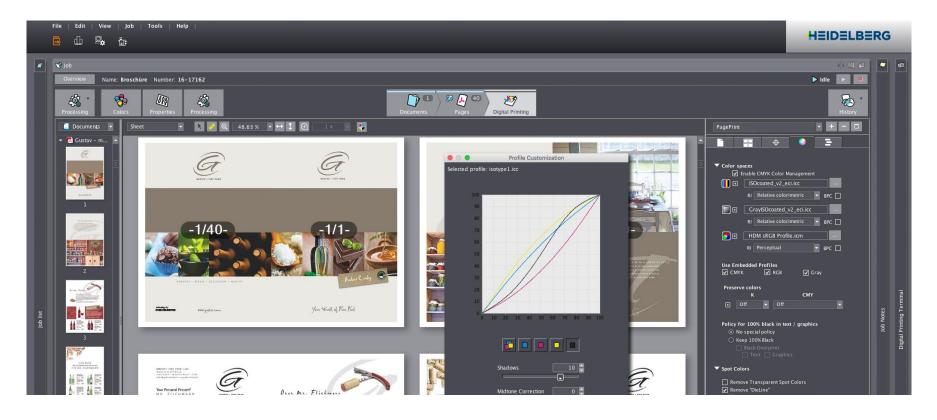


International Prinect User Days 2016

Prinect Product Management | November 2016





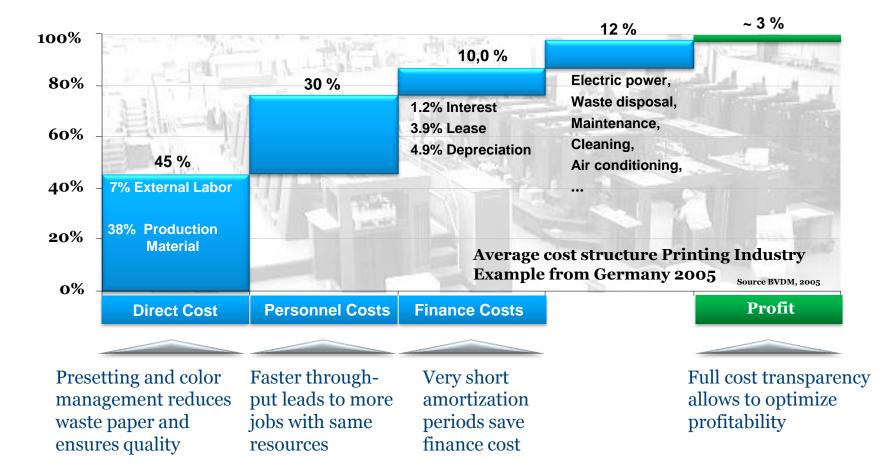
Agenda



- What is driving us? Digital Printing Business Principles
- Supported Workflows
- Product Landscape
- Prinect DFE
- Live Demo



Profitability is a challenge for commercial printers



Running Business Successfully

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Business Innovation Operational Excellence Business Opportunities Operational Excellence Short run jobs 1. Heidelberg Color Management 1. Print on demand 2. Heidelberg Renderer Technology 2. Personalized jobs 3. WYSIWYG - Soft Proofing 3. **High Versatility** 4. Automation of Production Tasks 4. **High Print Quality** 5. Flexible Job Planning 5. Maximal Overall Equipment Effectiveness 6. **Prinect DFE Print Engine Print Shop Manager**

Prinect DFE – Operational Excellence



Overall Equipment Effectiveness (OEE) indicators are measures of success, combining all areas which influence productivity into one index.

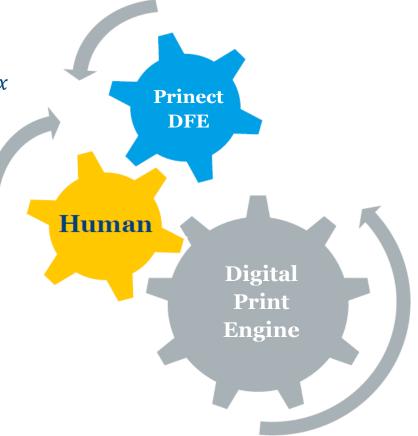
Prinect DFE features are directed to optimize OEE.

OEE = Time Index x Speed Index x Quality Index

 $Time \ Index = \frac{Printing \ Time}{Available \ Time}$

 $Speed \ Index = \frac{Average \ Running \ Speed}{Maximum \ Running \ Speed}$

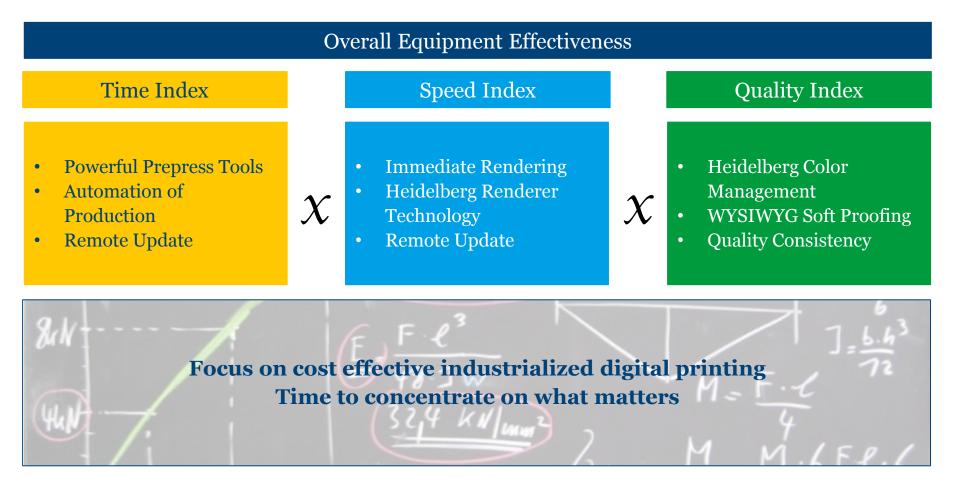
 $Quality \ Index = \frac{Net \ Impressions}{Gross \ Impressions}$



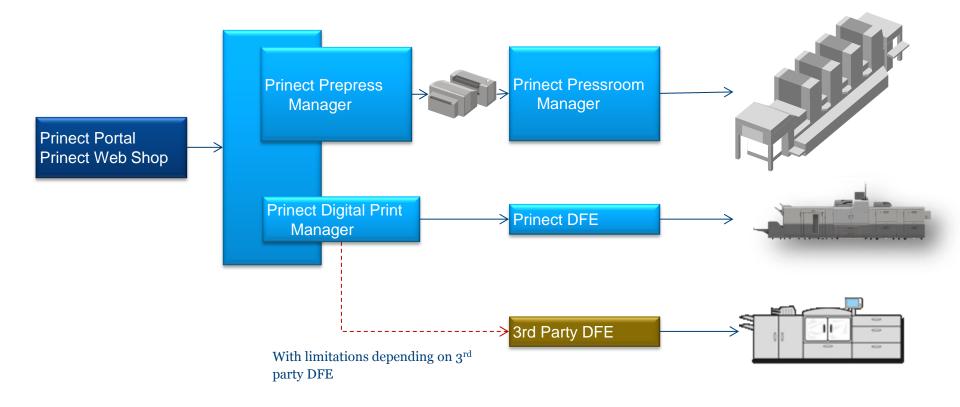
Prinect DFE – Operational Excellence



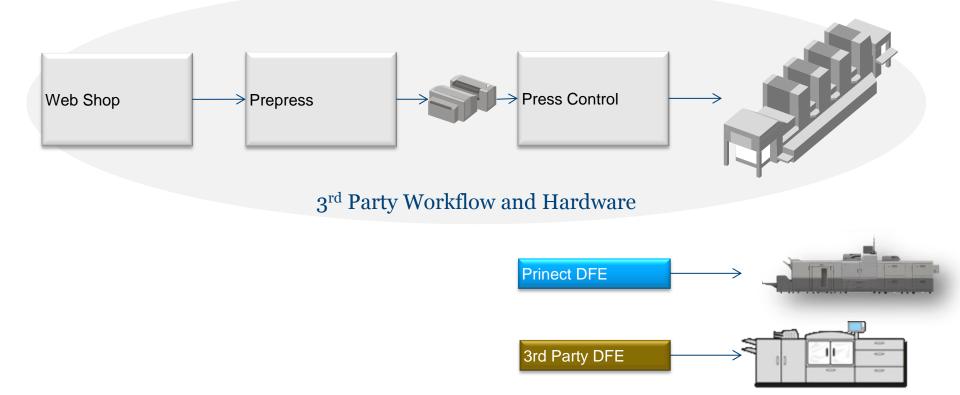
Utilizing OEE as key indicator to maximize output and / or minimizing efforts.



Prinect supports varies paths to set up business operation within a print shop: Hybrid Workflow



Prinect supports varies paths to set up business operation within a print shop: Standalone



Product Landscape DPM / DFE

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Prinect DFE:

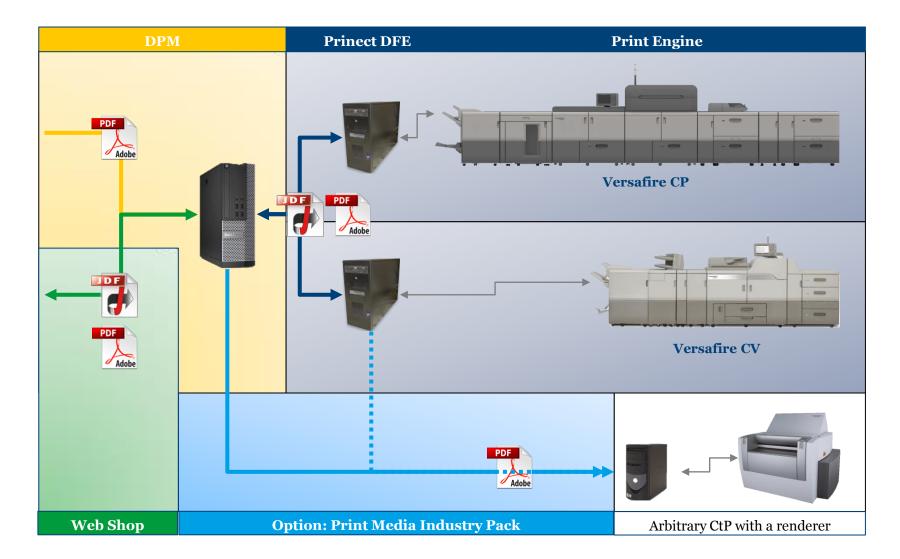
- The DFE belongs to the <u>engine!</u>
- In case the engine is sold, the DFE will be sold with the engine.
- The DFE is available for Versafire CP and CV engines only.

Prinect Digital Print Manager (DPM):

- The DPM belongs to the <u>workflow!</u>
- The DPM integrates digital front ends^{*}) of digital print engines with Prinect:
 - 1. Prinect DFE with Versafire CV/CP
 - 2. EFI Fiery with KM, Xerox, Ricoh, Canon engines
 - 3. HP Smartstream Server with HP engines
 - 4. FreeFlow with Xerox engines
 - 5. NexStation with Kodak / NexPress engines
 - 6. Generic engines

Product Landscape Digital Workflow







Prinect DFE One solution for many technologies

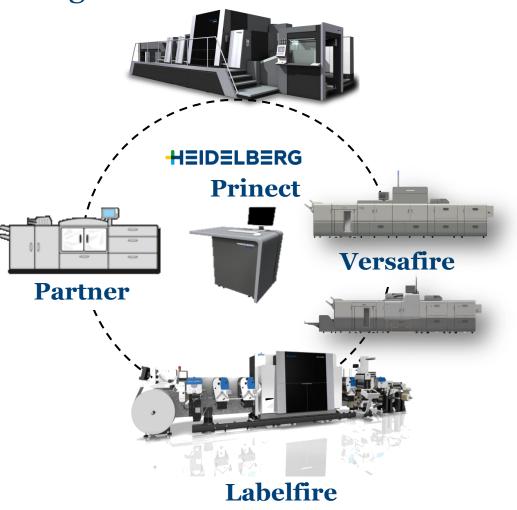
Primefire

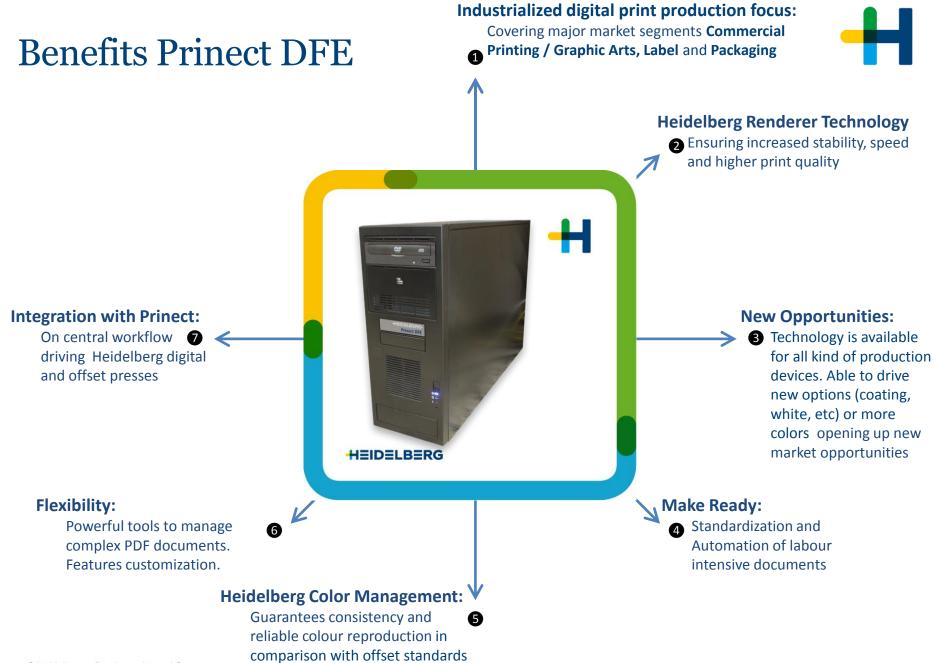
Prinect DFE is the technology used for all digital print engines of Heidelberg:

- Labelfire: Inkjet, web
- Versafire: Toner, cut sheet
- **Primefire**: Inkjet, cut sheet

Prinect DFE is customizable for different market segments:

- Label Printing
- Commercial Printing
- Packaging

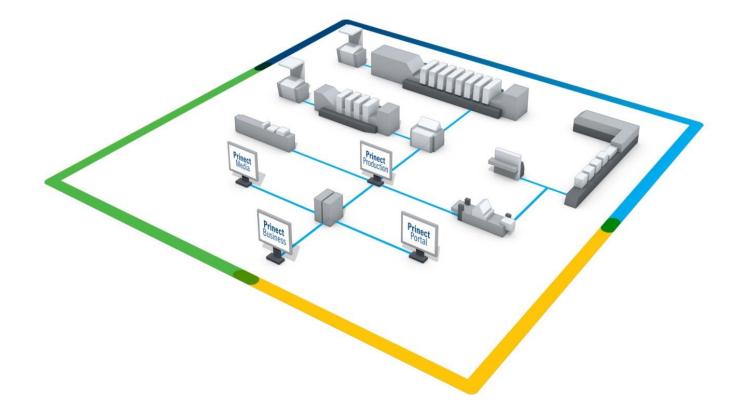




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Live Demo

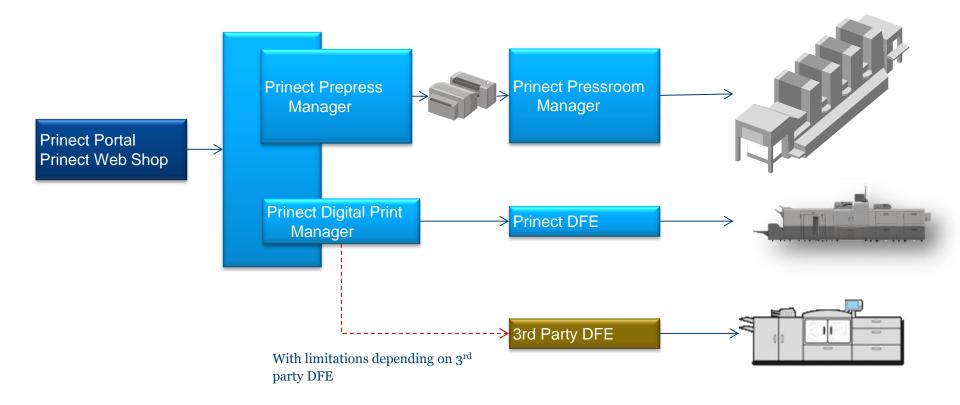






Live Demo: Combined Workflow





Live Demo: Combined Workflow



