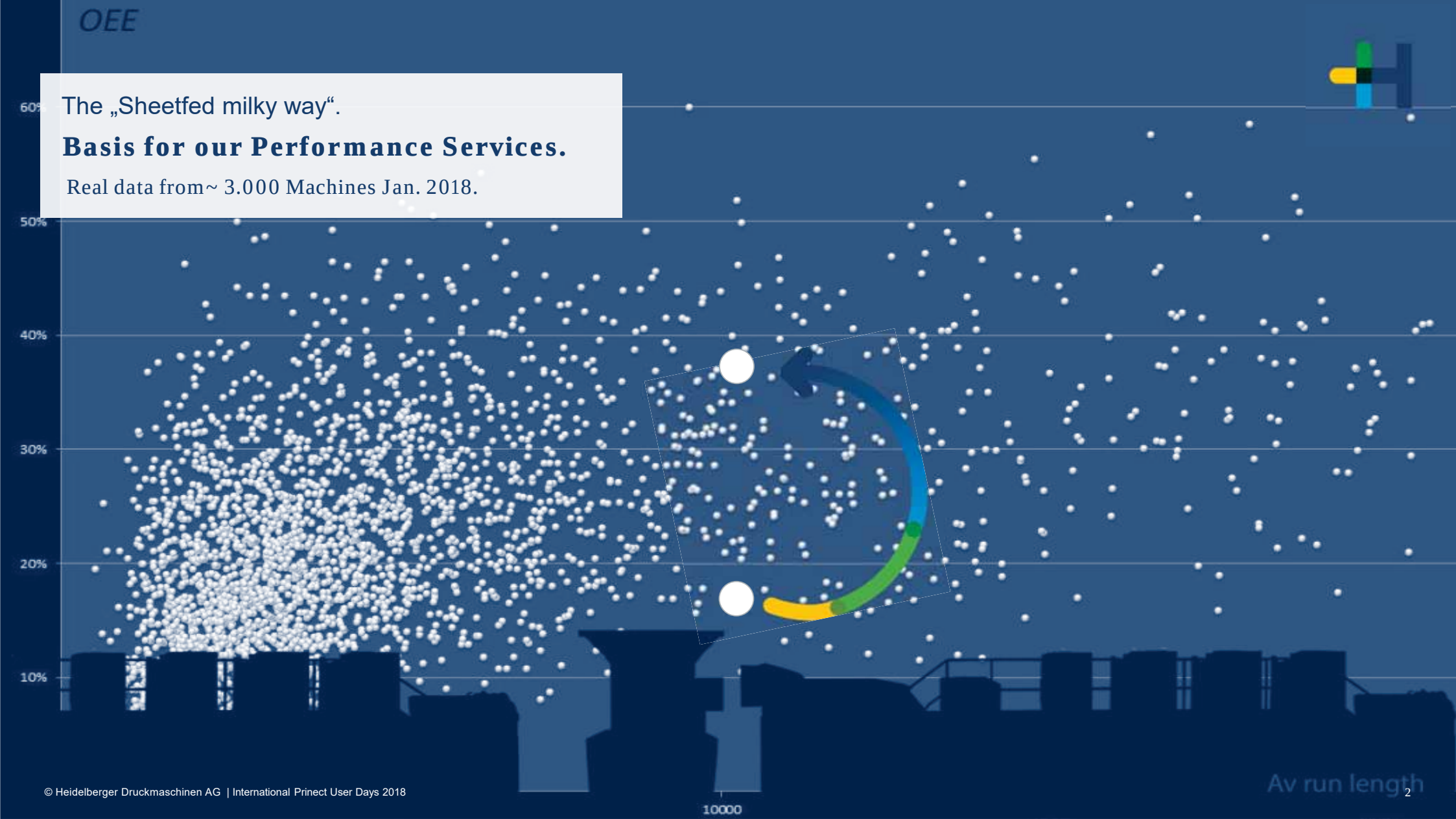
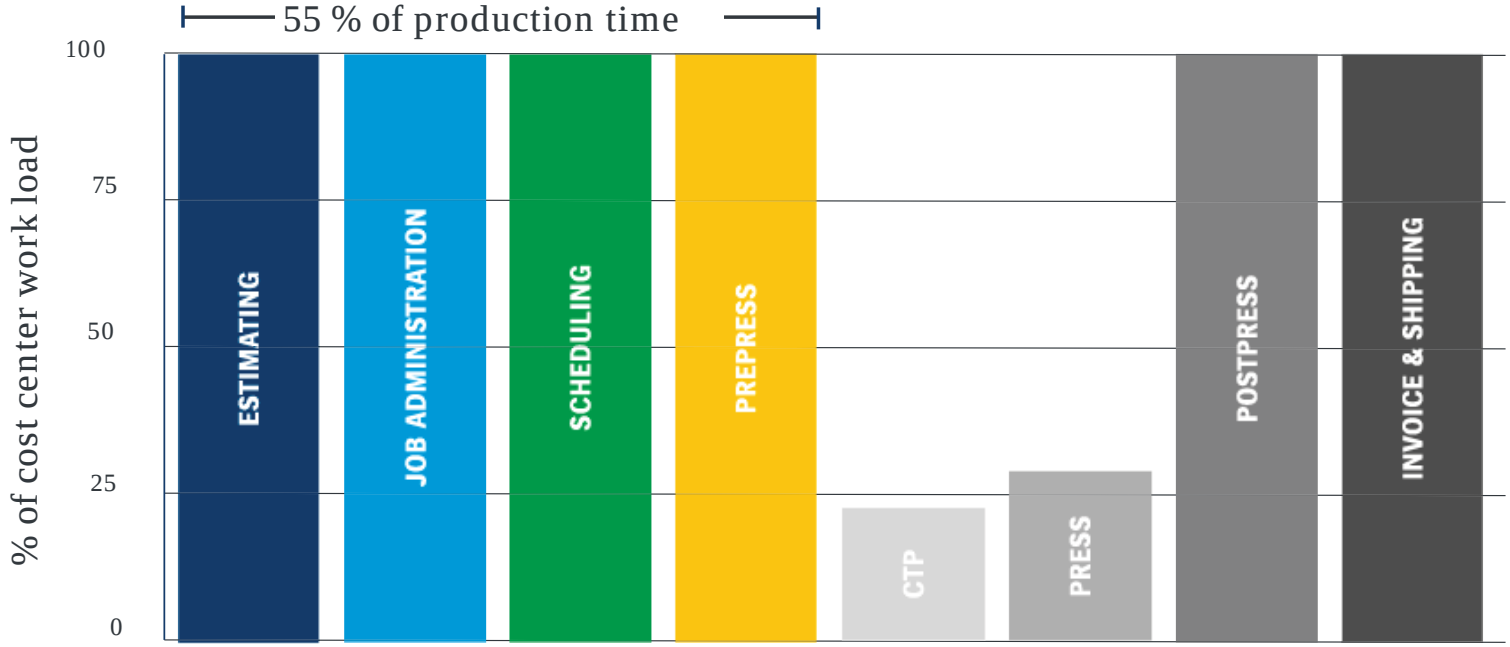
INTERNATIONAL
PRINECT USER DAYS
Heidelberg News
Axel Zöller

The „Sheetfed milky way“.

Basis for our Performance Services.

Real data from~ 3.000 Machines Jan. 2018.




% of cost center work load
100
75
50
25
0
55 % of production time
ESTIMATING
JOB ADMINISTRATION
SCHEDULING
PREPRESS
CTP
PRESS
POSTPRESS
INVOICE & SHIPPING

The daily challenge.

How to navigate the requirements of shorter run lengths, faster turnaround times and increasing costs? And all that while facing declining print prices.

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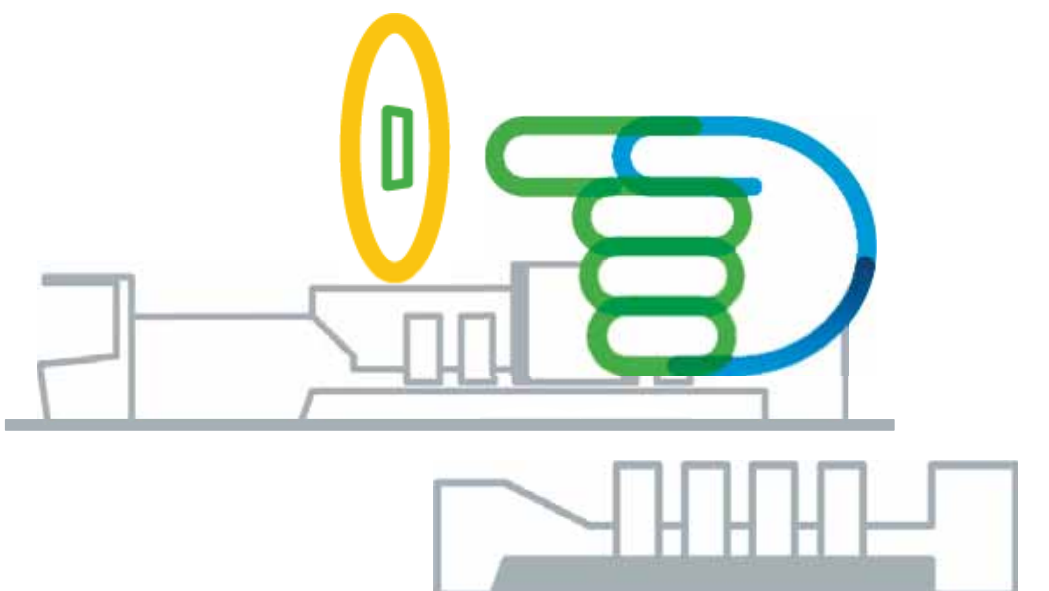
The way out starts with your press.

First part of the solution is a smart press that is able to autonomously organize and produce a print job.

This is what we call Push to Stop.



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One more thing to consider.

„Push-to-Stop goes beyond the press. To unleash its full potential you also have to think about your workflow.

The quality and performance of your workflow is highly related to six key areas.

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Customer integration.

Reduce touchpoints.

Increase productivity and operating time.

Reduce paper waste and warehousing.

Optimize consistency and reproducibility.

Business Intelligence.

Prinect. Driving the Smart Print Shop.

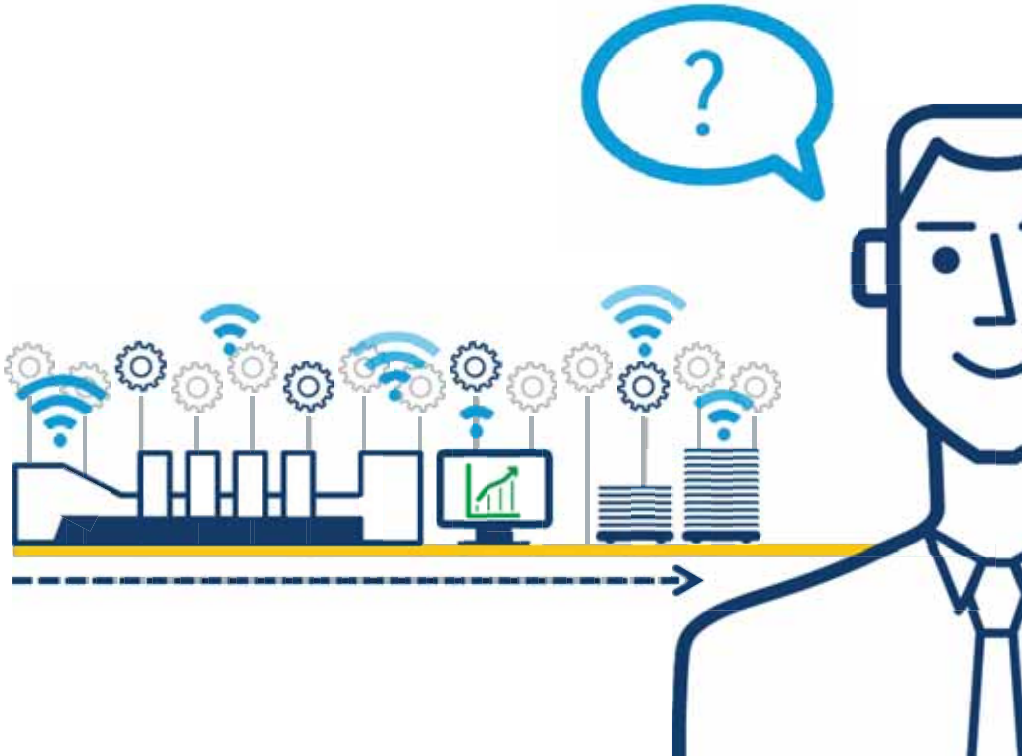
Driving the Smart Print Shop.

→ Estimating – much more than only preparing a quote

→ Setting up the end to end process automation determining the most cost effective production way

→ Scheduling – eliminates touchpoints between jobs

→ A smart chronology of the single jobs reduces the quantity of pre-setting and make ready phases



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Prinect Production. Setting up the end to end process automation determining the most cost effective production way.

Prinect Production is changing the way you think about a workflow.

- → **„Push to Stop becomes reality** – the only workflow that covers all production functionalities for automated or navigated print production
- → **Maximum freedom** – one workflow, whether you produce with toner, inkjet or printing plate
- → **Everything you need and much more –** no matter where you want to extend your business, Prinect Production is ready for Commercial, Packaging and Label
- → **Transparent and fair:** a simple subscription model that charges you only for your usage, regardless of how large the system is

Printing was never so easy.
How Prinect Production increases your productivity.

→ **Portal functionalities** to optimize your selling and communication process

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How Prinect Production increases your productivity.

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→ **Powerful job setup, planning and presetting** eliminates manual intervention that keeps your press up and running

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How Prinect Production increases your productivity.

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- → **Powerful job setup, planning and presetting** eliminates manual intervention that keeps your press up and running
- → **Fully automated plate production** including pre-flight, imposition and more

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How Prinect Production increases your productivity.

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- → **Press room and finishing integration** delivers best data to drive Push to Stop production philosophy

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- → **Fully automated plate production** including pre-flight, imposition and more
- → **Press room and finishing integration** delivers best data to drive Push to Stop production philosophy
- → **Significant analysis and reports** change the way you take your business decisions

Printing was never so easy.
How Prinect Production increases your productivity

Prepress functionalities

- → Customer portal
- → MIS and W2P connectivity
- → Preflighting and PDF editing
- → Full workflow automation features
- → Imposition
- → Color management
- → Proofing and plate making

Planning, Press and Postpress functionalities

- → Scheduling incl. make ready optimization
- → Automated Paper Stretch
- → PDF file delivery for ink jet and toner printing
- „Push to Stop press presetting
- → „Push to Stop finishing presetting
- → Shop floor data collection

Packaging and Label

- → Extension for Packaging and Label features
- → Including structural design

Less complexity with full flexibility. A pricing which is based on your needs.

→ **Welcome to the Smart Print Shop –** Prinect Production gives you access to the full suite of production and automation functionalities enabling Push to Stop.

→ **Always the perfect solution –** Of course one size does not fit all. To keep things simple we support you to determine the best solution for your actual requirements. If your needs change, you have the full flexibility to extend your system any time.

→ **Complex, expensive license models are a thing of the past –** A transparent monthly usage fee that follows your production. The costs include a base fee and an additional charge based on the number of square meter TIFF's produced above the base level.

→ **Safety your business deserves –** Prinect Production includes all updates and upgrades, which ensure that you not only have the latest version, but also the newest functionalities. And if you need support our hotline experts are available for you.

Prinect Production.

Commercial.

What‘s new in Prinect 2019

→ **Job Tabs** – Eases up handling several jobs at the same time

→ **Portal**

  → Uploads – Assignments – Approvals – now complete in Portal look & feel

  → Portal Widgets machine status, jobs & usage: now available for smartphone

→ **Optimized plate sequence**

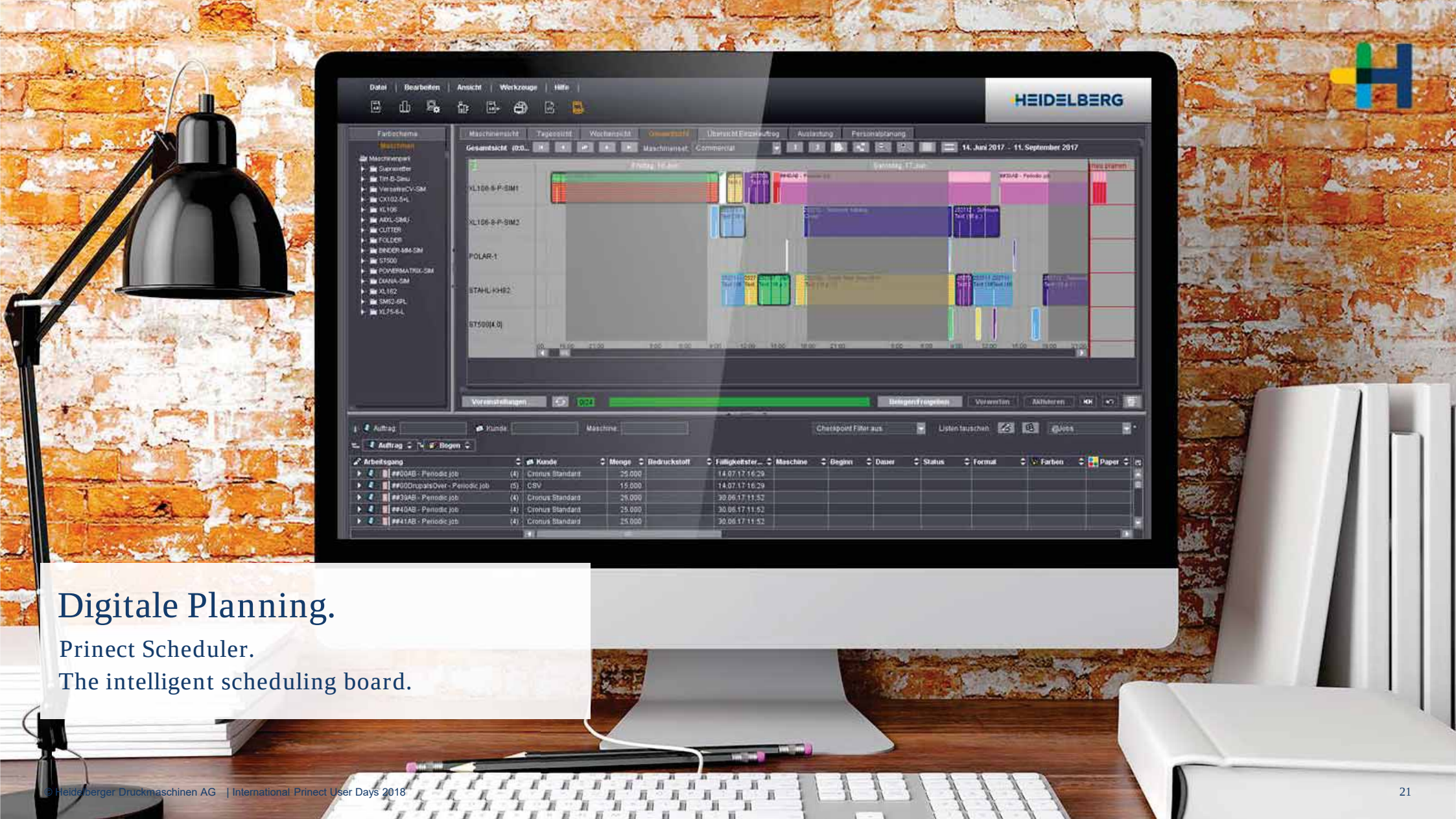
→ **Plate Pilot** – sorts your plates fitting the press schedule defined in Scheduler

→ **Versioning** – Let your system identify the plates that can stay in the press

→ **Show Effects** in the PDF Toolbox – preview of special finishing effects in 3D

→ **Transfer of coating informationen** to the Prinect Press Center S18A

→ **New foldings scheme of the P-Stahlfolder** are supported from SignaStation to the machine as well as a Data Terminal



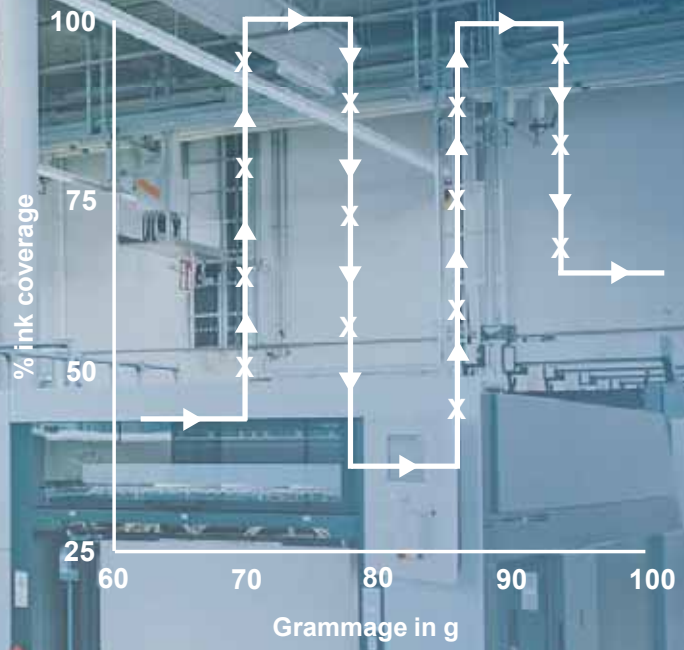
Digitale Planning.

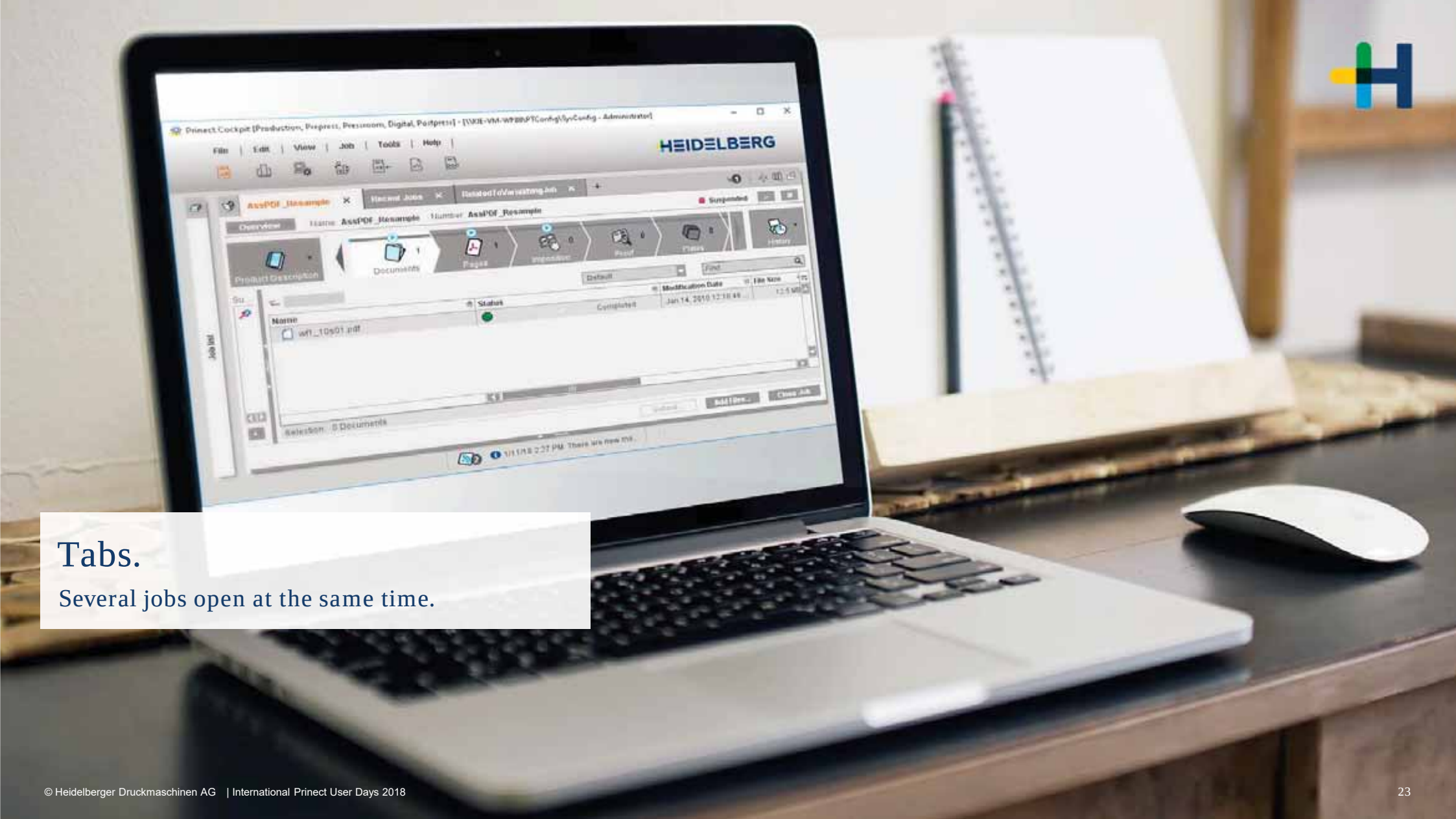
Prinect Scheduler.
The intelligent scheduling board.

Optimized plate sequence: Reduce make ready efforts.

→ Consider the scheduling hierarchy

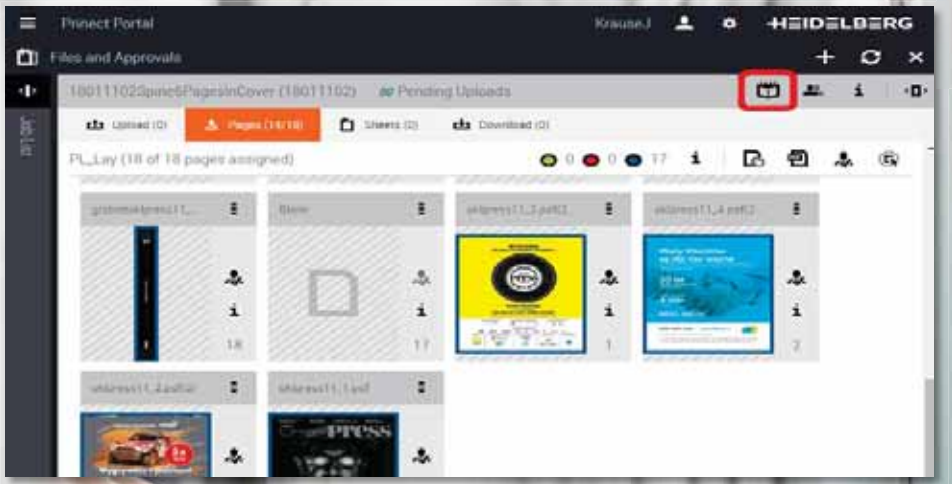
- → Paper dimension
- → Grammage
- → Ink coverage
- → Folding scheme
- → Delivery date





Tabs.

Several jobs open at the same time.



Sign-off with Prinect Portal. Simulation of the book spine.

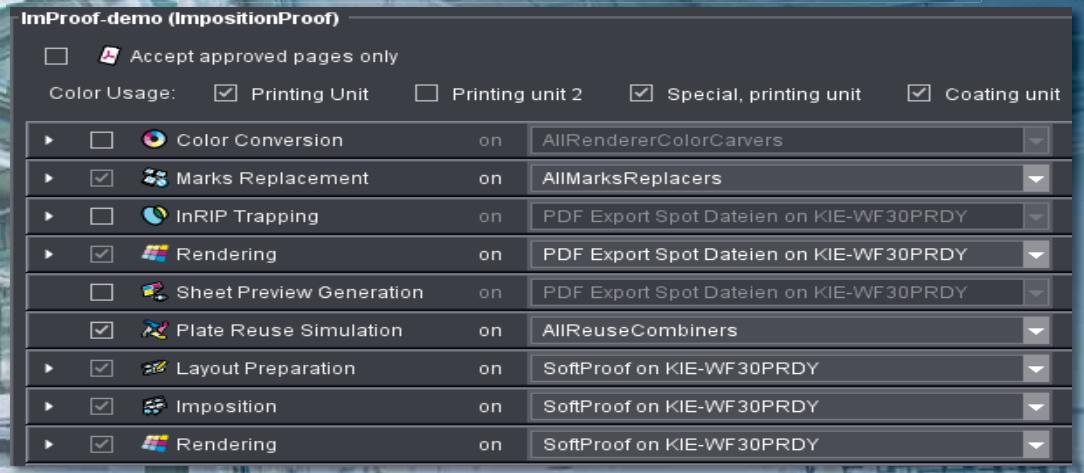
→ Click on the "Simulation Button" opens the 3D simulation und previews the book spine

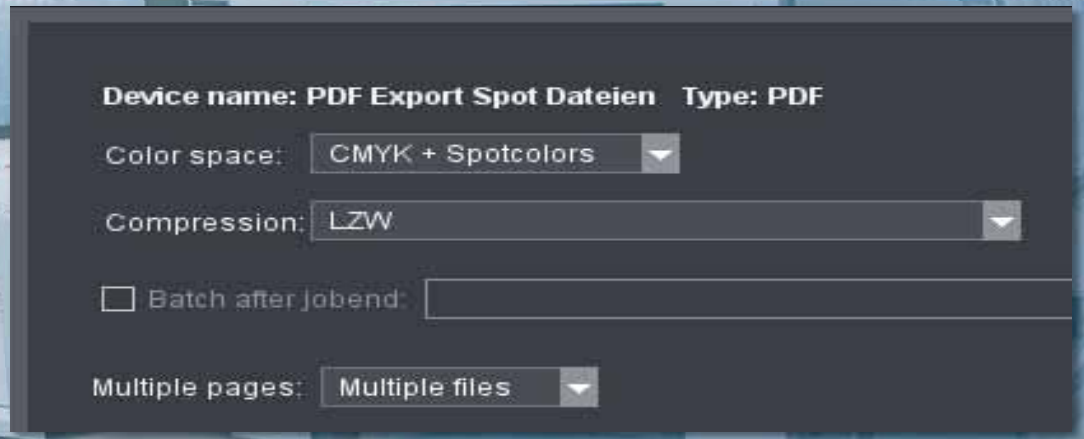
→ Increased approval security

Versioning: Proof of plate re-use

→ Operator selects plates for reuse

→ The results may be proofed via the **Plate Reuse Simulation** in **Imposition Proof** as well as **Booklet Proof**





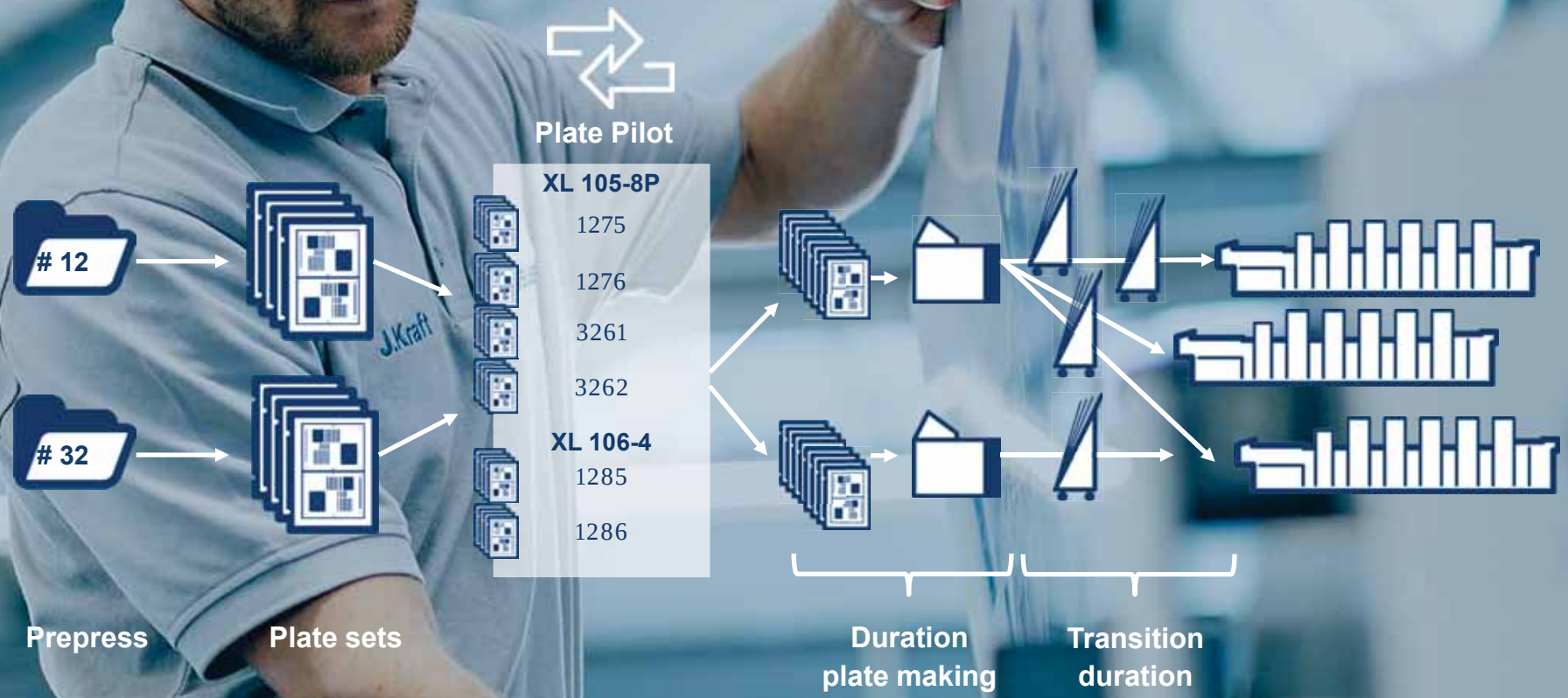
Versioning:
Re-use of plates.

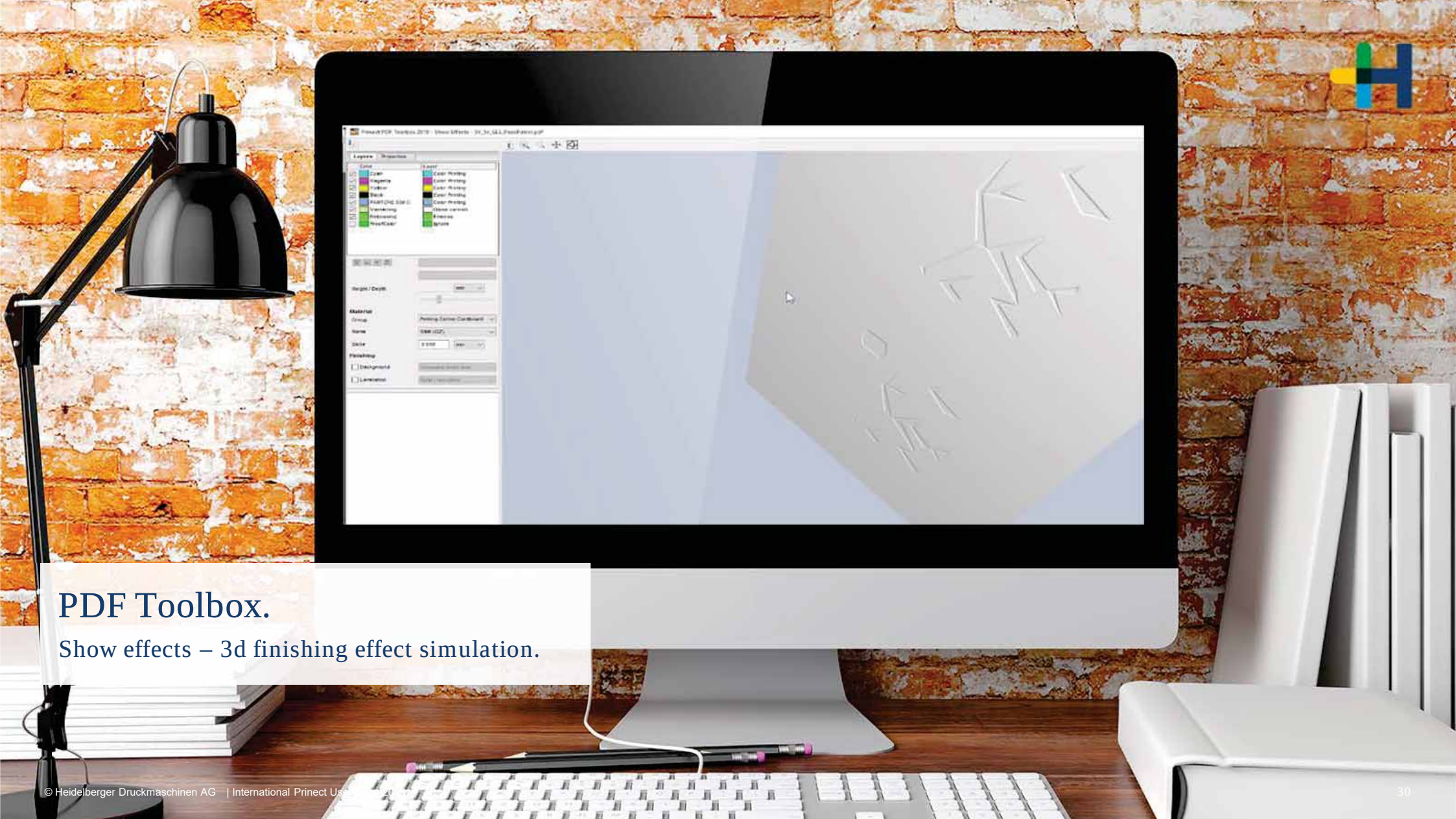
Plate Pilot

Optimized plate production for the press room – Push to Stop for platte production

Prepress
data flow
Press
scheduling

Plate Pilot: principal





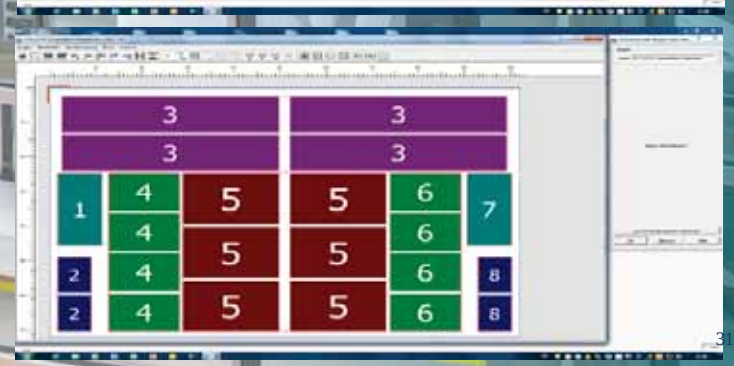
PDF Toolbox.

Show effects – 3d finishing effect simulation.

New in Prinect.

→ Cutting preset with preview

→ Up to now placeholder only



Prinect Business.

Commercial.

Prinect Webshop.

Entry Level Web Shop

→ For the immediate start

→ For standard products and processes

→ Range of features “out of the box”

→ SaaS solution easy to manage

Market introduction

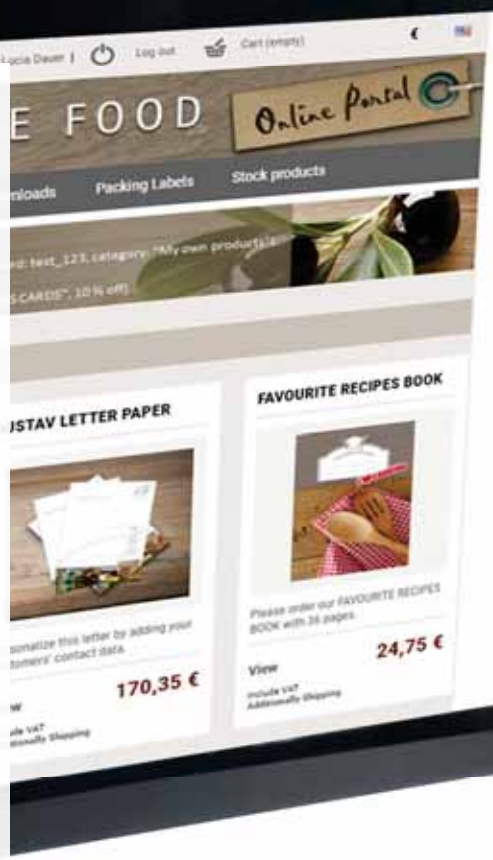
→ Customer introduction phase successfully completed

Integration possibilities

→ Up to 20 Shop(s) via Web-to-Print Connector

→ Integration into Prinect Production and automation with Smart Templates

→ New: Connection to Prinect Business Manager



Automatic quote generation via the Prinect Portal.

Easy to use and highly flexible

→ Selection of the packing

→ Selection of transport options/costs

→ Additional standard processes in Prepress and Postpress can be configured

Up to 90% reduction of the efforts for quote generation

Complete Integration.
Business & Production workflow.

→ Customers order in the portal

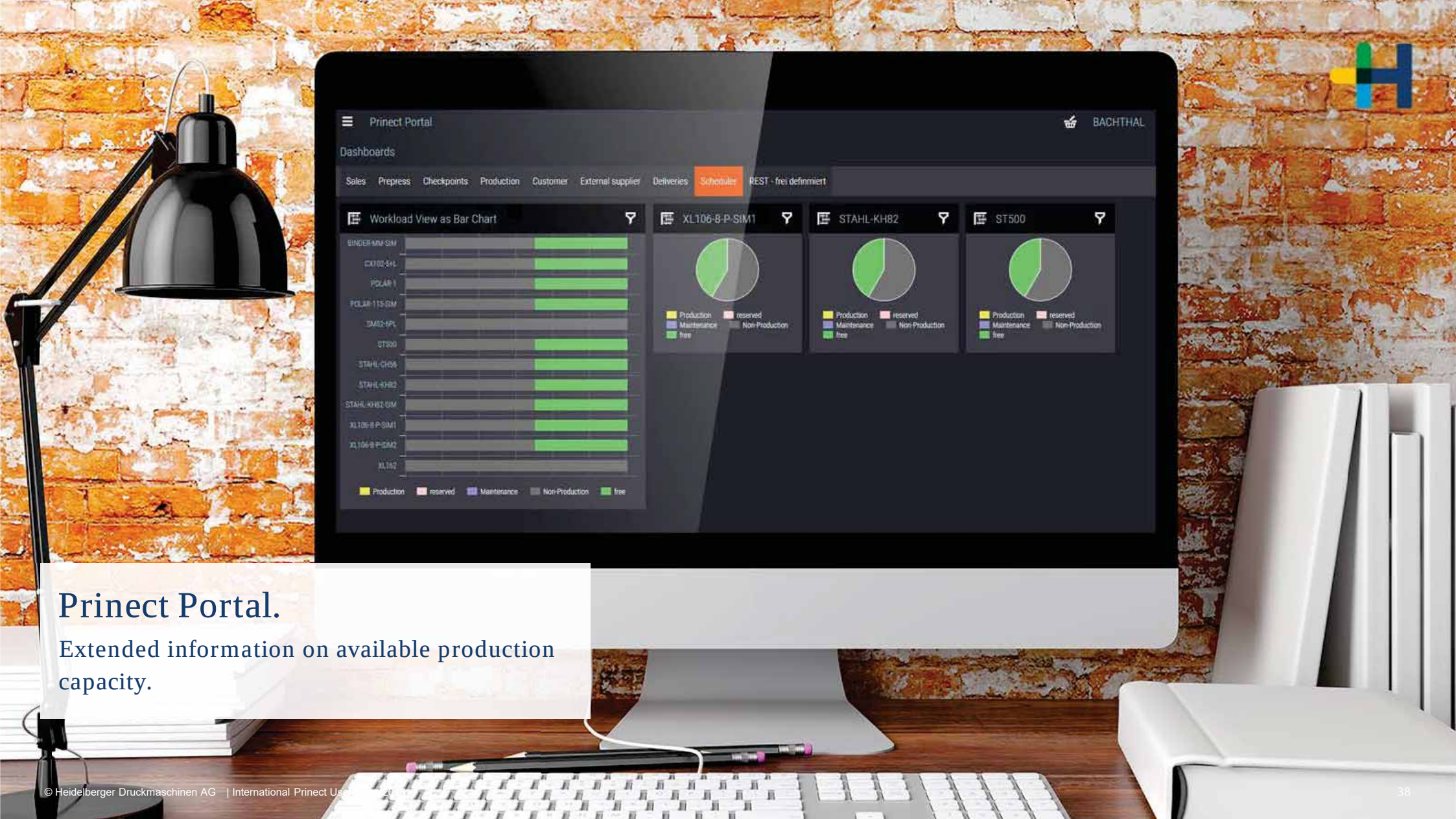
→ Automatic job creation in MIS and production

→ Automatic predefinition and optimization of the production

Prinect Portal. New structure and extension of the MIS functionality .

→ Messaging module of Prinect Business Managers now also available in the Portal

→ Easy creation and tracking of internal processes



Prinect Portal.

Extended information on available production capacity.

Prinect Portal.
Free definable widgets.

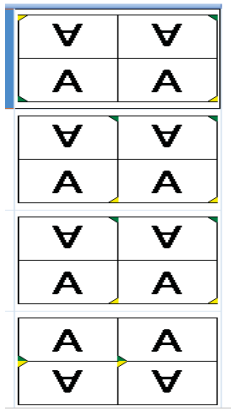
→ Programing via the REST interface

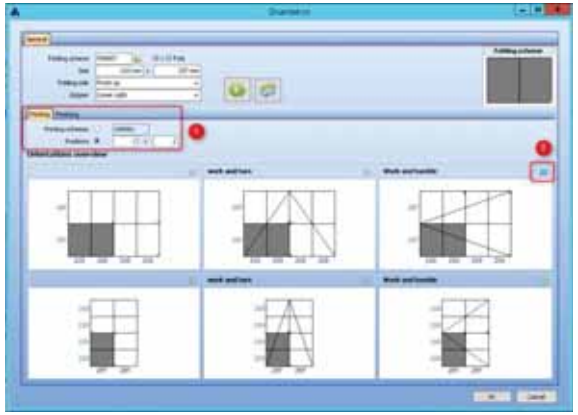
→ Support of displaying pictures, text as well as various diagrams

Extended Integration of Prinect Business Manager with the Prinect Production workflow.

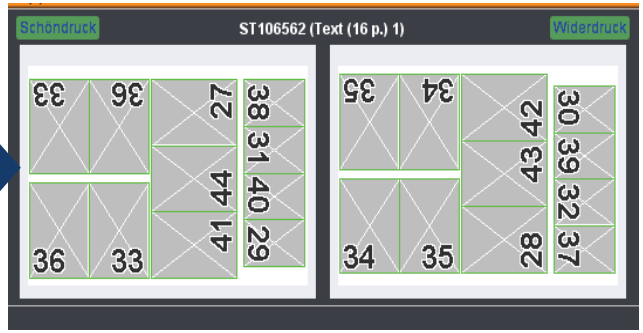
→ Improved predefinition of the folding scheme orientation

→ Gang form: Definition of the position of each element in the Business Manager and transfer of the info to the SignaStation





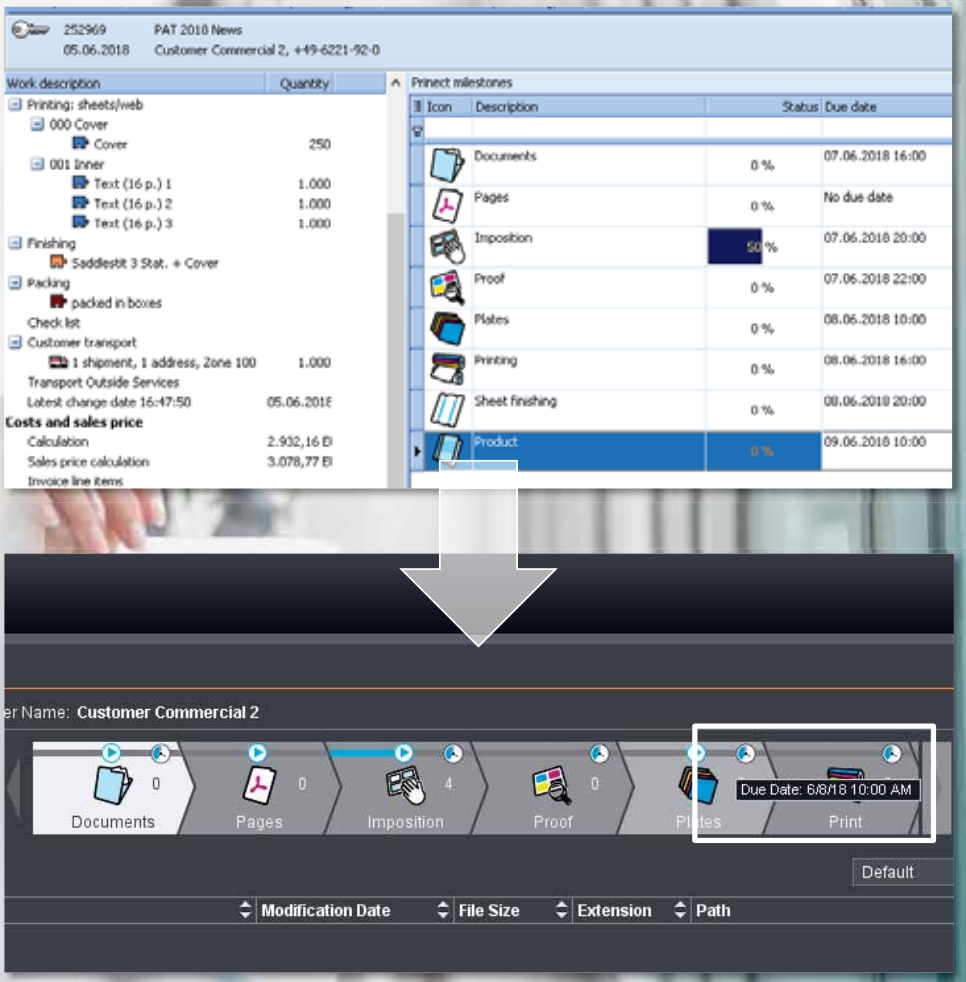
MIS



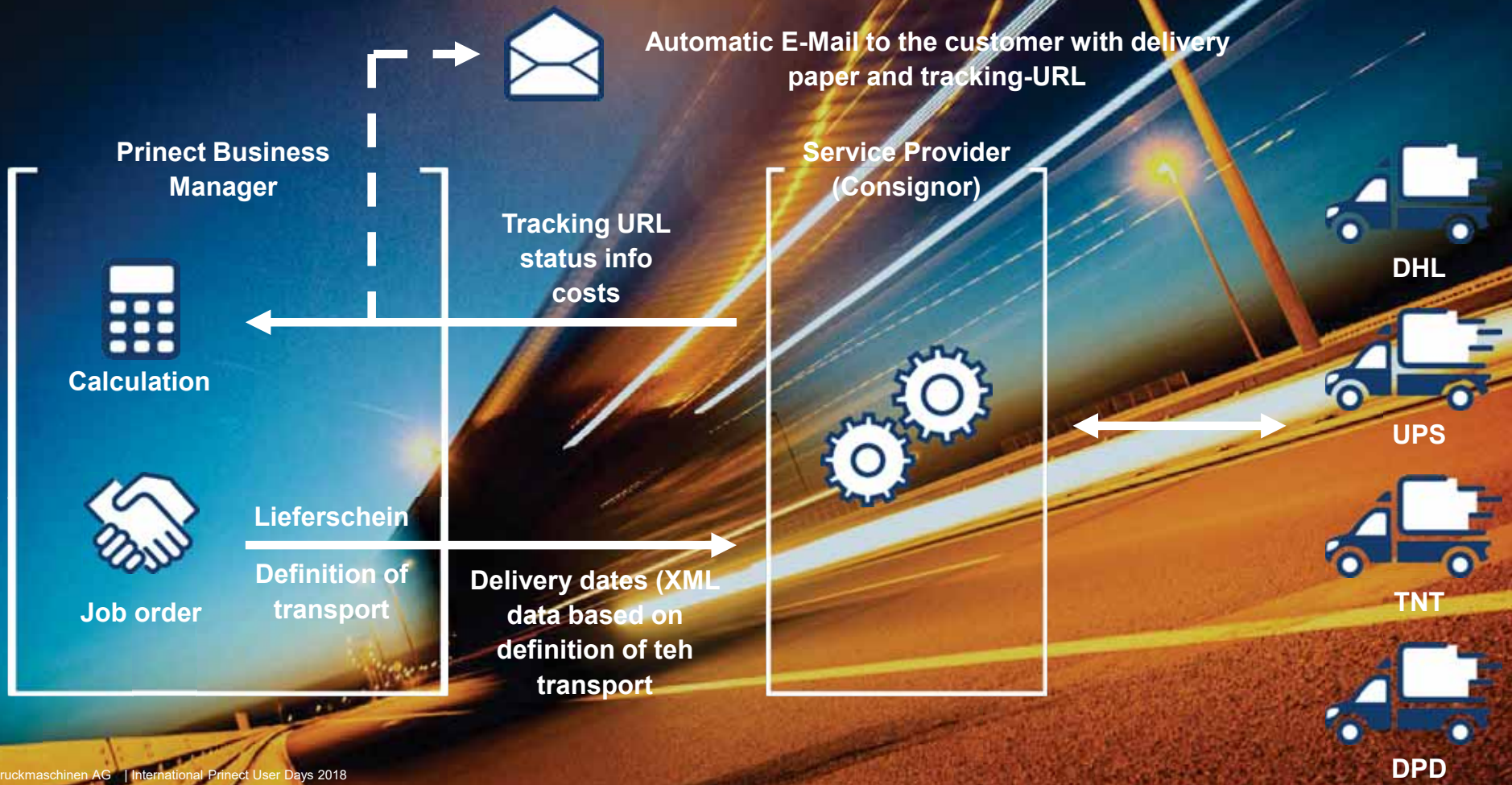
Production

Integrated mile stones in Prinect Business Manager und Production workflow.

→ Complete overview of the due dates in all areas of the workflow



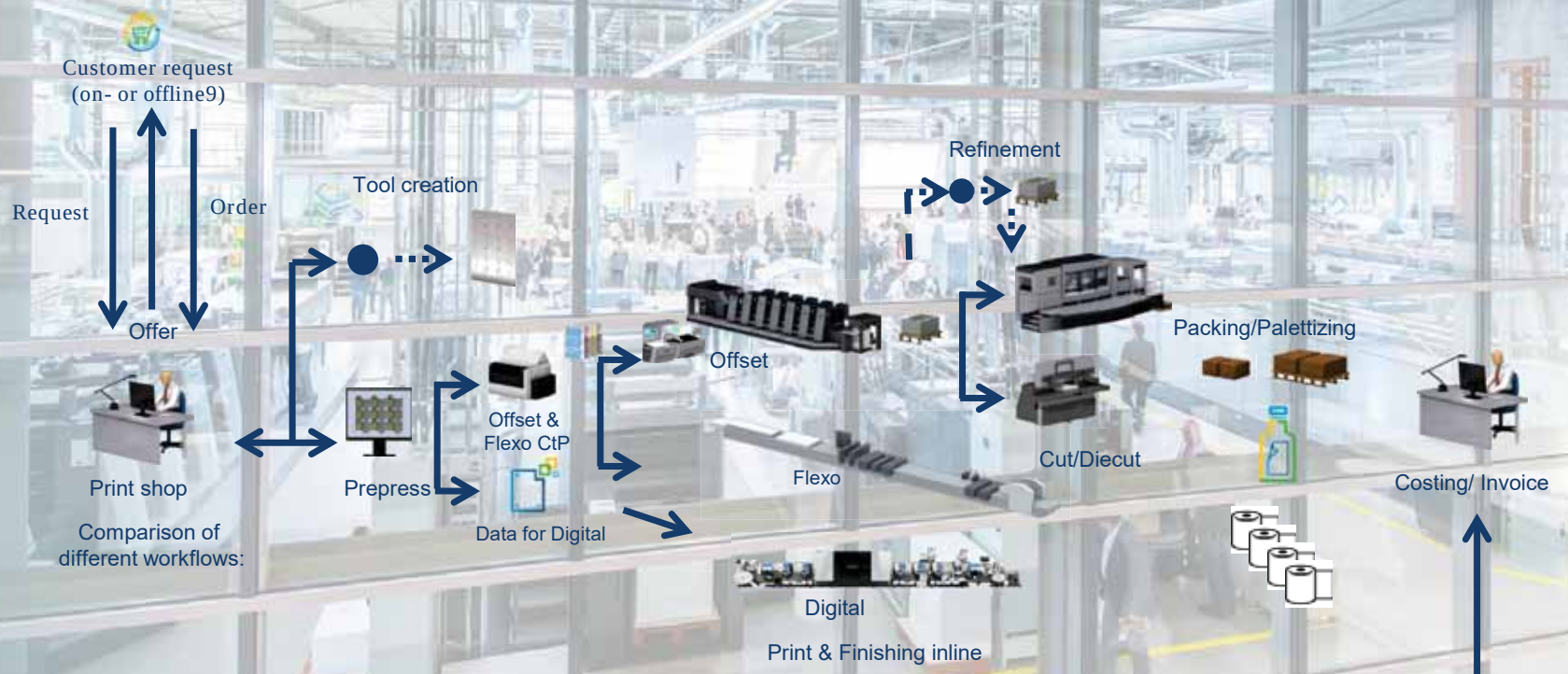
EDI-based logistics interface



Prinect Production.

Packaging & Label.

Label production, sheet-fed offset, narrow- web digital and flexo print



Shop floor data collection

Cost reduction by improved gang form production.

→ Automatic positioning – optimized usage of the sheet with minimal over production

→ Distribution on either CAD based layout or on empty sheet

Significant savings in plates and in make ready.

Prinect Signa Station Label Pro.

- → Automatic calculation of gang forms with different articles with different shapes and amounts
  - → Suggestion of different results
  - → Grouping of articles
  - → Manual corrections
- → Erstellung einfacher Konturen
- → Drafting of simple shapes
- → Clip path creation
- → Output to cutting plotters (CAM)
- → Output via laser die cutter

Your advantage:
drastic reduction of production costs.

Online Communication Web4Label – option to Prinect Business.

- → B2B Webshop specialy targeted for labels
- → All products with their attributes and prices
- → Upload of new products to an existing product group or request for a new quote.
- → Approval of soft proofs

Support for Flexo printing.

→ Free screening angles

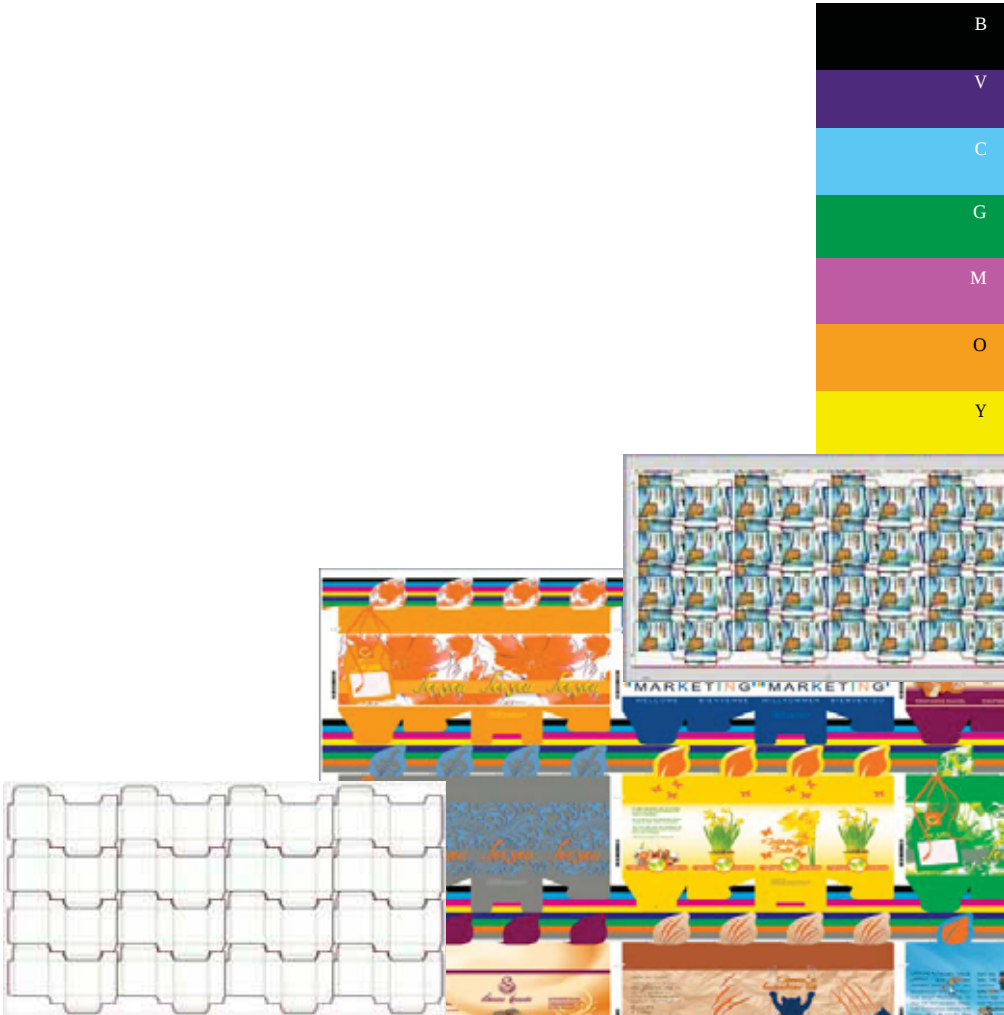
→ Compensation of circumferential distortion

→ Export of segments from Labelfire DFE

Your advantage:
highest flexibility and quality.

Automatic Paper Stretch Compensation now also for Multicolor.

- → Multicolor-jobs with up to 7 colors can now also be compensated
- → Especially packaging printers profit from the developments as 7 color printing becomes much easier and better to print
- → New Pre-distortion: Highly demanding jobs in terms of the printed image and die-cut forms can be produced in high quality



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We want to further improve our offerings to you.

Prinect goes subscription.

Prinect goes subscription.

- → Prinect user with maintenance contract can extend their systems as long as the contract stays active.
- → For new Prinect customers the Prinect Production Manager is the exclusive offering.
- → For Prinect users without maintenance contract the Prinect Production Manager is the new offering. This is also true for customers canceling their existing contracts in the future.
- → Prinect users without a maintenance contract have time until summer 2019 to upgrade their system to the latest level and take the system under contract.
- → As of summer 2019 Heidelberg does not offer to purchase upgrades to the latest level any longer. Upgrades are only available via contract either maintenance or subscription

How you will benefit from Prinect.
Return on Investment.

→ Low initial startup costs that let you take advantage of Prinect production solutions without the big upfront capex or the need for financing

How you will benefit from Prinect.
Return on Investment.

→ Fair and transparent. With Prinect, we offer you a volume-based subscription model based on a monthly fee

How you will benefit from Prinect.
Return on Investment.

→ With Prinect, your workflow is always up to date. And if the worst comes to the worst, you can quickly and easily obtain support from the Prinect service hotline

How you will benefit from Prinect.
Return on Investment.

→ Prinect enables you to adapt the scope of the workflow to your requirements in a completely uncomplicated manner. The integration of further Prinect modules is possible at any time

How you will benefit from Prinect.
Return on Investment.

→ A convincing ROI. With Prinect, you can sustainably increase your productivity and efficiency, and thus your profit

Workflow solution for Business and Produktion.

Prinect. Driving the Smart Print Shop.

Thank you very much for your attention.

I am happy to answer your questions.