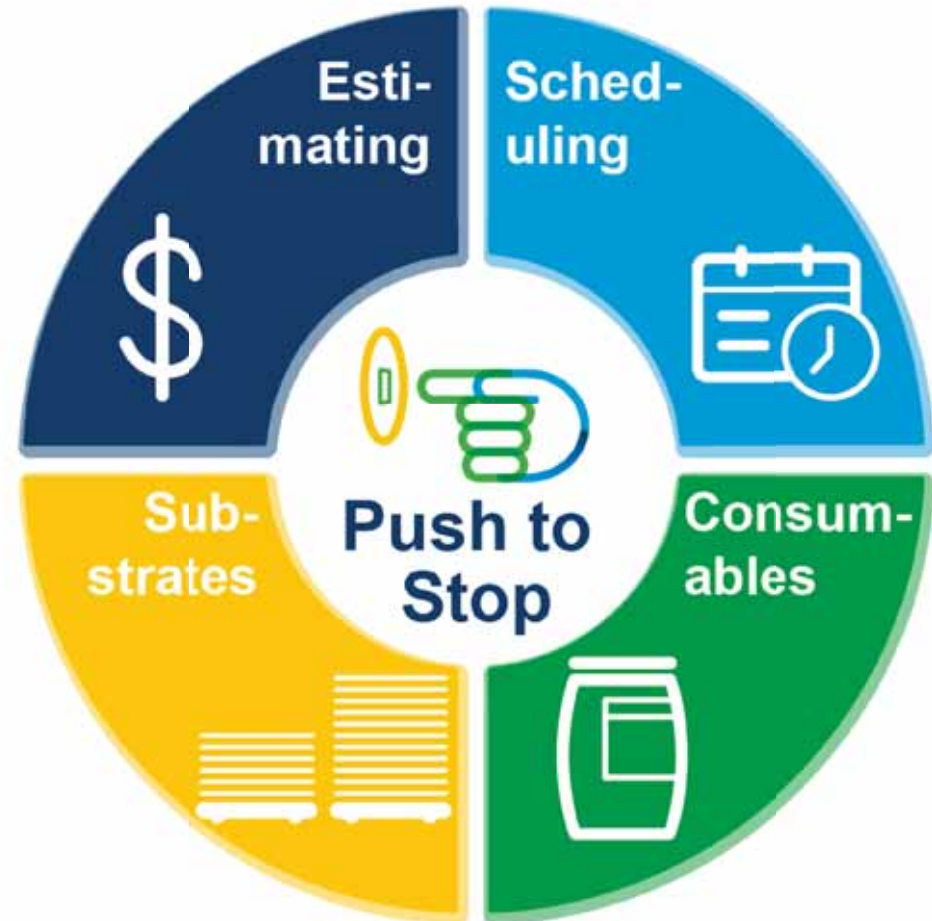
The foundation for optimizing print manufacturing through integrated thinking.





## 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

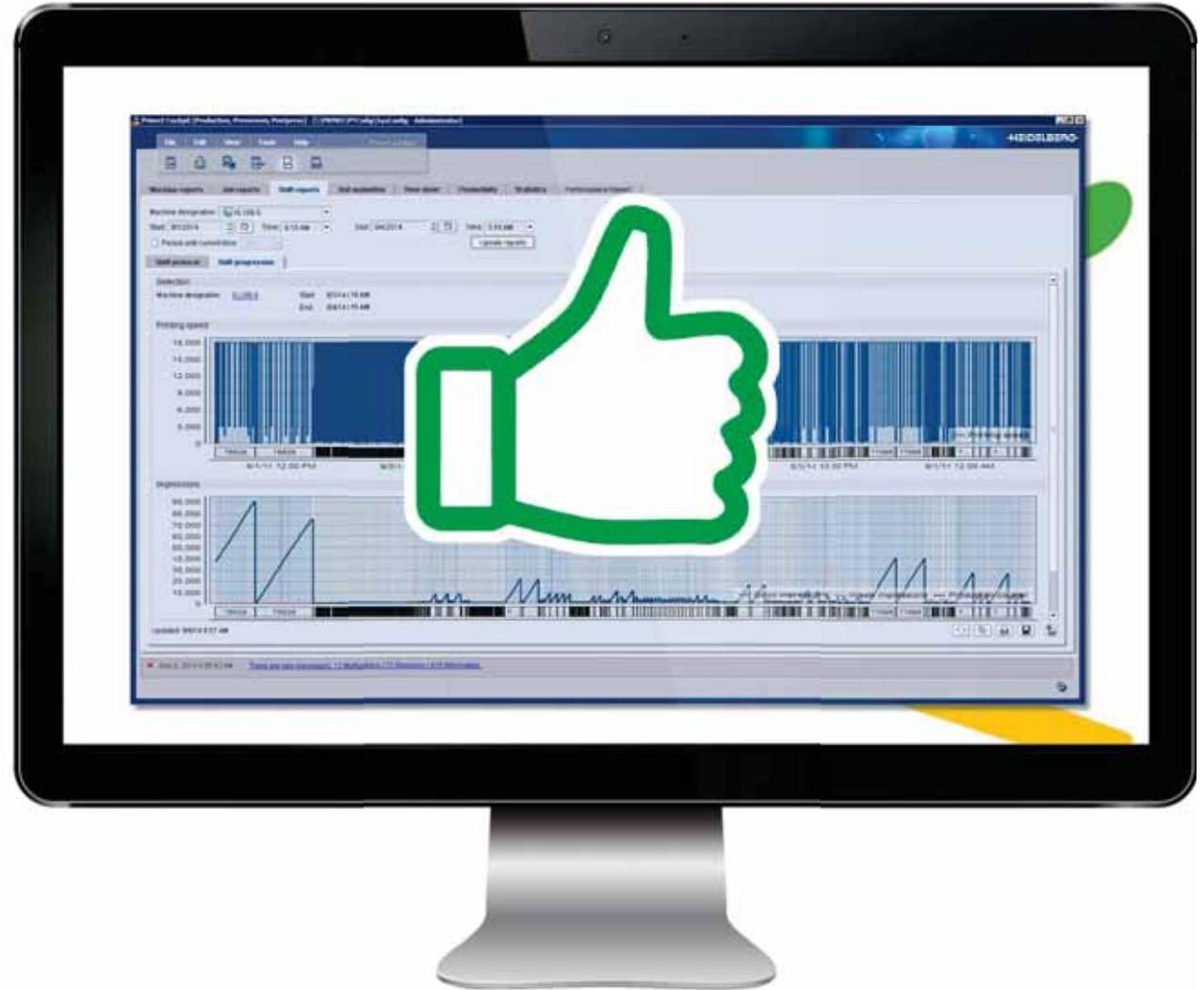
- ☐ Is color profiling accurate?
- ☐ Is my blanket washing sequence optimized?
- ☐ Can I improve by 1% today?
- ☐ Can I get make-ready -2 minutes?
- ☐ Is everything running at 18,000/h
- ☐ Is waste at 0.4%?



# 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.**