

# Workshop 2 / 27

## Prinect Business Manager

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Heidelberger Druckmaschinen AG

INTERNATIONAL  
PRINECT USER DAYS

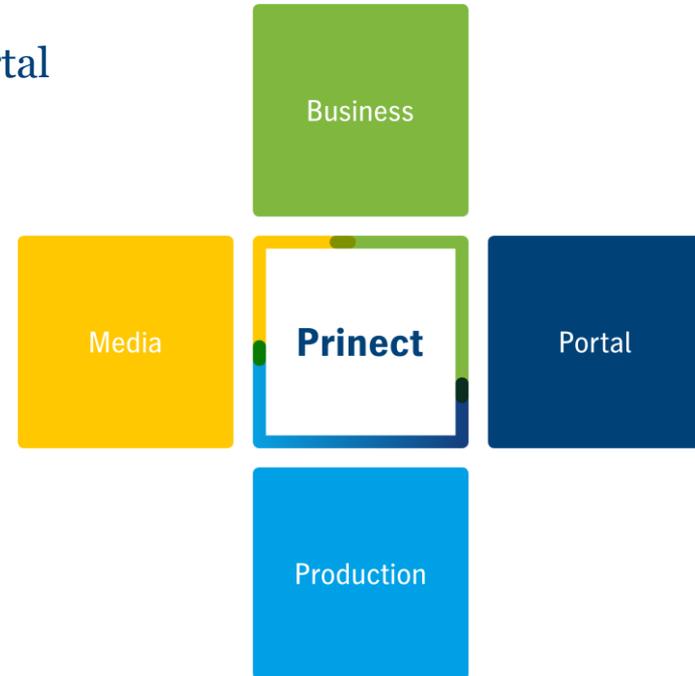
November 15 and 16, 2016



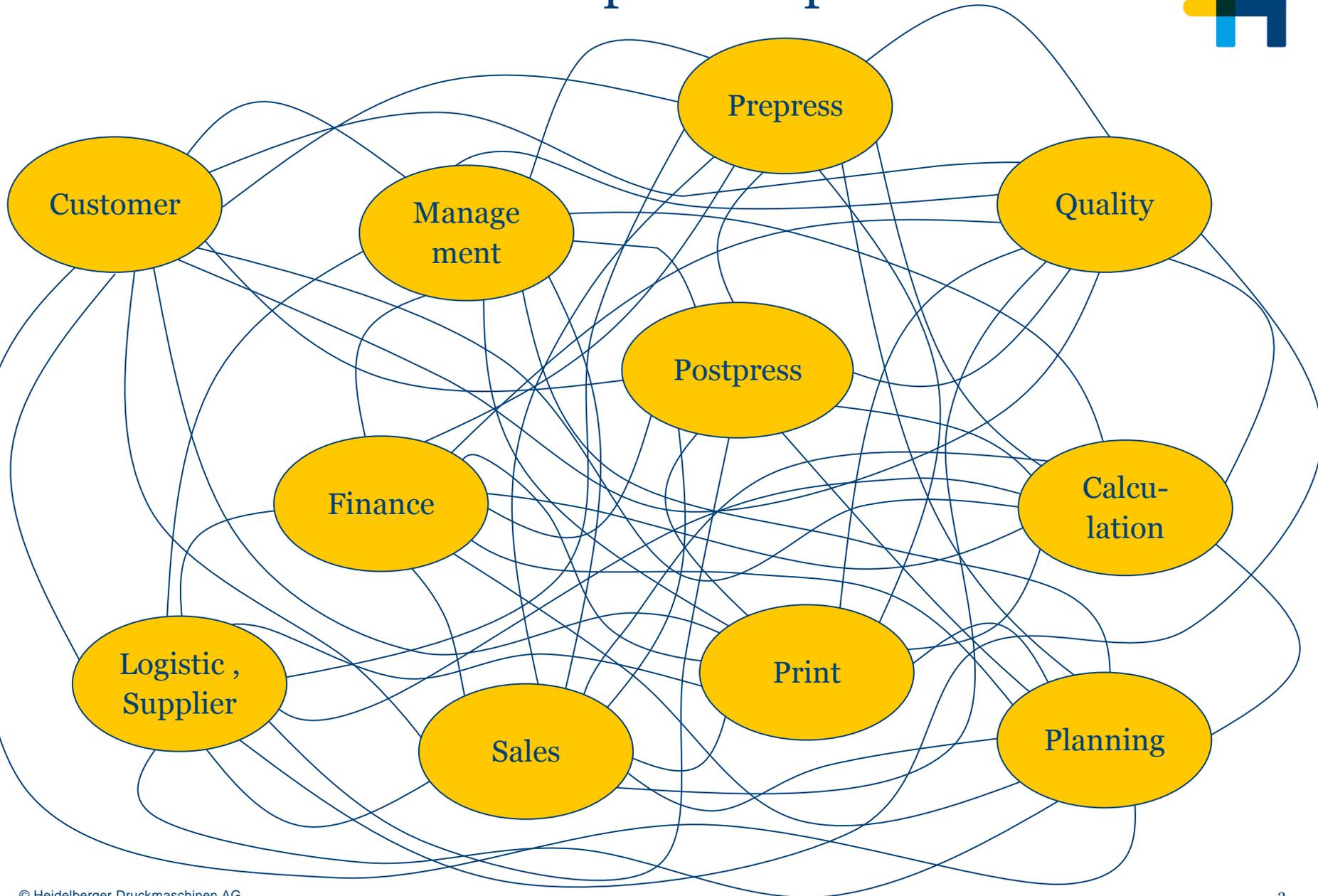


# Workshop agenda

1. MIS functionality in the Prinect Portal
2. Demo integrated MIS workflow with Prinect Portal
3. Commercial Ganging
4. Product workflow and Sheetfed Label Ganging
5. Questions & Answers



# Roles and activities in a printshop



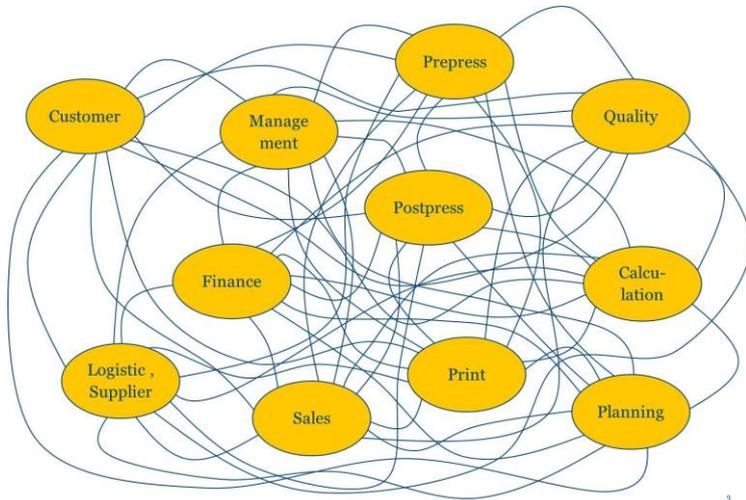


# We have to change our Mindset

## Today

We initiate processes and start them actively

“Push to Start”



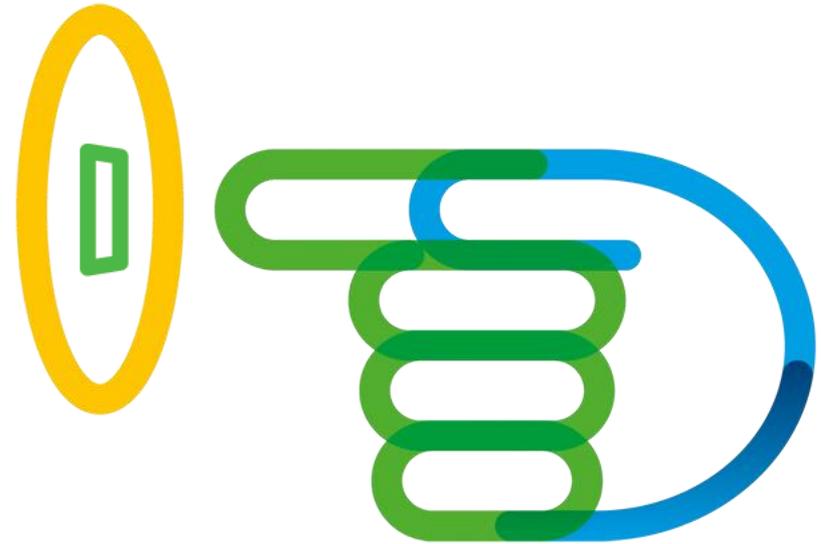


# We have to change our Mindset

## **Tomorrow**

Processes run autonomous.  
We only interrupt if necessary

“Push to Stop”





# Heidelberg offers unique products and services to make this happen

- Most advanced Workflow Integration with Prinect
- Powerful Automation Features combined with the unique Intellistart 2 Software
- Intelligent Services to achieve a maximum of uptime
- The right Consumables to grant a stable production environment



Push to Stop

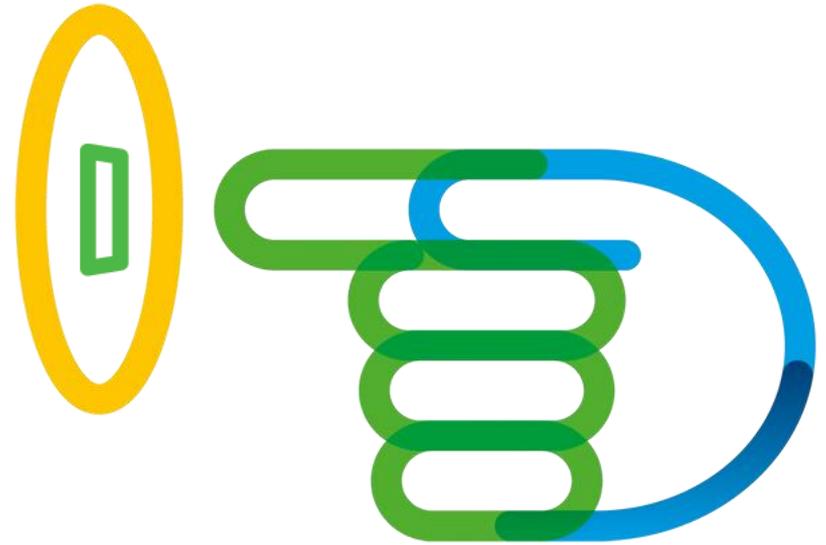
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# = Smart Print Shop

# How does Prinect Business Manager support “Push to Stop”?



- Automatic quote calculation– fast and comfortable in a web UI
- Full Integration with Prinect Production workflow
- Integrated Ganging
- Easy job handling and monitoring
- Product workflow / Sheetfed Label Ganging



Push to Stop

# 1. Prinect Portal / One solution for all users



## Prinect Portal

### Print buyer



#### Demands:

- Online RFQ
- Receive online quote
- Online ordering
- Upload and approval workflow
- Stock withdrawal
- Tracking

### Sales Rep



#### Demands:

- Customer overview
- Project overview
- Online RFQ + automatic estimating
- Online quote
- Online ordering

### Order Manager



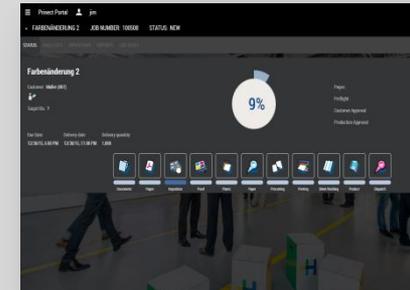
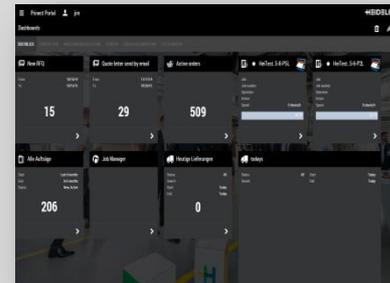
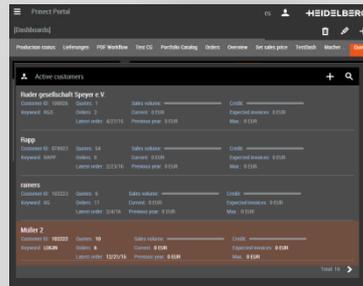
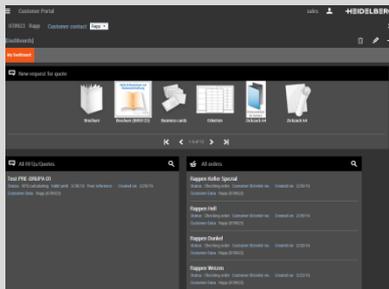
#### Demands:

- Project overview
- Task lists
- Automatic estimating
- Determine sales price
- Create quote
- Create order
- Ship produced orders

### Production Manager

#### Demands:

- Job overview
- Set status
- Production tracking
- Upload and approval workflow
- Production reports





# 1. Prinect Portal / One solution for all users

## Prinect Portal

### Print buyer



#### Demands:

- Online RFQ
- Receive online quote
- Online ordering
- Upload and approval workflow
- Stock withdrawal
- Tracking

### Sales Rep



#### Demands:

- Customer overview
- Project overview
- Online RFQ + automatic estimating
- Online quote
- Online ordering
- Messaging

### Order Manager



#### Demands:

- Project overview
- Task lists
- Automatic estimating
- Determine sales price
- Create quote
- Create order
- Ship produced orders
- Messaging

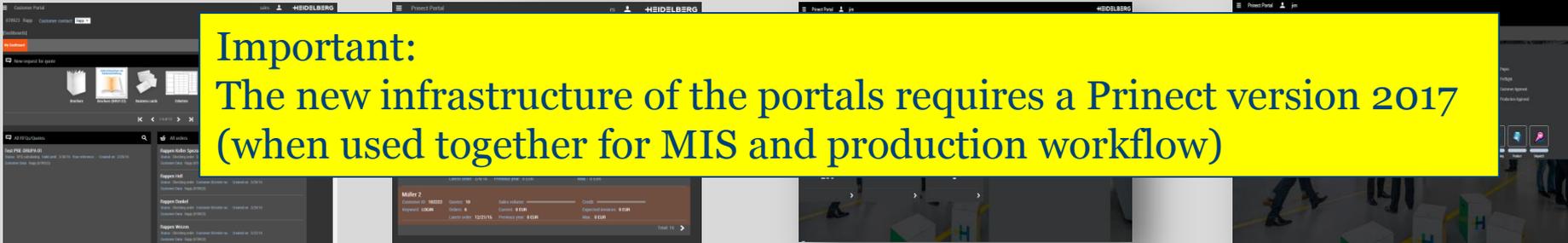
### Production Manager

#### Demands:

- Job creator
- Job overview
- Set status
- Production tracking
- Upload and approval workflow
- Production reports
- Wallscreen Portal

### Important:

The new infrastructure of the portals requires a Prinect version 2017 (when used together for MIS and production workflow)





# 1. Prinect Portal - Overview

## Dashboards and Widgets

- Multiple user/task specificly configurable Dashboards
- Browser based functionality provided as Widgets

The image shows two screenshots of the Prinect Portal interface. The left screenshot displays a dashboard with several widgets. A red circle highlights a right-pointing arrow in the 'Ganging' widget, with a red arrow pointing to the right screenshot.

**Dashboard Widgets:**

- Active customers:** 16
- Alle Aufträge:** 688
- Duedate today:** 6
- Ganging:** 211
- Suprasetter\_190:** Job number, Operation, Action, Speed.
- [Job Maker] - Documents:** 16 [Dokumente im Pool]
- [Job Maker]:** List of documents including HDcity\_11-10\_6C.pdf, HDcity\_27-36\_5C.pdf, and HDcity\_11-26\_4C.pdf.

**Job List and Detailed View:**

The right screenshot shows a 'Files and Approvals' window with a 'Job List' table and a detailed view of a job.

Thumbnail	Job number	Job name	Customer	Order Number	Customer Job Name
	Hot-C02	Hottfolde Job for F&A	Customer Commercial 2	Hot-C02	Hottfolde for F&A
	Hot-C01	Hottfolde Job for F&A	Customer Commercial 1	Hot-C01	Hottfolde for F&A
	D06-C01001	20P-Komma-Brochure	Customer Commercial 1	-	20P-Kom Brochure
	D06-C01000	20P-Geospedit-Story	Customer Commercial 1	-	20P-Geospedit Story

The detailed view shows a job titled '20P-Komma-Brochure (D06-C01001)' in 'Processing' status. It features a 'PL\_Lay ([20 von 20 Seiten zugewiesen])' section with a progress indicator (0, 0, 0, 20) and a grid of document thumbnails numbered 1 through 3.



# 1. Prinect Portal – Sales tools

## Sales tools provided by Business Manager option “Business Portal Service”

### Widgets:

- “Customers”
- “Orders”
- “Request for quote”
- “Quotes”
- “Products”
- “Deliveries”

The screenshot displays the Heidelberg Prinect Portal dashboard. At the top, there is a navigation bar with the Heidelberg logo and a user profile icon. Below the navigation bar, the dashboard is organized into several widgets:

- Active customers:** 11
- RFQ (Request for Quote):** 129
- To be calculated:** 161
- Waiting for artwork:** 31
- Duedate today:** 5
- Available products:** 2
- All products:** 13
- [Bestellung versandfertig] (Orders ready for shipment):** A detailed view showing status, search, and dates for specific orders.

The dashboard also features a navigation menu with options like Sales, Chief, Stock, Customer, Production, and Prepress.



# Prinect Portal – Sales tools / 1

## Widget “Customers”

- Offers filter-, sort- and searchable lists of customers with customer data as well as information of customer specific quotes, orders, credit limits, etc.
- With the respective permission, new clients can be created or customer data be modified.
- Designed for employees.
- Widget is provided by Business Manager option „Business Portal Service”.

Customer Data

Active customers | Sort: Latest order | Descending | Search: [ ]

Customer ID	Name	Open	Sales volume	Credit	Latest order	Origin		
100002 HEIDELBERG	Heidelberger Druckmaschinen AG	Quotes: 65 Orders: 66	Current: 0 EUR Previous year: 0 EUR	Receivables: 18,723 EUR Max.: 300,000 EUR	22/04/2016	BM, INTMAN	>	CP
100009 C01	Customer Commercial 1	Quotes: 1 Orders: 2	Current: 0 EUR Previous year: 0 EUR	Receivables: 0 EUR Max.: 0 EUR	20/04/2016	BM, INTMAN	>	CP
100010 C02	Customer Commercial 2	Quotes: 1 Orders: 1	Current: 0 EUR Previous year: 0 EUR	Receivables: 0 EUR Max.: 0 EUR	20/04/2016	BM, INTMAN	>	CP
101815 CRONUS	Cronus Standard	Quotes: 105 Orders: 43	Current: 0 EUR Previous year: 0 EUR	Receivables: 184,306 EUR Max.: 0 EUR	15/04/2016	BM, INTMAN	>	CP
311206 W2P_KUNDE	W2P-Standardkunde	Quotes: 110 Orders: 110	Current: 0 EUR Previous year: 0 EUR	Receivables: 0 EUR Max.: 0 EUR	10/03/2016	BM	>	CP
100003 HEINEN	Heinen Elektronik GmbH	Quotes: 437 Orders: 306	Current: 15,017 EUR Previous year: 7,247 EUR	Receivables: 811,855 EUR Max.: 180,000 EUR	10/03/2016	BM	>	CP
100803 HERTIQ	Hertiq AG	Quotes: 16 Orders: 22	Current: 0 EUR	Receivables: 1,081 EUR	02/03/2016	BM	>	CP

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100002 HEIDELBERGER DRUCKMASCHINEN AG KEYWORD: HEIDELBERG

Customer Data Messages

Customer Data CP

Company: Heidelberger Druckmaschinen AG	Quotes: 65	Sales volume: [ ]	Credit: [ ]
Keyword: HEIDELBERG	Orders: 66	Current: 0 EUR	Receivables: 18,723 EUR
Currency: EUR - Euro	Latest order: 22/04/2016	Expected: 0 EUR	Max.: 300,000 EUR
Representative: Representative			

Customer address	Delivery address	
Language: English	Phone: +49-6221-92-0	Standard delivery address: <input checked="" type="checkbox"/>
	Fax:	Name: Heidelberger Druckmaschinen AG
Straße: Kurfürsten-Anlage 52-60	E-mail: info@heidelberg.deu	
	WWW: www.heidelberg.com	Straße: Kurfürsten-Anlage 52-60
Stadt: 69115 Heidelberg		Stadt: 69115 Heidelberg
Bundesland: Baden-Württemberg		Bundesland:
Country: Germany		Country: Germany
Transport zone: Zone 100		Transport zone: Zone 100



# Prinect Portal – Sales tools / 2

## Widget “Orders”

- Offers filter-, sort- and searchable lists of orders held in Business Manager with details like e.g. order status, prices, amounts, dates, etc.
- Designed for employees.
- Widget is provided by Business Manager option „Business Portal Service.

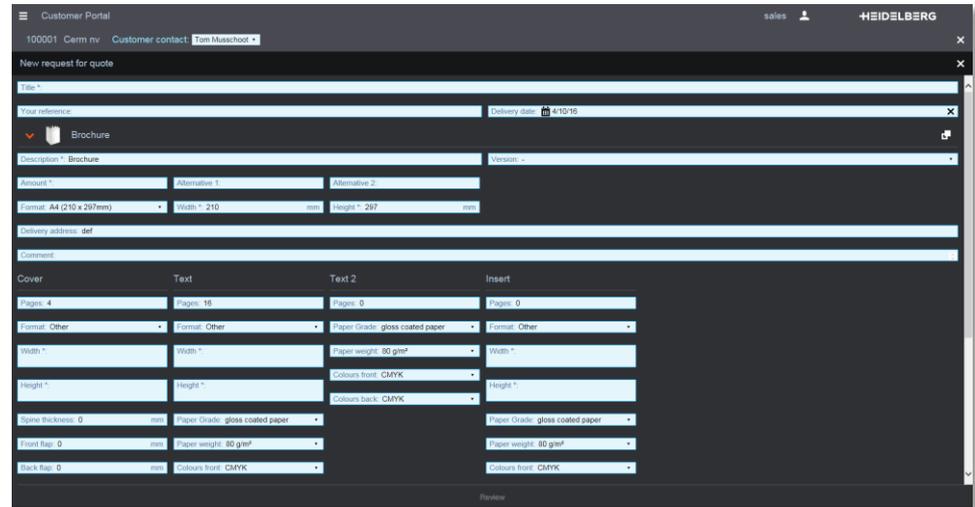
Order confirmed	Portal Job Hybrid	Heidelberger Druckmaschinen AG	22/04/2016	1,000 Ex.	1,999.98 EUR	>
Order confirmed	5st Job from BM with ProofColor + Plate Template Status: Order confirmedSales order ID: 00001021160Order no. at customer: -	Heidelberger Druckmaschinen AG 100002	22/04/2016	5,000 pcs.	3,343.80 EUR	>
Order confirmed	4st Job from BM with ProofColor + Plate Template Status: Order confirmedSales order ID: 00001021150Order no. at customer: -	Heidelberger Druckmaschinen AG 100002	20/04/2016	5,000 pcs.	3,343.80 EUR	>
Order confirmed	3st Job from BM with ProofColor + Plate Template Status: Order confirmedSales order ID: 00001021140Order no. at customer: -	Heidelberger Druckmaschinen AG 100002	20/04/2016	5,000 pcs.	3,343.80 EUR	>
Order confirmed	2st Job from BM after Arnes HF Status: Order confirmedSales order ID: 00001021130Order no. at customer: -	Heidelberger Druckmaschinen AG 100002	20/04/2016	5,000 pcs.	3,343.80 EUR	>
Order confirmed	Customer C01 Status: Order confirmedSales order ID: 00001021120Order no. at customer: -	Customer Commercial 1 100009	20/04/2016	10,000 pcs.	5,999.90 EUR	>
Order confirmed	1stOrder Status: Order confirmedSales order ID: 00001021110Order no. at customer: -	Customer Commercial 2 100010	20/04/2016	1,000 Ex.	1,954.95 EUR	>

Portal Job Hybrid		Order
Product ID:	200271	Order no. at customer: -
Your reference:	200271	Quantity: 1,000 Ex.
Production		Delivery address: Heidelberger Druckmaschinen AG, Kurfürsten-Anlage 52-60, 69115 Heidelberg, Germany
Job number: 252061	Material: No status	Delivery date: 02/05/2016
Job name: Portal Job Hybrid	External work: No status	Price: 1,999.98 EUR
Prinect data:		Reorder
Prinect production: Layout available		

# Prinect Portal – Sales tools / 3

## Widget “Request for quote”

- Enables to create requests for quote via the Internet.
- Designed for sales staff and print buyers.
- Widget is provided by Business Manager option „Business Portal Service.



The screenshot shows the 'New request for quote' form in the Prinect Portal. The form is titled 'New request for quote' and includes the following fields and sections:

- Title:** A text input field.
- Your reference:** A text input field.
- Delivery date:** A date input field set to 4/10/16.
- Description:** A dropdown menu with 'Brochure' selected.
- Version:** A dropdown menu.
- Alternative 1:** A text input field.
- Alternative 2:** A text input field.
- Format:** A dropdown menu with 'A4 (210 x 297mm)' selected.
- Width:** A text input field with '210' entered.
- Height:** A text input field with '297' entered.
- Delivery address:** A text input field with 'def' entered.
- Comment:** A text input field.
- Specification Table:** A table with columns for 'Cover', 'Text', 'Text 2', and 'Insert'. Each column has several rows of input fields for various specifications.

Cover	Text	Text 2	Insert
Pages: 4	Pages: 16	Pages: 0	Pages: 0
Format: Other	Format: Other	Paper grade: gloss coated paper	Format: Other
Width:	Width:	Paper weight: 80 gsm	Width:
Height:	Height:	Colours front: CMYK	Height:
		Colours back: CMYK	
Line thickness: 0	Paper grade: gloss coated paper	Paper grade: gloss coated paper	Paper grade: gloss coated paper
Front flap: 0	Paper weight: 80 gsm	Paper weight: 80 gsm	Paper weight: 80 gsm
Back flap: 0	Colours front: CMYK	Colours front: CMYK	Colours front: CMYK



# Prinect Portal – Sales tools / 4

## Widget “Quotes”

- Offers filter-, sort- and searchable lists of quotes held in Business Manager with details like e.g. quote status, planned dates, costs, prices, etc.
- Designed for employees.
- Widget is provided by Business Manager option „Business Portal Service.

The screenshot shows the 'RFQs/Quotes' widget interface. At the top, there are filters for '0000 RFQ', 'Sort: Created on', 'Descending', and a date range filter. Below the filters is a list of quotes with columns for quote ID, title, creation/validity dates, customer data, and price. The 'Special format' quote is highlighted in orange.

Quote ID	Title	Created on	Valid until	Customer Data	Your reference	Price
0000	TEST Brochure	14/03/2016	13/04/2016	Heidelberger Druckmaschinen AG (100002)		Basic - 500
0000	Special format	18/02/2016	19/03/2016	Heinen Elektronik GmbH (100003)		Basic - 1,000
0000	GUSTAV Picnic Brochure Standard XL75	04/12/2015	03/01/2016	Heinen Elektronik GmbH (100003)		GUSTAV Picnic Brochure Standard XL75 - 2,500
0000	SE 4+48	24/11/2015	24/12/2015	Heinen Elektronik GmbH (100003)		Basic - 500
0000	Broschüre_Schaffer	05/11/2015	05/12/2015	Heidelberger Druckmaschinen AG (100002)		Basis - 3,500
0000	Broschbeckt	15/10/2015	14/11/2015	Heidelberger Druckmaschinen AG (100002)	3456789	Basis - 2,000

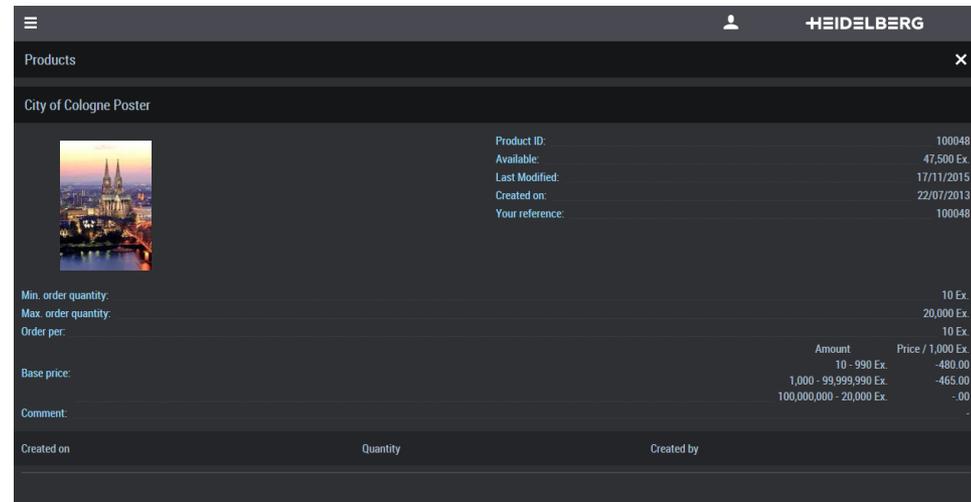
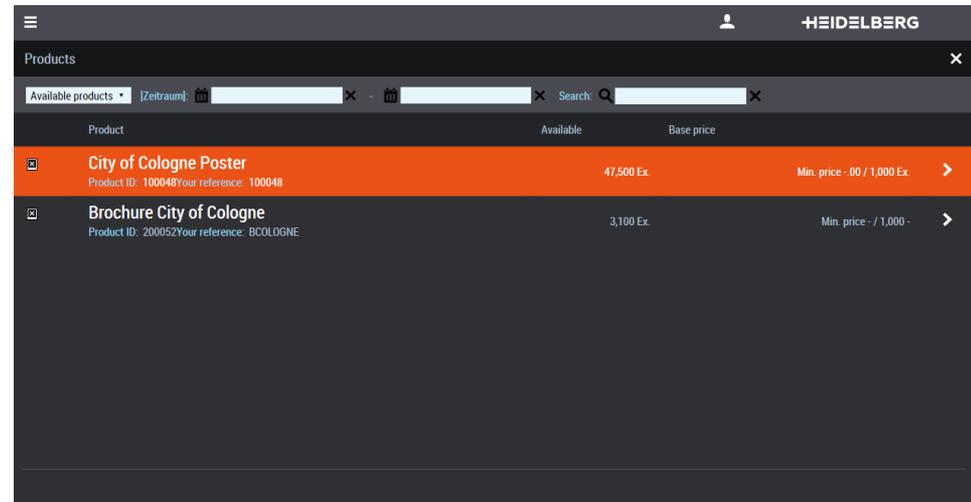
The screenshot shows the details view for quote 111689. It includes customer information (100002 Heidelberg Druckmaschinen AG, contact: Mustermann Max), job details (101297 JOB WITH 5000), and a 'Sales price' section with a table of costs and margins.

Item	Value
5,000 Ex.	
Cost	2,855.14 EUR
Margin % (cost)	12 %
Margin	342.62 EUR
Sales price	3,197.76 EUR
Sales price supplement 1000+	
Cost 1000+	171.67 EUR
Margin % (cost) 1000+	12 %

# Prinect Portal – Sales tools / 5

## Widget “Products”

- Offers filter-, sort- and searchable lists of products held in Business Manager with details like quantity on stock, prices, etc.
- Designed for employees.
- Widget is provided by Business Manager option „Business Portal Service.





# Prinect Portal – Sales tools / 6

## Widget “Deliveries”

- Offers filter-, sort- and searchable lists of deliveries held in Business Manager with packaging and shipping details.
- Designed for employees.
- Widget is provided by Business Manager option „Business Portal Service.

The screenshot displays the 'Deliveries' widget in the Prinect Portal. The interface is dark-themed with a sidebar on the left and a main content area on the right. The sidebar shows a list of deliveries with columns for date, company name, and job ID. The main content area shows detailed information for a selected delivery, including shipping status, delivery date, and quantity. The delivery details are organized into sections: 'Versandinformationen' (Shipping Information) and 'Verpackung' (Packaging). The 'Delivery address' section is also visible.

Name
26/04/2016 Heidelberger Druckmaschinen AG(100002) Job: Asian Images(252049) 100002 16-04-26 12:00 400001
30/04/2016 Heidelberger Druckmaschinen AG(100002) Job: Portal Job Hybrid(252061): 100002 16-04-30 0:00 400001

[Lieferscheinschein] 100002 16-04-26 12:00 400001

Job: Asian Images (252049) Customer: Heidelberger Druckmaschinen AG (100002) Quantity: 10000

[Versandtermin]: 26/04/2016 Quantity: 10000 Ex.

[Versandinformationen]	[Verpackung]
Sales order ID: 0000102106	[Verpackungs-Beschreibung]: 020 packed in boxes
Order no. at customer:	[Verpackung]1: 200 box (-)
[Transport Dienstleister]:	[Gesamtstückzahl]: 200 pcs
[Gesamtgewicht]:	
[Bestellte - Menge]: 10000	

Delivery address

Name: Heidelberger Druckmaschinen AG  
Street: Kurfürsten-Anlage 52-60  
City: 69115 Heidelberg  
County:  
[Zustellland]: Germany  
[Versandtermin]: 26/04/2016  
[Versandmenge]: 10000

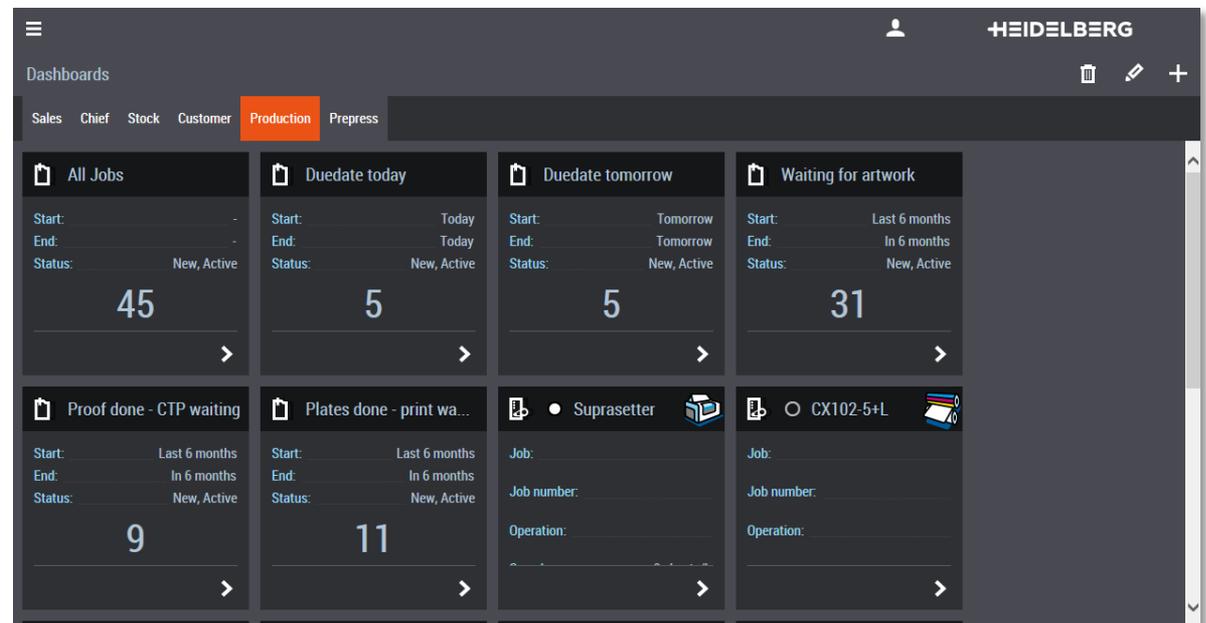


# Prinect Portal – Production management tools

Production management tools' availability depends on the resp. Prinect configuration

## Widgets:

- “Job status”
- “Pending documents”
- “Device status”
- “Checkpoint status”





# Prinect Portal – Production management tools / 1

## Widget “Job status”

- Offers comprehensive information on job and page status, operations, dates and milestones, as well as quality and material reports
- Modification of job data with appropriate authorization.
- Designed for employees.
- Widget is provided by the Integration Manager 2017.

Job number	Job name	Customer name	Due Date	Pages	Imposition	Proof	Plates	Printing
252045	Copy from Reference Job	Heidelberg Druckmaschinen AG	26/04/2016 18:00					
252046	Seethaler	Heidelberg Druckmaschinen AG	26/04/2016 18:00					
252051	PA Noch ein Printprodukt	Heidelberg Druckmaschinen AG	26/04/2016 18:00					
252050	PA Prospekt 01	Heidelberg Druckmaschinen AG	26/04/2016 18:00					
252048	PA Spezialheftchen	Heidelberg Druckmaschinen AG	27/04/2016 18:00					
252047	AV CP1	Heidelberg Druckmaschinen AG	27/04/2016 18:00					

PA PROSPEKT 01 JOB NUMBER: 252050 STATUS: ACTIVE

Status Page Lists Operations Reports Job ticket

PL\_L0252050 Pages: 20Preflight: 20 OKCustomer Approval: Production Approval:

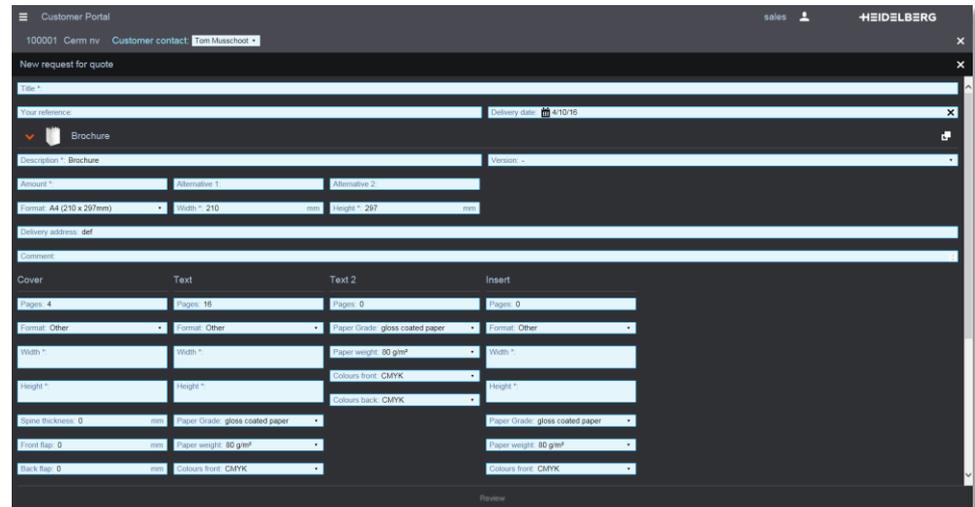
Saddlestit..._gesA4 - 01	Saddlestit..._gesA4 - 02	Saddlestit..._gesA4 - 03	Saddlestit..._gesA4 - 04
CMYK	CMYK	CMYK	CMYK

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# Prinect Portal – Sales tools / 3

## Widget “Request for quote”

- Enables to create requests for quote via the Internet.
- Designed for sales staff and print buyers.
- Widget is provided by Business Manager option „Business Portal Service.



The screenshot shows the 'New request for quote' form in the Prinect Portal. The form is titled 'New request for quote' and is located in the 'Customer Portal' section. The user is logged in as 'sales' and the company is 'HEIDELBERG'. The form includes the following fields:

- Title
- Your reference
- Delivery date: 4/10/16
- Description: Brochure
- Version
- Alternative 1
- Alternative 2
- Format: A4 (210 x 297mm)
- Width: 210 mm
- Height: 297 mm
- Delivery address: def
- Comment
- Cover: Pages: 4, Format: Other, Width, Height, Paper Grade: gloss coated paper, Paper weight: 80 g/m², Colours from: CMYK, Colours back: CMYK
- Text: Pages: 16, Format: Other, Width, Height, Paper Grade: gloss coated paper, Paper weight: 80 g/m², Colours from: CMYK, Colours back: CMYK
- Text 2: Pages: 0, Format: Other, Width, Height, Paper Grade: gloss coated paper, Paper weight: 80 g/m², Colours from: CMYK, Colours back: CMYK
- Insert: Pages: 0, Format: Other, Width, Height, Paper Grade: gloss coated paper, Paper weight: 80 g/m², Colours from: CMYK, Colours back: CMYK



# 1. Dispatch functionality in the Prinect Portal

The screenshot displays the Prinect Portal interface. The top navigation bar includes the 'Prinect Portal' logo, a user profile icon labeled 'jim', and the 'HEIDELBERG' logo. The main content area is split into two panels. The left panel, titled '[Lieferungen]', shows a list of delivery items with columns for Name, Customer, and Job. The right panel, titled '[Lieferscheinschein]', provides detailed information for the selected item, including delivery date, quantity, and shipping address.

**[Lieferungen]**

All [Zeitraum]: Nov 8, 2015 - Dec 2, 2015

Name	Customer	Job
<b>11/12/15 Broschüre Poetry 28P</b>	Heidelberg(100002)	Job: Broschüre Poetry 28P(100571) : 100002 100440 15-11-12 0:00
11/13/15	Müller(007)	Job: null(null) : 007 100460 15-11-11 0:00 400005
11/13/15 S15-10 Erste	Akzeptanztest(100027)	Job: S15-10 Erste(100573) : 100027 100445 15-11-13 0:00
11/13/15 S15-10 Zweite	Akzeptanztest(100027)	Job: S15-10 Zweite(100574) : 100027 100446 15-11-13 0:00
11/19/15 Papierverfügbarkeit	Müller(007)	Job: Papierverfügbarkeit(100489) : 007 100355 15-11-19 0:00
11/19/15 S15-10 Dritte	Akzeptanztest(100027)	Job: S15-10 Dritte(100575) : 100027 100448 15-11-19 0:00
11/19/15 S15-10 Vierte	Akzeptanztest(100027)	Job: S15-10 Vierte(100576) : 100027 100449 15-11-19 0:00
11/10/15 S15-10 Fünfte		

**[Lieferscheinschein]**

Delivery items without production job

Delivery date: 11/12/15 Quantity: 2000 pcs.

**[Versandinformationen]** Delivery address

Sales order ID: 0000100517	Name: Heidelberg
Customer ID/order no.:	Street:
[Transport Dienstleister]:	City: 69226 Heidelberg
[Gesamtgewicht]: -	County:
Packing slip: -	[Zustellland]: Germany
Delivery date: 11/12/15	

**[Verpackung]**

[Verpackungs-Beschreibung]: 010 Packed on pallets  
[Gesamtstückzahl]: 1 pcs

**Comment**

Broschüre Poetry 28P

Target: simplified handling of shipment / delivery process



# 1. Prinect Portal – Functional range with Prinect 2017

## **Sales Widgets**

- Customer information
- Order information
- Quote information
- Products information
- Delivery information

## **Print Buyer Integration Widgets**

- Request for quote
- Re-ordering
- Order information
- File upload and preflighting
- Remote review and approval

## **Production Widgets**

- Job information
- “Job Maker”
- Device status information
- Checkpoint information/setting

## **Wallscreen Widgets**

- Machine status
- Total Inking (check for critical areas)
- Pallet sheet generation
- Plate Re-imaging (Renderer+Shooter)

Functionality depends on the Prinect components configured in the Prinect system



# 1. Extend job portfolio to be handled with Speed Estimator

- Possibility to define flaps (4 sides) and spine in Prinect Portal
- Use of 2<sup>nd</sup> quantity (e.g. for blocks)
- Individual definition of format for each product part

Prinect Portal

100003 Heinen Elektronik GmbH Customer contact: Peter Heinen

New request for quote

Title \*

Your reference: Delivery date: 24/06/2016

Brochure saddlestitched

Description \*: Brochure saddlestitched Version: -

Amount \* Alternative 1: Alternative 2:

Format: A4 (210 x 297mm) Width \*: 210 mm Height \*: 297 mm

Delivery address: Heinen Druck GmbH

Comment:

Cover	Inner	Insert
Pages: 4	Pages: 32	Pages: 0
Spine thickness: 10 mm	Paper Grade: Bilderdruck glänzend	Spine thickness: 10 mm
Front flap: 0 mm	Paper weight: 100 g/m <sup>2</sup>	Front flap: 0 mm
Back flap: 0 mm	Colours front: Skala	Back flap: 0 mm
Top flap: 0 mm	Colours back: Skala	Top flap: 0 mm
Bottom flap: 0 mm	Aqueous coating (gloss): -	Bottom flap: 0 mm

New estimate

Change the size

Page size: 210,000 mm x 297,000 mm

Number of versions: 0

Change the product parts

ID	Description	Quote letter
000	Cover	Cover
001	Inner	Inner
015	Insert	Insert

Define the data

Page size: 0,000 mm x 0,000 mm

No. of pages: 4

Paper type: MATT-0 Dull coated

Grammage: 200,00 g/m<sup>2</sup>

Colour code front: E PC

Colour code back: F PC

Finishing type

Selection	Description	Side	Sequenc
<input type="checkbox"/>	Aqueous coating (gloss)	Front	1001
<input type="checkbox"/>	Aqueous coating (dull)	Front	1002
<input type="checkbox"/>	Aqueous coating (gloss)	Back	1003
<input type="checkbox"/>	Aqueous coating (dull)	Back	1004
<input type="checkbox"/>	Laminating	Front	1005
<input type="checkbox"/>	Aqueous coating (UV gloss)	Front	
<input type="checkbox"/>	Aqueous coating (UV gloss)	Back	
<input type="checkbox"/>	Numbering	Front	

Indicate the size

Keyword	Description	Size	Finished size	Flat
A0	A0	1.189,000 x 1.189,000 mm	841 x 1189 mm	168
A0Q	A0 quer	1.189,000 x 841,000 mm	1189 x 841 mm	237
A1	A1	594,000 x 841,000 mm	594 x 841 mm	118
A1Q	A1 quer	841,000 x 594,000 mm	841 x 594 mm	168
A2	A2	420,000 x 594,000 mm	420 x 594 mm	940
A2Q	A2 quer	594,000 x 420,000 mm	594 x 420 mm	118
A3	A3	297,000 x 420,000 mm	297 x 420 mm	594



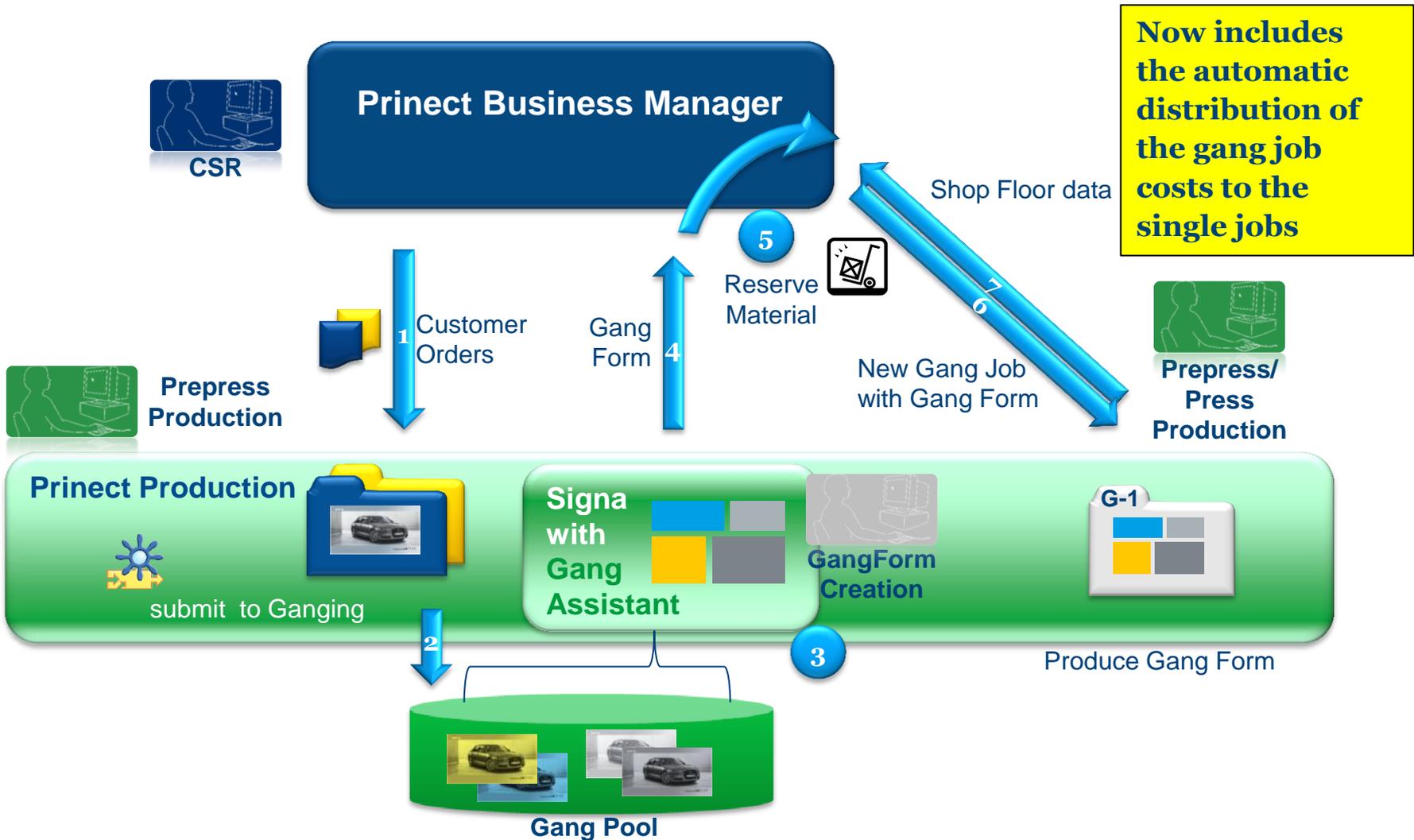
# 1. Automatic calculation with the Speed Estimator

- New register card "technical" with extended parameters :
  - checkbox for "work and turn possible"
  - checkbox for "work and tumble possible"
  - Calculation method

The screenshot shows the 'Product parts' window for '100006 Brochure (Saddle stitched)'. The main table lists product parts with columns for Stat ID, Description, Customer Portal, Production (Default folding scheme, Kind), Machine group, Ganging, and Production facilities. The 'Technical' register card is active, showing a 'Machine group' field, a 'Production Facilities' dropdown set to 'Printing schemes', and two checked checkboxes: 'Work and turn possible' and 'Work and tumble possible'. A 'Ganging is possible' dropdown is also present. The 'Technical' tab is highlighted with a red box.

Stat ID	Description	Customer Portal	Production (Default folding scheme)	Kind	Machine group	Ganging	Production facilities
000	Cover with flaps	Product part is mandatory	900239	Other			Printing schemes
001	Text	Product part is mandatory	900145	Inner sign			Printing schemes
002	Text 2	Product part is optional	900131	Inner sign			Printing schemes
015	Insert	Not applicable		Other			Printing schemes

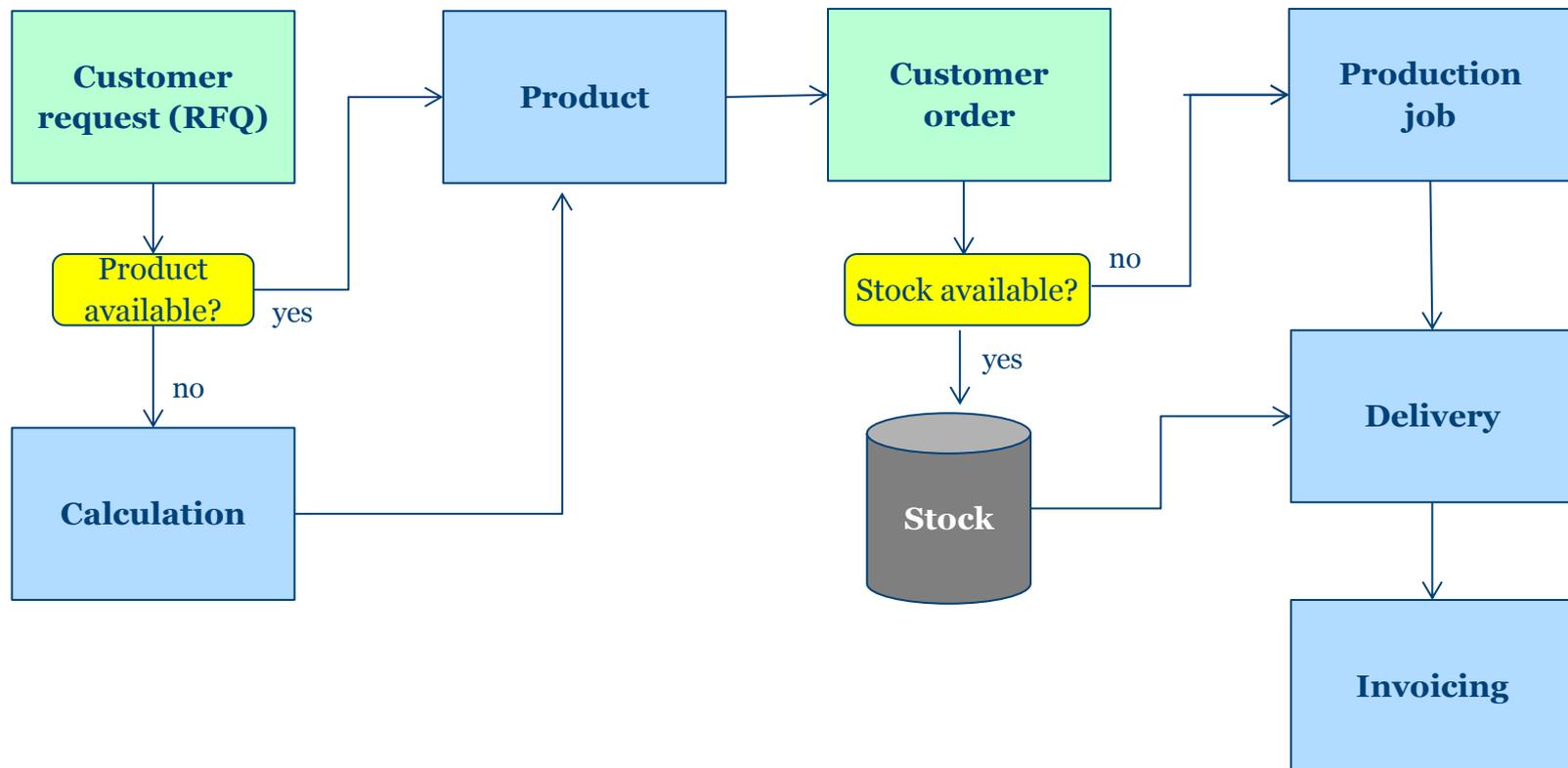
# 3. Integrated Ganging in the Commercial Workflow





## 4. Higher efficiency with product workflow

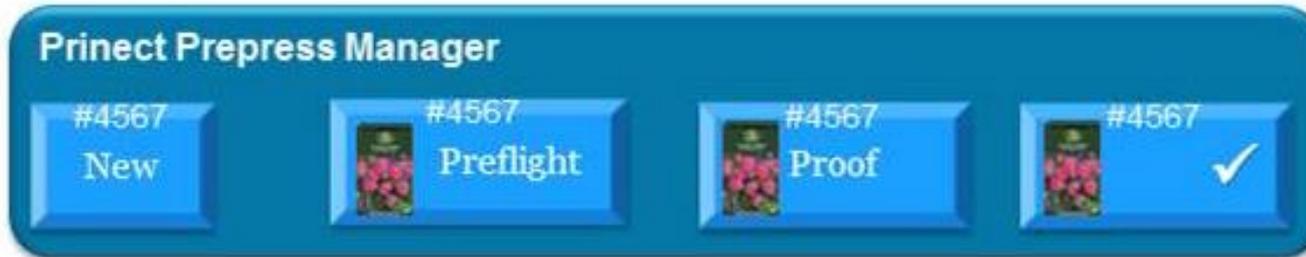
- Specialization on profitable products for existing production equipment
- Standardize processes and thereby reduce administrative efforts
- Enable direct online ordering by printbuyer





# 4. Principle of One Up workflow

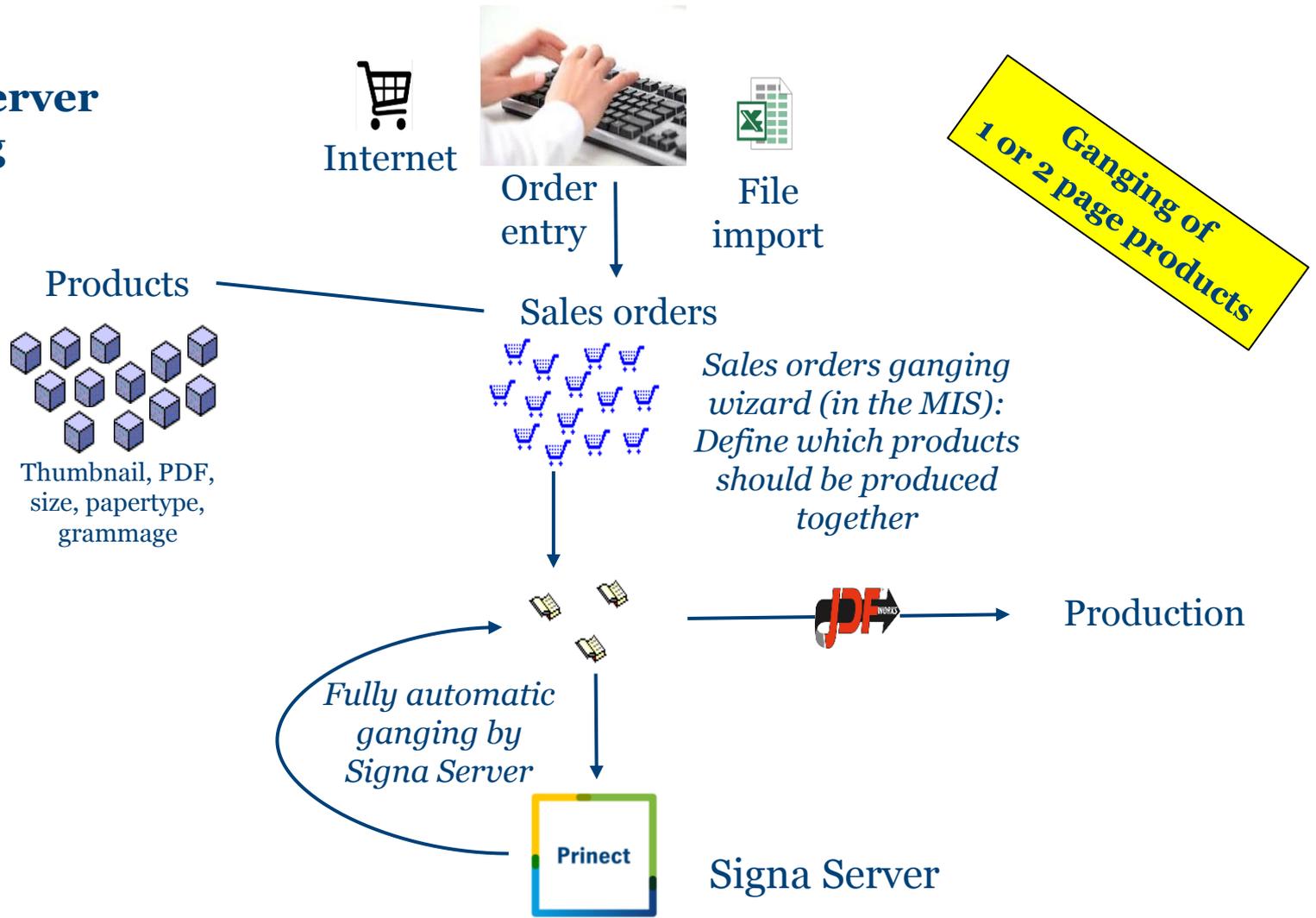
## Define and Approve a Product for later Production





# 4. Automatic Sheetfed Label Ganging with Signa Server

## Signa Server Ganging



# Workshop 2 / 27

## Prinect Business Manager

Reiner Bachthaler  
Heidelberger Druckmaschinen AG

INTERNATIONAL  
PRINECT USER DAYS

November 15 and 16, 2016

