

# Smart Print Shop.

## Simplified Manufacturing Allowing Repeatable Tasks.

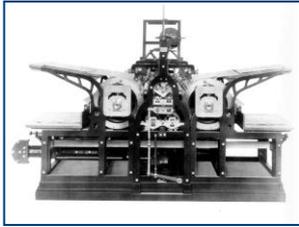


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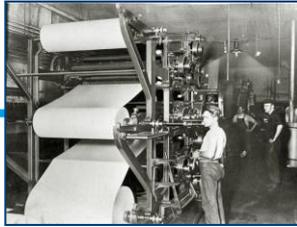
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# Industry 4.0 and the printing industry.



## 1.0 Mechanization, water/steam power

- 1810's onwards
- Steam powered newspaper press, cylinder presses and typesetting machines



## 2.0 Mass production

- 1880's onwards
- Newspapers, electric power for drive shafts, book printers



## 3.0 Computer and automation

- 1960's onwards
- Scanners, direct to plate, step and repeat machines



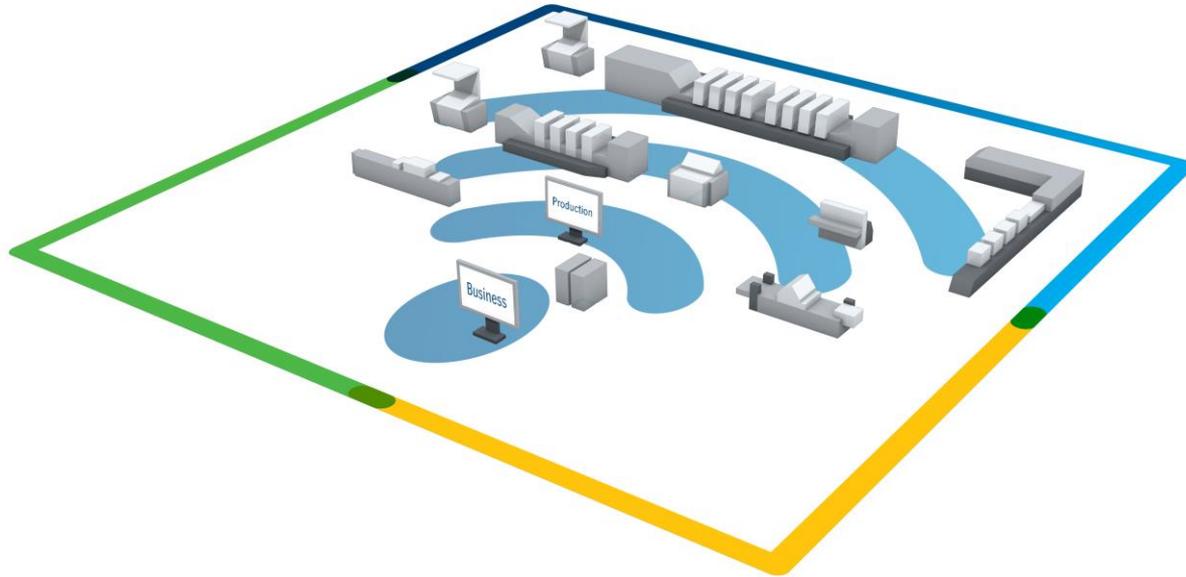
## 4.0 Cyber physical systems

- 2000 onwards
- Development of automated factories, JDF connectivity, cloud solutions

# The changing face of production workflows is system integration.



- In Industry 4.0 all isolated, optimized production cells work together in a fully integrated, automated, and optimized production flow
- Integration includes suppliers, customers and services

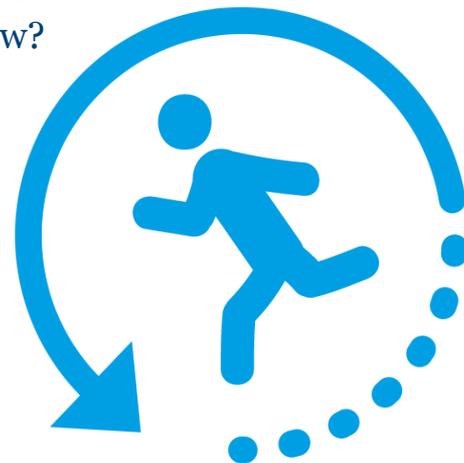




# Today's print industry. At many times is going nowhere fast.

- Consists mostly of unconnected or partially connected manufacturing steps
  - Manual data entry and transfer of information
  - Utilize paper job tickets and reenter information into disparate systems
- In many systems that are somewhat connected
  - Combination of different manufacturer solutions pieced together into workflow
  - Limited information is transferred between parts of the process
  - Information that is passed is not correctly interpreted or used
    - The information use is not maximized!

- Localized optimization with limited scope
  - Not getting the full potential out of the complete manufacturing operation
- Results in too much waste, waiting and WIP
- Analytics are missing or limited in scope
  - How do you improve what you don't know?
  - Often only know about profit retrospectively!





# There are wide differences in the profit margins between printing companies.

- Profits of companies analyzed in the Printing Industries of America Ratio Studies
  - Companies participating represent a full cross section of the industry
  - Profit leaders ~ 10 percent
    - Top 25% of respondents
  - Average ~ 3 percent
  - Challengers ~ 0 percent or less
    - Bottom 25% of respondents

**3× MORE PROFITABLE**

Profit leaders compared to the industry average.



## What differentiates the profit leaders?

- They have reduced their manufacturing costs
- They have increased their productivity

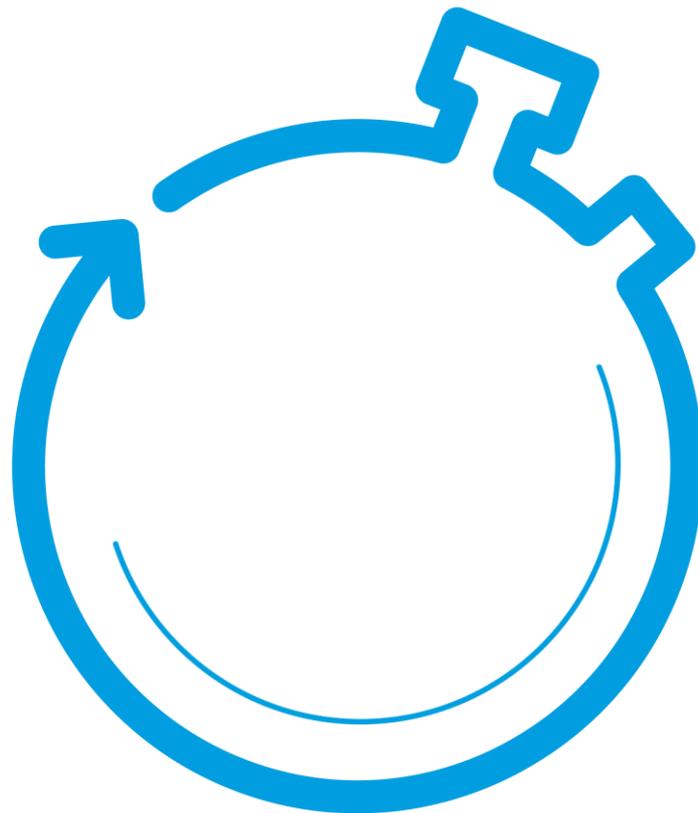
# The constant pressure of business.



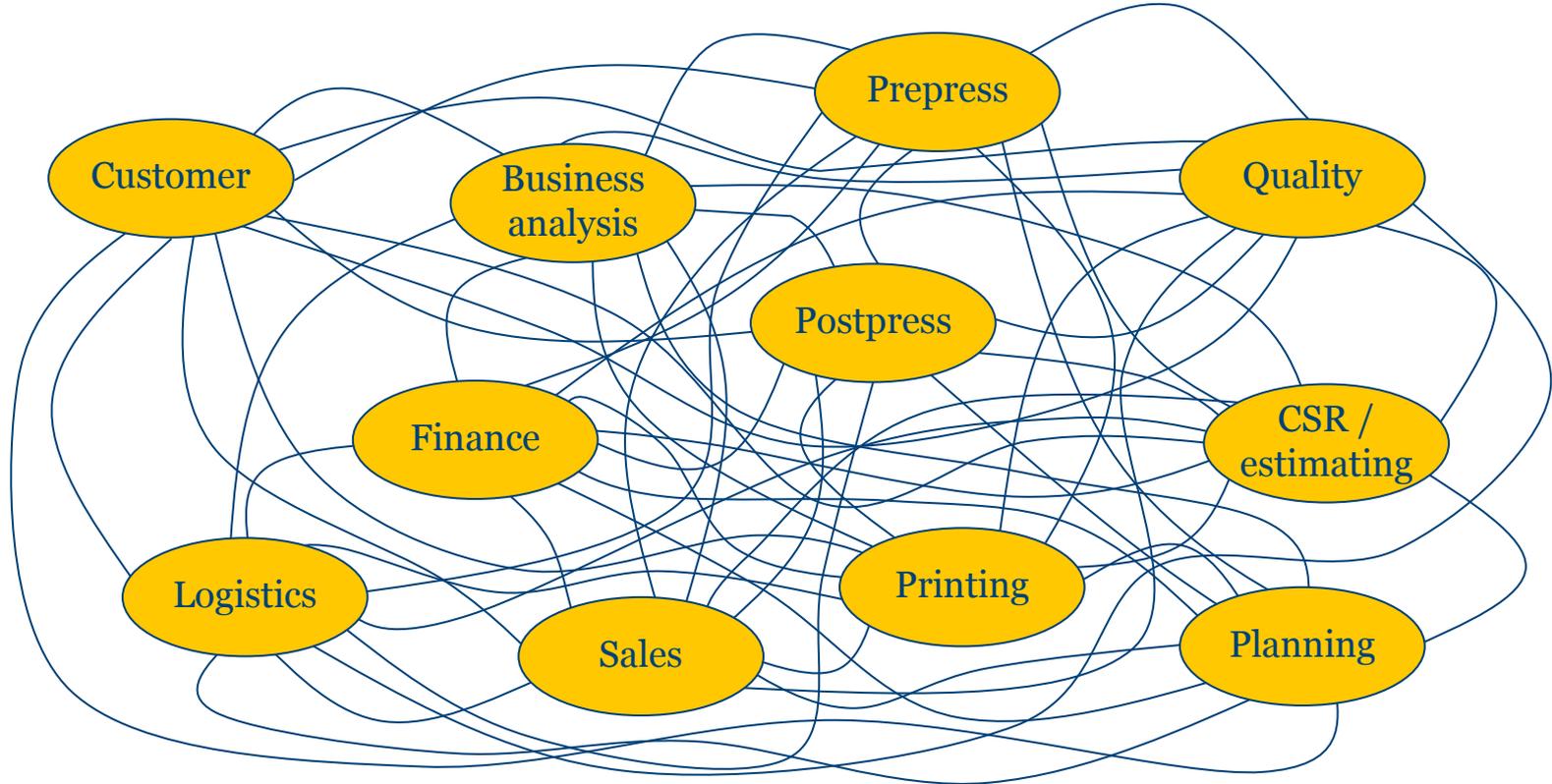


What do printers sell ?

Time.



# Today's production with disparate voices and activities.



# Considering today's industry. How can we drive profitability / time to market.



- Reduce touchpoints
  - Remove non-value added steps, automate where possible, increase throughput and velocity
- Drive productivity and uptime
  - How available are all my areas in the facility
- Repeatability and consistency
  - Right place, each time, every time
- Reduce waste and inventory
  - Materials used, waste, warehousing ...



**Change the way in which we do business**

# Driving profitability and growth.



Reduce touchpoints // Drive productivity and uptime //  
Optimize consistency and repeatability //  
Reduce waste and inventory

Customer  
relationship and  
retention

Commercial  
positioning

Reduced  
operational costs

Business  
analytics and  
financing



# Smart Print Shop.

## Business

## Production



- Reduce touchpoints
- Drive productivity and uptime
- Optimize consistency and repeatability
- Reduce waste and inventory

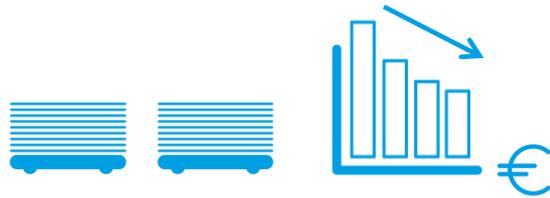
# How to use the extra capacity of a Smart Print Shop.



## Cost reduction

vs.

## Sales growth



Same production with less costs

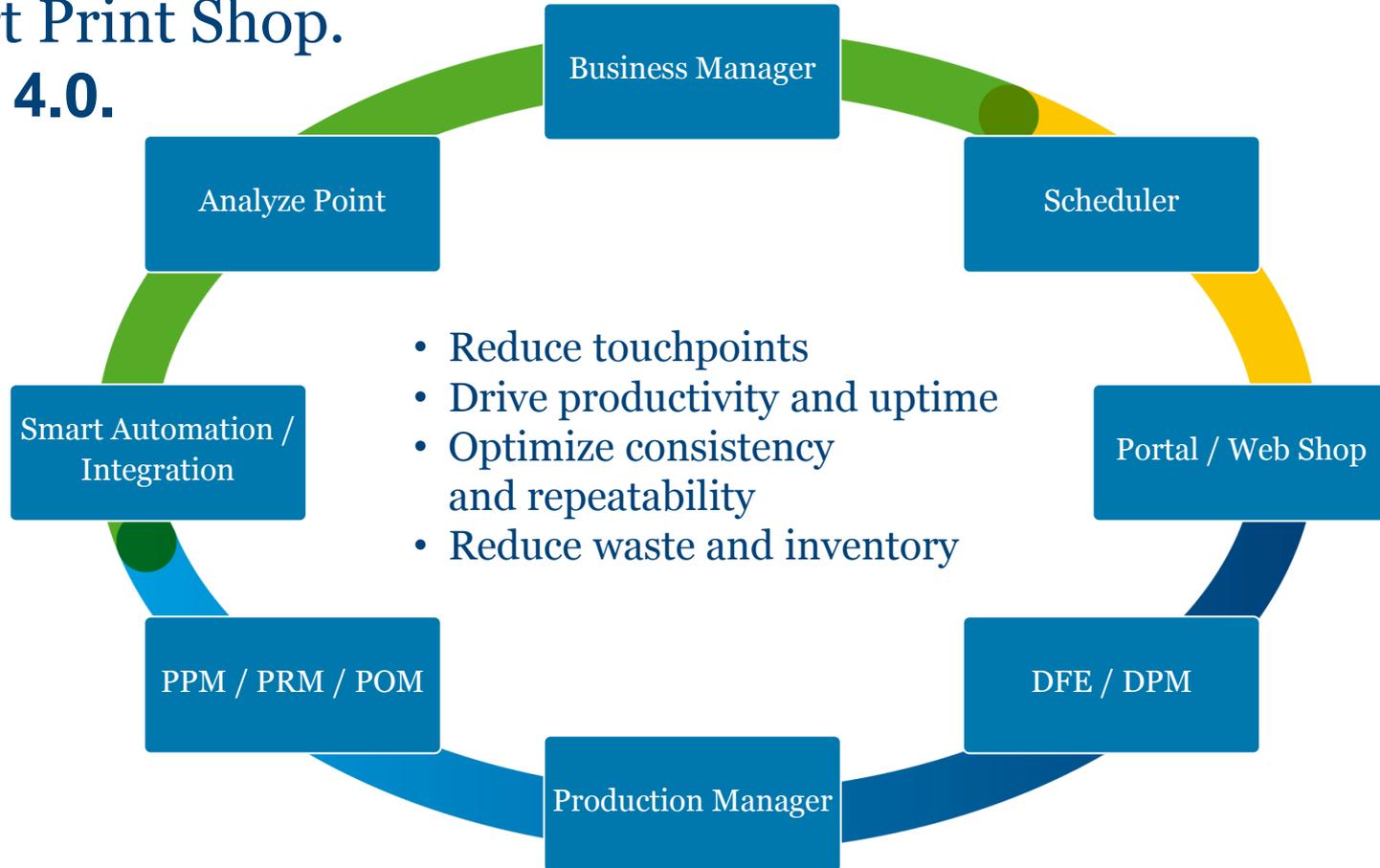


More sales to use capacity



What does Prinect  
do for you?

# Smart Print Shop. Print 4.0.



# How does Prinect drive a Smart Print Shop.



Reduce touchpoints



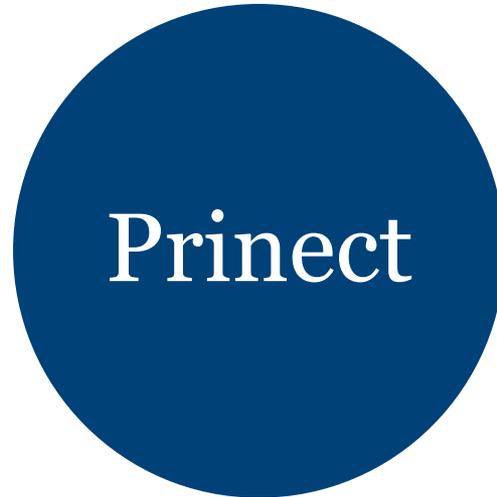
Drive productivity  
and uptime



Optimize consistency  
and repeatability



Reduce waste and  
inventory





# From Industry 4.0 to Print 4.0

- With the technology available the print process should be like a car manufacturing process:
- Known output per hour
  - Known cost
  - Known quality
- All OPTIMIZED and nobody touches the approved process! Volume – Automation, Innovation – Margin

**Prinect = Business Intelligence Platform (BIP).**

# Prinect = Business Intelligence Platform (BIP).



- Prinect is the only option to enhance our clients productivity and performance. Facilitates full Push-To-Stop capabilities in production and changes the manner in which you can run your business
- Creates a simplified One Touch Manufacturing process to enable the foundation for optimized performance
- Prinect is the Business Intelligence Platform that ensures key components support and guide enhanced trading possibilities



*„The fully implemented Prinect System allowed us to put 40 percent more jobs through the shop this year. This also brought us full Transperancey of our costs.“*

Neil Foster  
North Star Printing,  
Spanish Fork, USA



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# Thank you. Questions?



Anthony Thirlby

The Prinect logo features several horizontal bars in yellow, blue, and green. The word "Prinect" is written in a large, bold, dark blue font. To its left, the word "Production" is written in a smaller, blue font. Above "Prinect", the text "Drive Productivity & Uptime" and "Reduce Touchpoints" is written in a light grey font. Below "Prinect", the text "Reduce Waste & Inventory" and "Optimize Consistency & Repeatability" is written in a light grey font. The word "Business" is written in a green font above the "Production" text.

Drive Productivity & Uptime  
Reduce Touchpoints

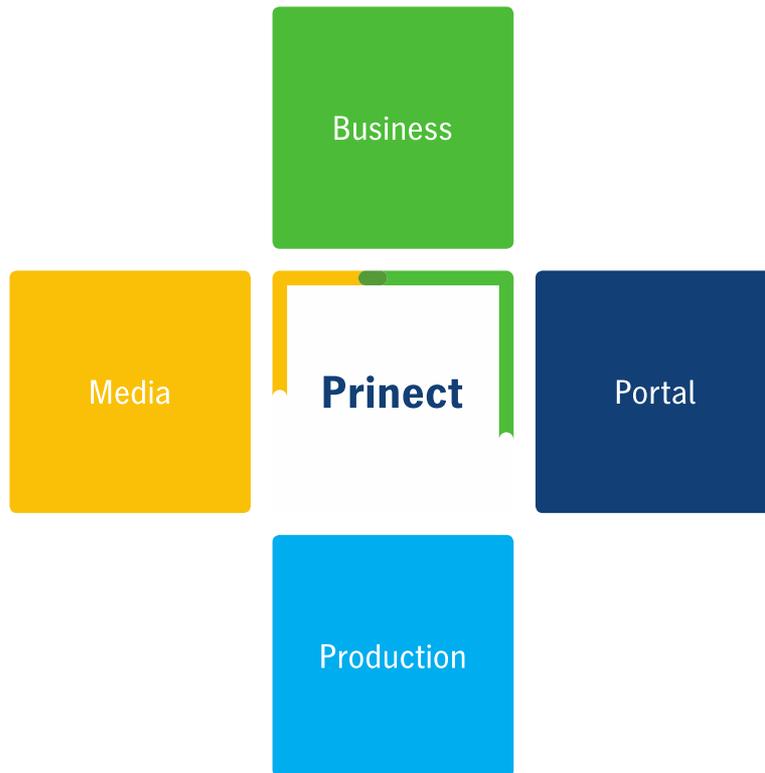
Business

Production **Prinect**

Reduce Waste & Inventory  
Optimize Consistency & Repeatability

# Thank you. Questions?

Anthony Thirlby





Describe what is Prinect doing to support the 4 elements