

WS 12

Prinect Production Manager: Structure and use cases.



■ ■ ■ A. Zöller, T. Baptist ■

Prinect Production Manager: Structure and use cases.

A new way of printing.

Do you know your potential?

More productivity. Less complexity -

how does it work?

Why Prinect Production as subscription model?

WORKSHOP

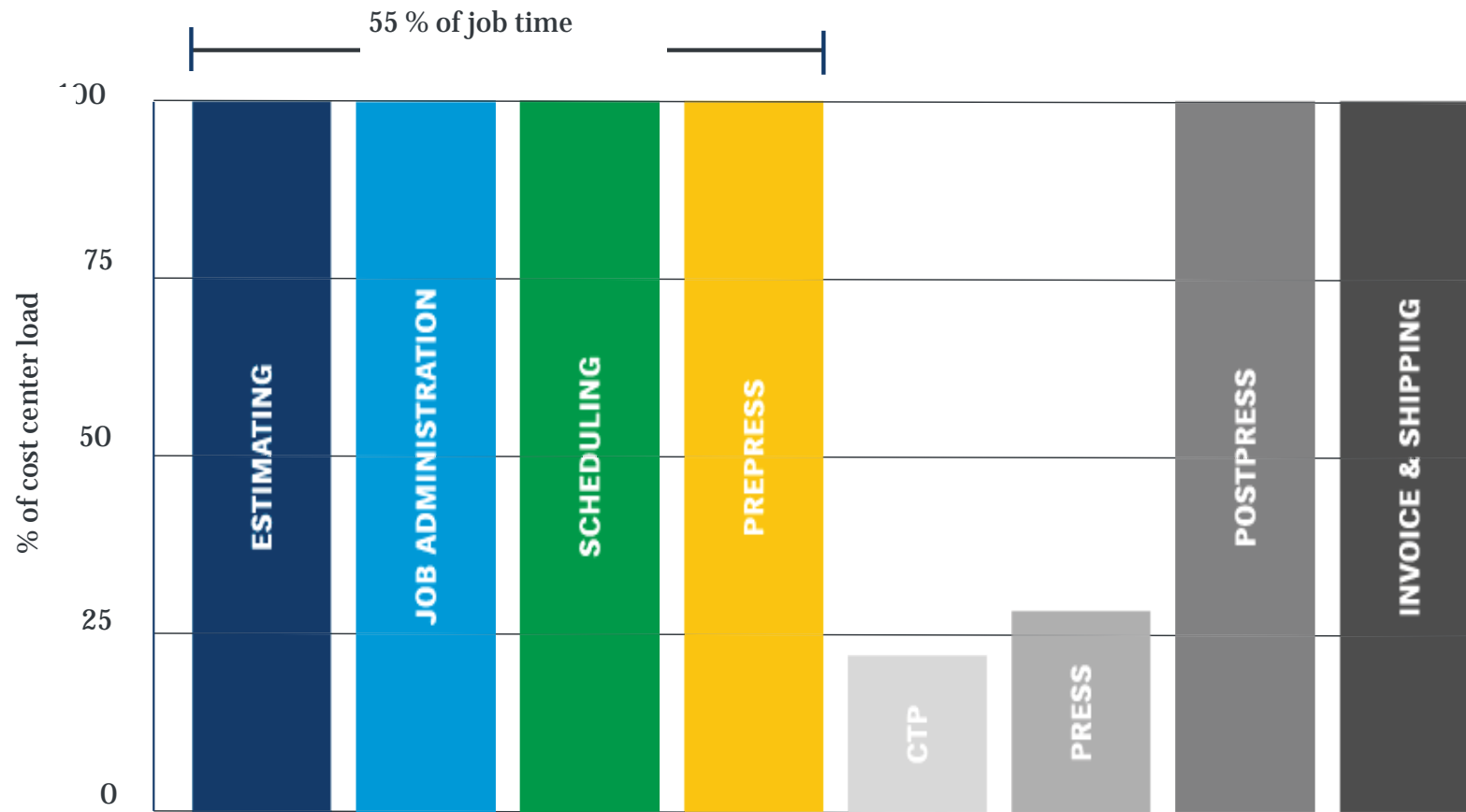
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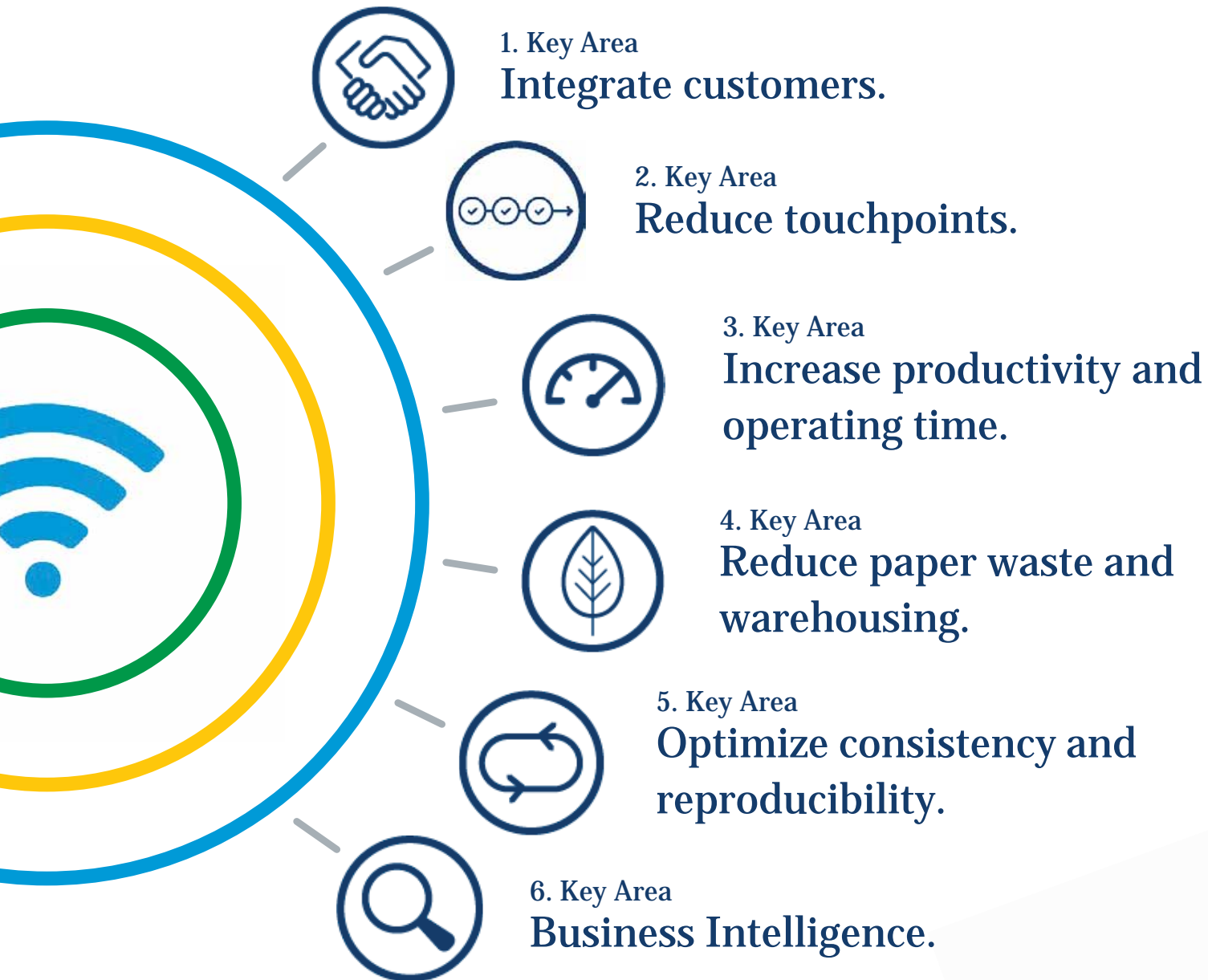




Why it is time to think about reshaping
your business.









Push to Stop will only be utilized by its full potential when your workflow and your processes support the 6 improvement areas.



Introducing Prinect Production.
Your solution on the way to a Smart Print Shop.





Princt 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
- **Everything you need and much more** – no matter where you want to extend your business, Princt 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





Printing was never so easy.

How Prinect Production increases your productivity.

- **Portal functionalities** to optimize your selling and communication process
- **Powerful job setup, planning and presetting** eliminating manual intervention that keeps your press up and running





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How Prinect Production increases your productivity.

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- **Fully automated plate production** including pre-flighting, imposition and more





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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-flighting, 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.



The Prinect Production subscription model in details.



Prinect Production subscription model. Requirements.

→ Contract

→ The software can be used as long as a active contract is in place

→ Cancellation policy

The minimum term of the agreement is 12 months. The customer has the right to terminate the usage agreement with 6 months' notice to the end of the month. Heidelberg has the right to terminate the agreement with appropriate notice, in particular when the monthly usage fee has not been paid, despite request for payment

→ The subscription approach requires a permanent internet connection!



Princt Production subscription model. Functionalities and setup.

- Princt Production includes all current production products, modules and options but not the ...
 - **Business Manager** → Press modules
 - Data Center → Primefire/Labelfire DFE
- Requirement: Microsoft database
The customer shall provide a license for the Microsoft SQL Express database for installation of the system. Alternatively, Heidelberg recommends for larger installations that customer purchases Princt Data Center with the Microsoft SQL standard database
- Necessary hardware is not included and must be purchased separately



Princt Production subscription model.

Functionalities and setup.

Basic features

- Prepress Manager
- PDF Automation Pack
- Coating Site
- PDF Toolbox Pack
- Portal User (unlimited)
- Signa Station
- Barcode Generator
- Renderer (incl. all screenings)
- CIP4, PPF and Plate Remake
- Shooter
- Integration Manager
- Cockpit Site
- Analyze Point
- Pressroom Manager
- Digital Print Manager

Additional features

- Postpress Manager
- Automatic Paper Stretch Compensation
- Color Toolbox (full)
- Scheduler
- Data Terminal (all)
- Princt MIS Connector
- 3rd Party W2P + CSV Connector
- Princt API
- Smart Automation Site
- Versioning Site
- Ganging Site
- Prepress Portal Services (Remote Access)

Chargeable options

- Signa Station Packaging Pro & Label Pro
- Upgrade Signa Station Standard to Packaging Pro & Label Pro
- Princt Versafire DFE EV
- Princt Versafire DFE EP
- Princt Smart BI Production
- Princt Smart BI Business
- Color Proof Pro 106+
- Package Designer
- Preflighter Profiles
- Preflight Professional
- Kanji Fonts
- Kanji LowRes
- Web Shop

Prinect Production subscription model. Pricing.

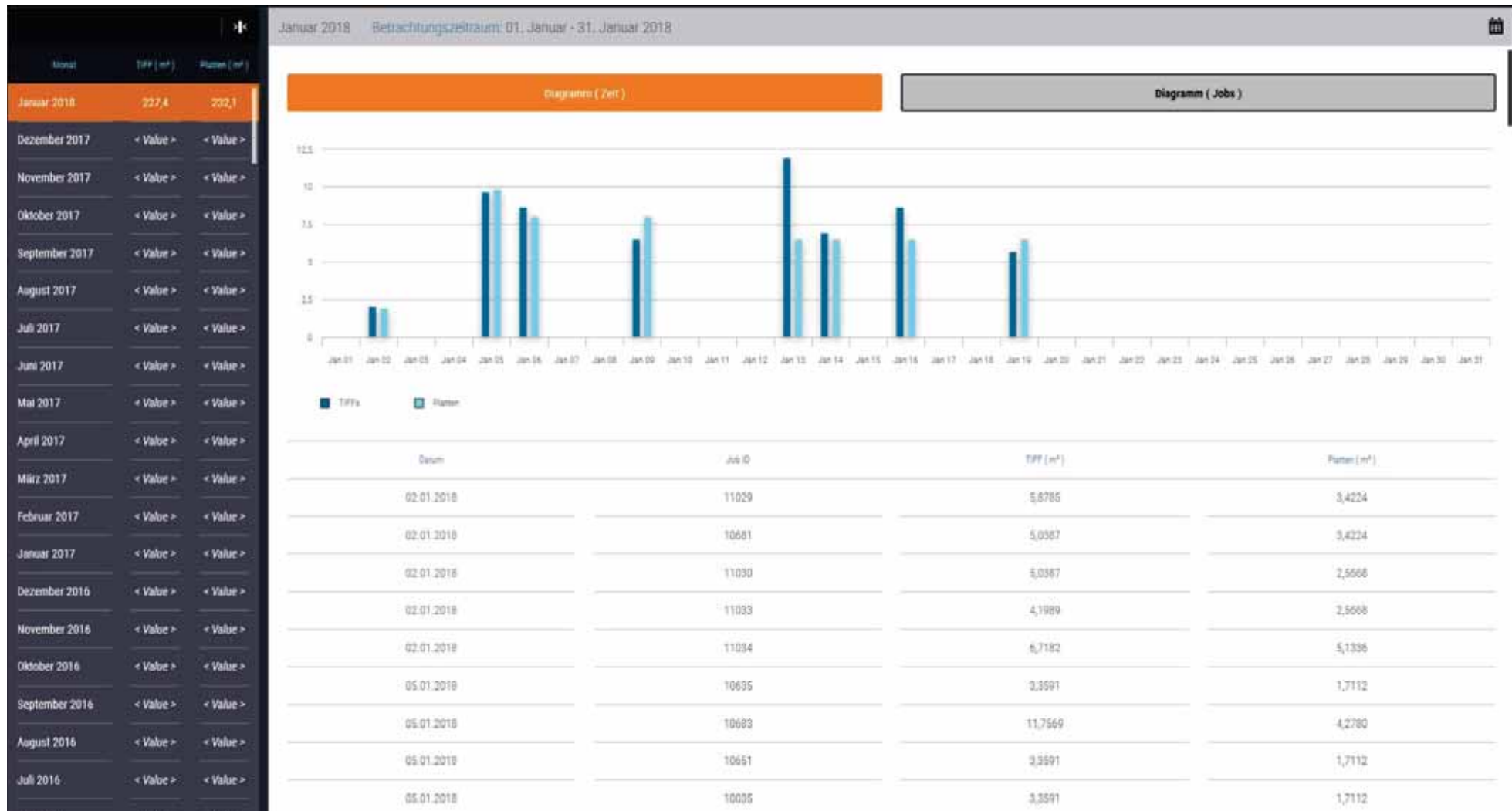
- Initial set up fee including installation
- The monthly usage fee is based on ...
 - Monthly base fee
 - Price per Tiff sqm area
 - Monthly generated Tiffs sqm area
- Base fee per month already including a certain amount of sqm
- The included amount of sqm must be used within the month

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Prinect Production subscription model. Pricing.





Prinect Production subscription model.

Maintenance and training.

- Usage fee includes remote software updates and upgrades. Software version will be maintained on current level as long as installed hardware permits
- Usage fee includes the Prinect Hotline for technical troubleshooting. Onsite visits e.g. for training are invoiced based on standard rates
- Training must be purchased by the customer based on the initial configuration and knowledge
- Certain options are only released after customer purchased additional training





Why subscription?



Prinect Production subscription model.

Why Prinect subscription?

- Holger Holzhauser, Production Manager of Nino Druck GmbH, Neustadt, Germany
- Challenges:
 - Integrated planning covering all processes
 - Automation of digital print jobs
 - Increase of Signa workplaces due to reorganization and expansion
 - More performance needed
 - Cover periodic peaks
- Installation of Production Manager in November 2016
- All requirements could be solved
- Statement „It feels like Prinect Production Manager has been designed for us“





Prinect Production subscription model.

More productivity. Less complexity.

- For new Prinect customers the Prinect Production Manager is the exclusive offering.
- Prinect user with maintenance contract can extend their systems as long as the contract stays active.
- Prinect user with maintenance contract can move to Prinect Production Manager.
- 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

Princt Production subscription model.

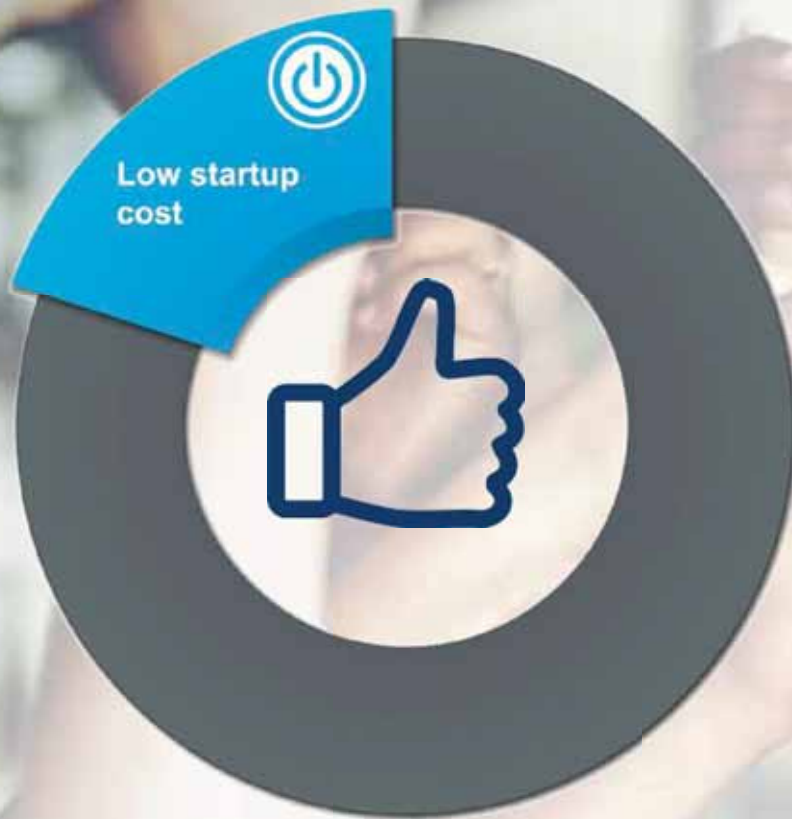
More productivity. Less complexity.

- The extension of the workflow and entry into new functions has never been that easy
 - Integrated planning with Scheduler
 - Powerful approval workflow and Job Maker + Smart Automation with Princt Portal
 - Shop Floor Data Collection
 - New screening technologies
 - Ganging
 - Connection of digital presses
 - Extension of the workflow with cockpits, Signa Station licenses, site-licenses





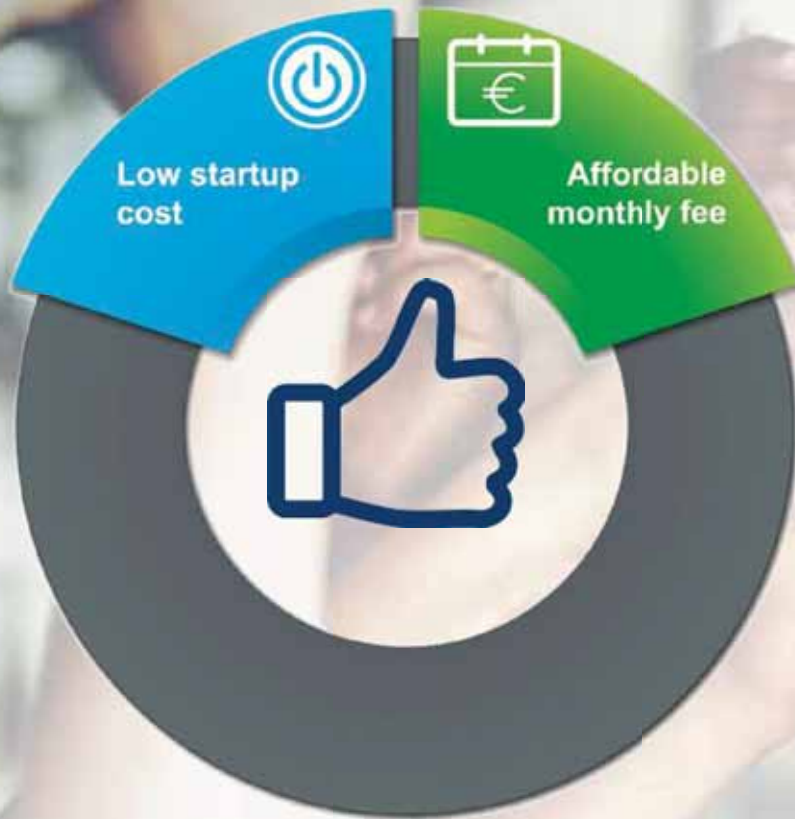
How you will benefit from Prinect Production. Return on investment.



→ 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 Production. Return on investment.



→ Simple subscription model based on monthly fee



How you will benefit from Prinect Production. Return on investment.



→ Receive all the latest upgrades and new technology from Prinect Production with your subscription. Get access to the Prinect service hotline



How you will benefit from Prinect Production. Return on investment.



→ Scale your workflow and introduce new Prinect solutions into your print shop at your own pace



How you will benefit from Prinect Production. Return on investment.



→ Return on investments from productivity and efficiency gains outweigh monthly subscription



Workflow solutions for Business and Production.
Prinect. Driving the Smart Print Shop.



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