

LET'S CONNECT

■■■■ PRINECT ■■
USER DAYS

Prinect Business Manager – Get more out of your MIS and discover new potentials

Who's here with you today – your presenters



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Agenda

→ MIS in general:

- **Status quo – What's the current status with your MIS?**
- **Situation in the environment of MIS / ERP systems**
 - Examples of challenges faced by MIS users
 - Notable examples for potentials in MIS / ERP systems

→ Focus on Prinect Business Manager:

- **How can hidden potentials be uncovered?**
- **Use cases – Prinect Business Manager**
 - Live presentations
 - Further potentials

Status quo – What's the current status with your MIS?

→ Key questions:

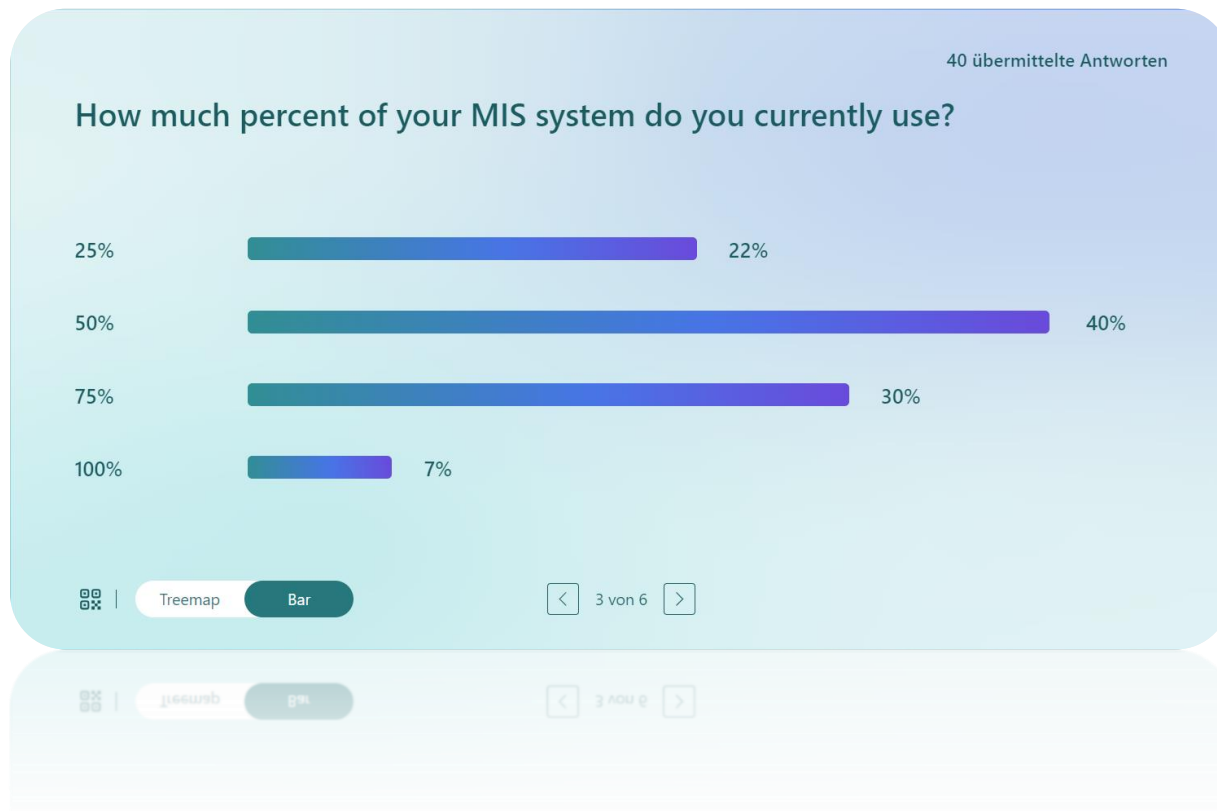
- Do you regularly question the processes within your MIS?
- Are you already taking advantage of new features, optimizing processes and becoming more effective?
- How much percent of your MIS system do you currently use?
- Are you already working with standardized production processes?
- Do you know the tools in which HEIDELBERG can support you as a partner on these topics?



Status quo – What’s the current status with your MIS?

→ Key questions:

- Example survey result:



Situation in the environment of MIS / ERP systems

→ Examples of challenges faced by MIS users

- Not “master” of your own numbers – no decision-relevant process data available (e.g. job costing information)
- Little trust in data evaluations
- Many isolated “island” solutions – resulting in a lot of double entries and interferences
- Low level of automation – especially between MIS and Produktion
- Little to no transparency about current production – low traceability (tracking) in the company
- No IT-support – interface topics
- Software performance

Situation in the environment of MIS / ERP systems

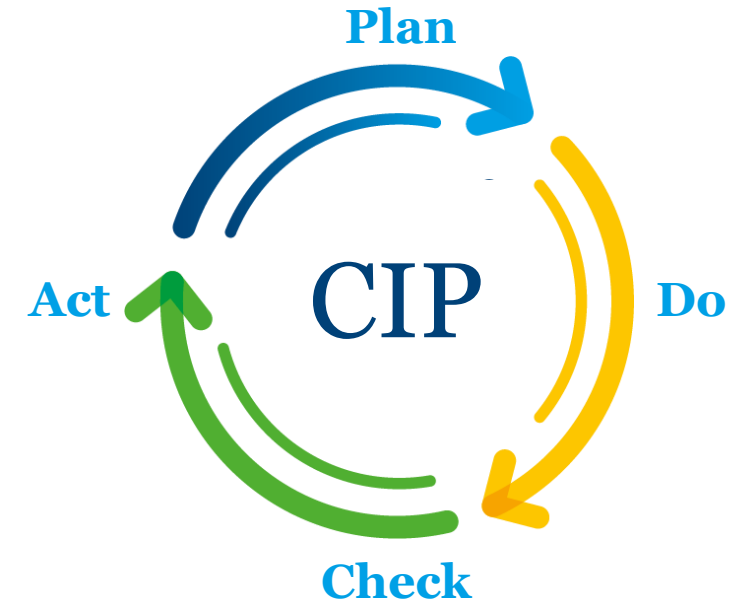
→ Notable examples for potentials in MIS / ERP systems

- Processes remain at the level of implementation – no continuous improvement
- When a key user leaves a company, the knowledge is lost – knowledge distribution does not always take place
- Not all areas of the company are covered by one and the same MIS solution – potential is lost as a result
- Unused modules can sometimes lead to breaks in the MIS workflow – the software appears inconsistent to the user and results in a lack of acceptance
- Updates are installed, but the potential of new functions is not used
- Missing “visionary/architect” to further develop the MIS system and create greater added value

How can hidden potentials be uncovered?

→ CIP (Continuous Improvement Process) in your MIS

- Define a responsible “visionary” to drive continuous improvement internally
- Let “CIP” become part of your internal corporate culture because “CIP” is the request to every employee to improve your processes
- **Ask yourselves the questions:**
 - *Do you always keep an eye on optimizing your software?*
 - *Are you using existing potential and developing your processes?*
 - *Are you still thinking in silos or are you already thinking outside the box?*
 - *Do you still play departmental ping-pong or have you already standardized your processes?*



Fact: “A software project never ends – the GoLive is just a milestone and the beginning of constant change”

How can hidden potentials be uncovered?

→ Keep your software / hardware always up to date

- Many issues can be solved with a current version and thus reduce the number of queries
- New update process “Continuous Release” from Prinect version 2021.10 – Automatic provision of the appropriate Prinect Business Manager version depending on the Prinect version provided
- Perform database backups regularly to avoid data loss
- Perform data cleansing regularly to keep performance stable
- Do you regularly check your hardware to see whether it still meets the specifications or database requirements



How can hidden potentials be uncovered?

→ What tools does HEIDELBERG offer you to optimize your Prinect Business Managers?

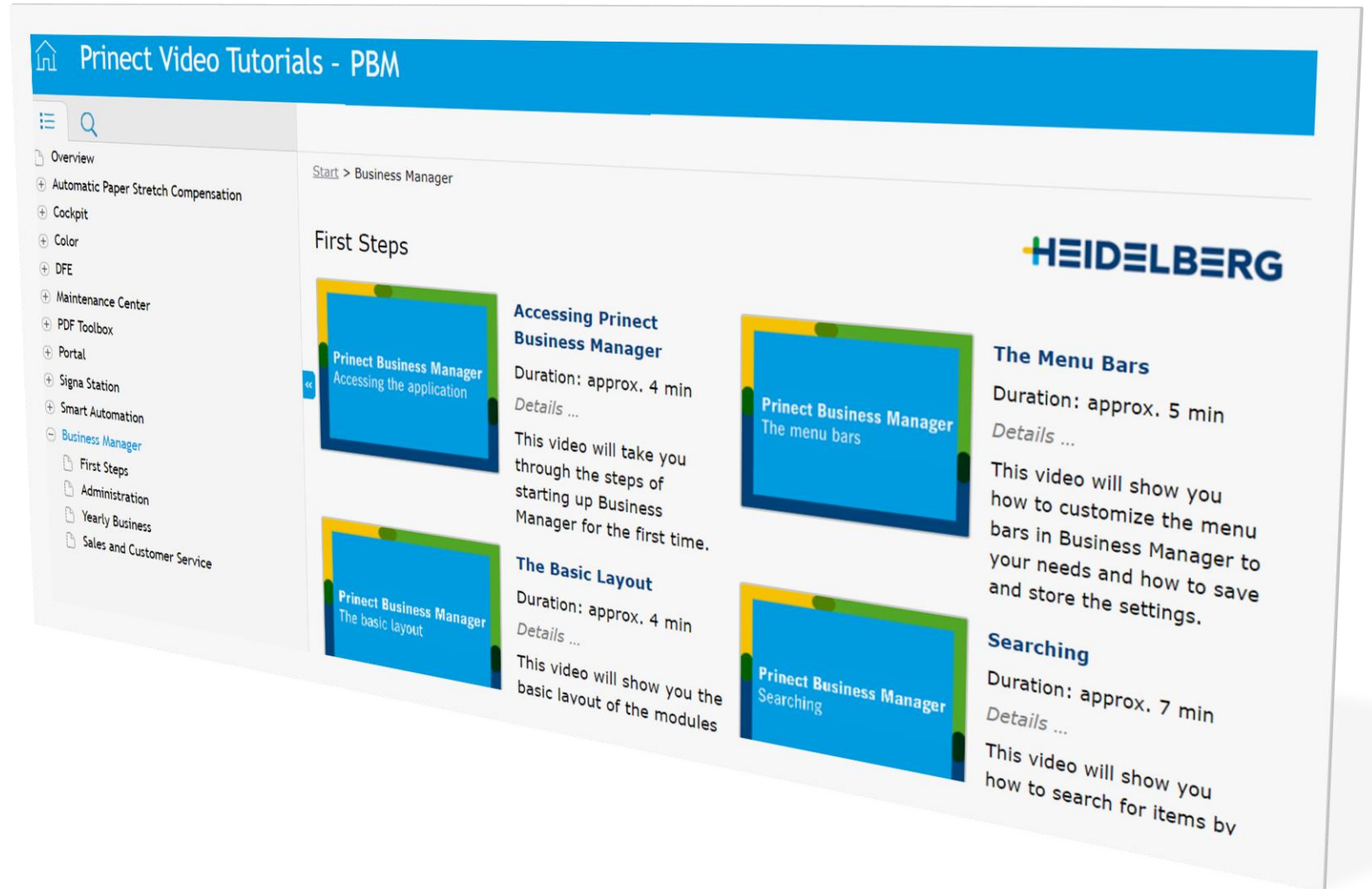
- What documentation is offered for new versions?
 - *Prinect Online Help*
 - *Prinect Newsroom*
 - *Prinect Release Notes*
 - *Prinect Hardware Specifications*
- Would you like to use other modules of our software?
Request training for the modules that have not yet been used
 - *Prinect Business Poster*
 - *Prinect Business Whitepaper*
- Do you have a new employee and she/he needs to be trained?
Take advantage of our offer of targeted employee training or our new
 - *Prinect Video Tutorials with Prinect Business Manager*



Prinect Video Tutorials with Prinect Business Manager

“We are pleased to announce the expansion of our **Prinect video tutorials**.

The portal now offers video tutorials for the **Prinect Business Manager**, complementing our existing platform and providing you with even more opportunities for effective learning.”



 [Online Help](#)

How can hidden potentials be uncovered?

→ What tools does HEIDELBERG offer you to optimize your Prinect Business Managers?

- You have just updated your software, but you don't know how the new functions will benefit you?
Use our update training for new versions.
- Are you not sure whether your processes are still up to date and would you like to have them checked?
Have our specialists carry out a process analysis to put your current working methods to the test.



How can hidden potentials be uncovered?

→ What tools does HEIDELBERG offer you to optimize your Prinect Business Managers?

- You have introduced a new product and need a new workflow for it?
We offer you targeted workflow training for this purpose.

Examples:

- *XML-Import for customer sales orders*
- *Speed estimation (with/without Prinect Portal)*
- *Hardcover-Book production (Modul)*
- *Workflows to create gang forms (different variants)*
- *Job versioning (simple to complex)*
- *Comparison calculation with break-even point (digital vs. offset)*
- ...



Uncover hidden potentials

→ Use cases – Prinect Business Manager

Using concrete examples, we would like to show you how you can tap into your potential and create a measurable added value.

Live scenarios:

- XML-Import for customer sales orders
- Brochure 36 pages «comparison digital/offset»
- Flyer Switzerland 4 pages «Versions»

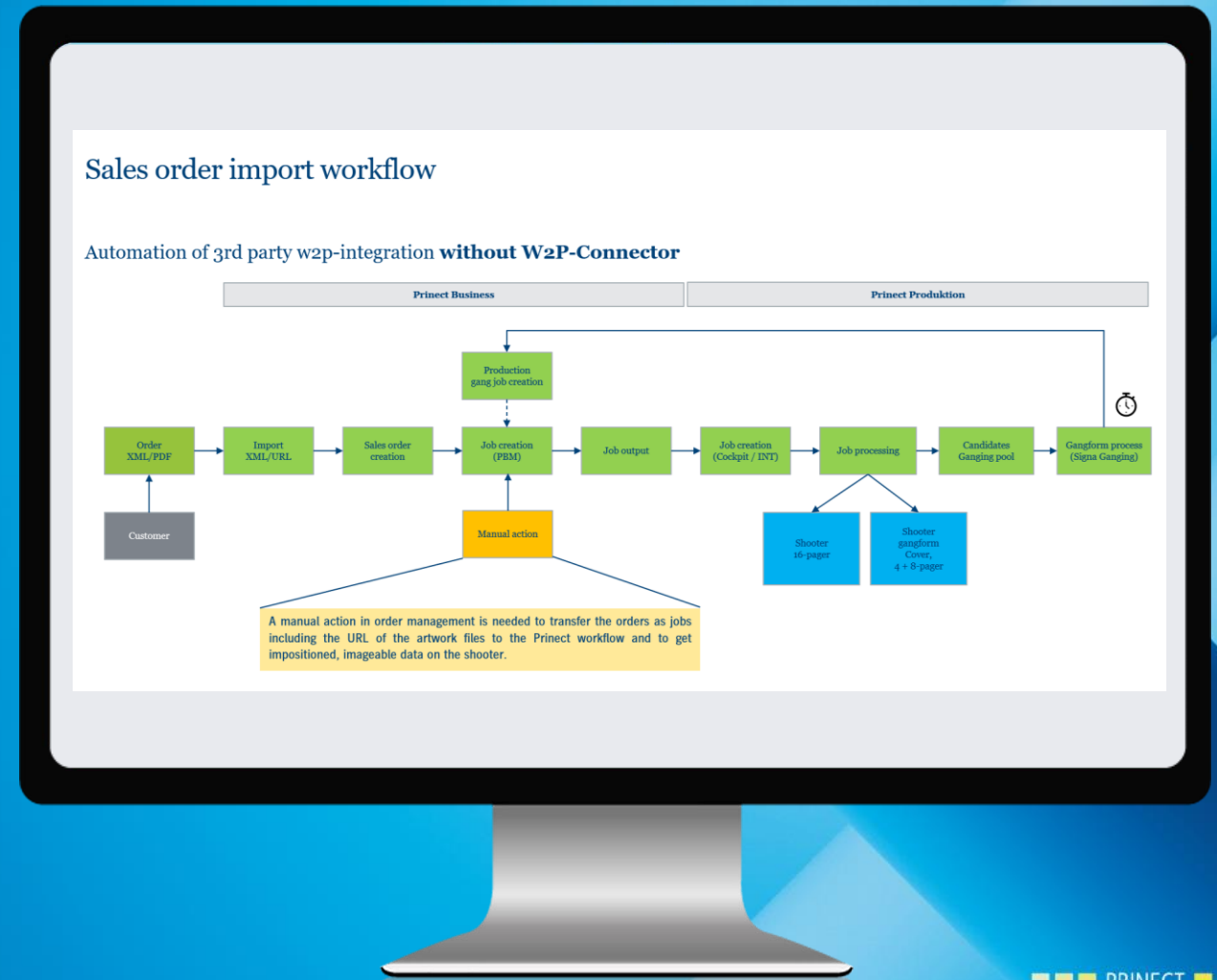


Uncover hidden potentials

Use cases – Prinect Business Manager

→ Scenario 1: XML-Import for sales orders

- Provision of a xml file in a defined format
- Autom. creation of sales orders and job
- Creation of a production job and transferring the JDF file to create a job in Prinect



Live-
presentation

Uncover hidden potentials

Use cases – Prinect Business Manager

→ Scenario 1: Added value Prinect Workflow – Import of sales orders (xml, csv)

- Direct import (xls, csv) of sales orders via hotfolder or http communication.
- Creation of sales orders / jobs (printed products, merchandise) in a matter of seconds.
- Manual entry of new sales orders is completely eliminated once the product has been defined.
- Reliable production through defined products, reference calculations and approved PDFs.
- High automation potential for production with ganged forms in the Prinect Workflow.
- Reduction of touchpoints – enter data once and use it many times!
MIS, Workflow, Scheduling, Production, Shopfloor Data Collection



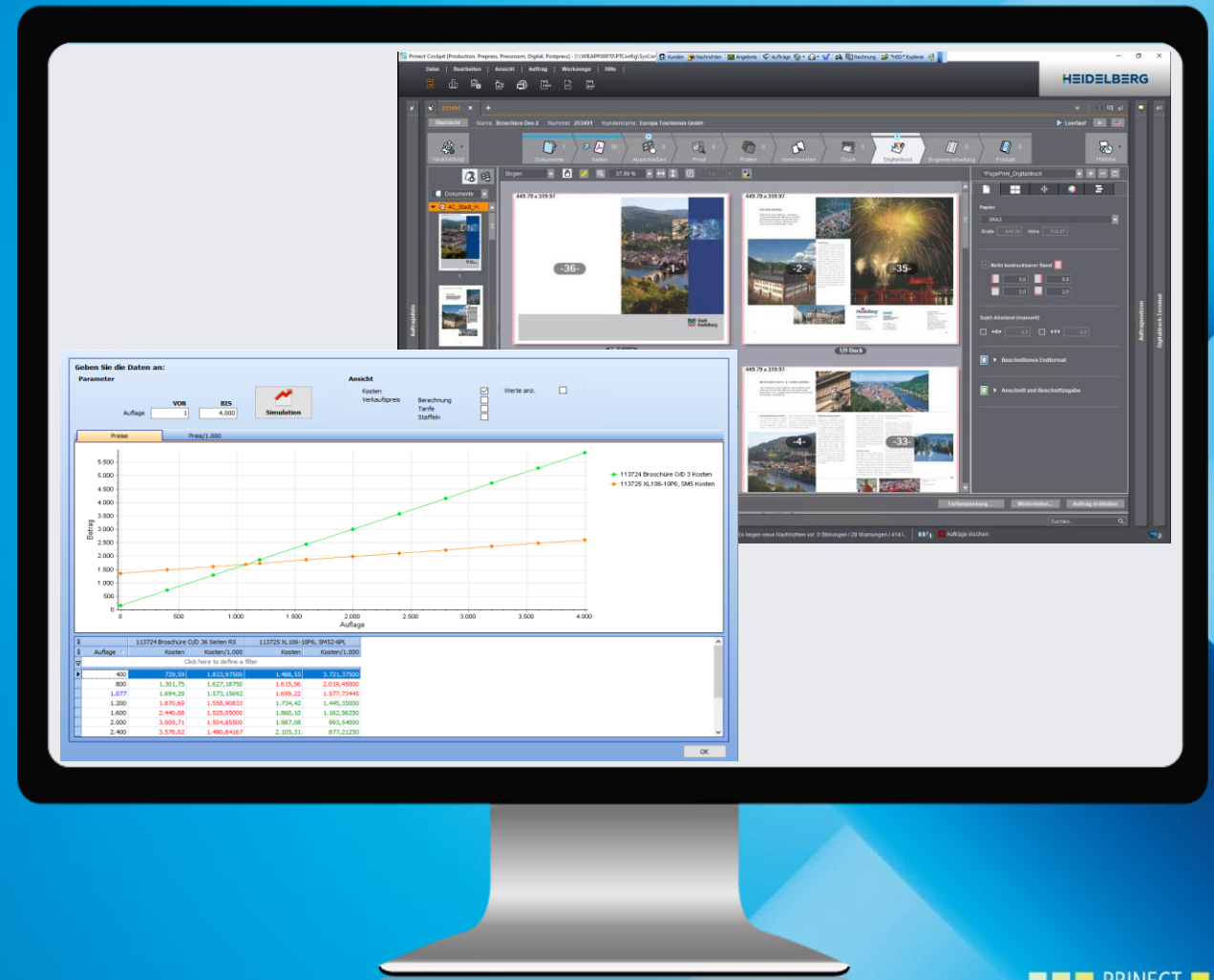
Uncover hidden potentials

Use cases – Prinect Business Manager

→ Scenario 2: Brochure 36 pages «Comparison digital/offset»

- Prinect Portal (Speed Estimation)
- Comparison calculation and break even analysis
- Autom. job creation in Prinect | Digital printing
- File upload incl. preflight | autom. page assignment

Live-
presentation



Uncover hidden potentials

Use cases – Prinect Business Manager

→ Scenario 2: Added value Prinect Workflow – Break Even (digital/offset)

- Request data only once and get multiple calculations/production workflows
- Cost-effective production method for each quantity in one calculation process.
- Break even point is immediately visible, no additional calculations necessary.
- Take over the calculated production method (digital or offset) by entering the quantity.

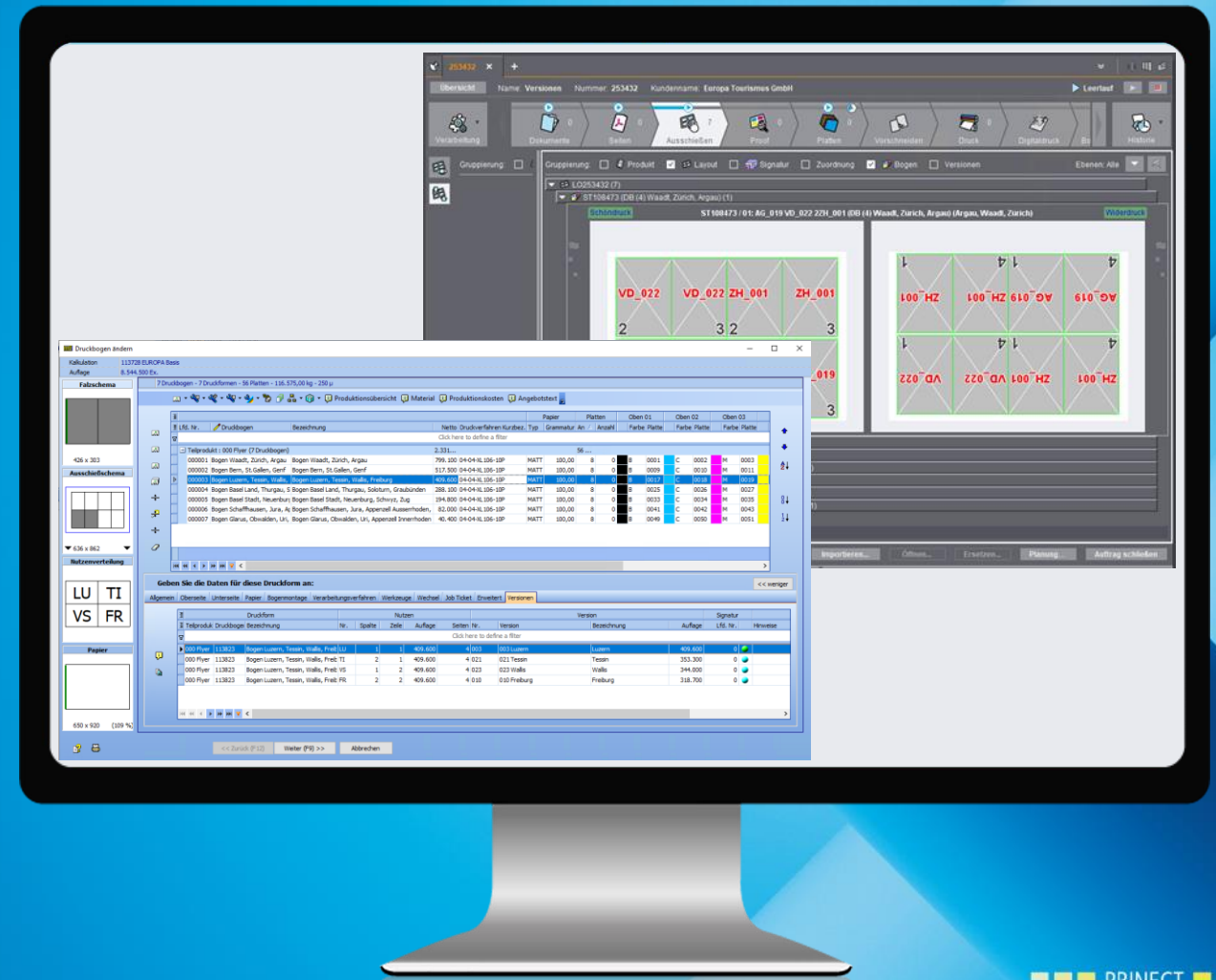


Uncover hidden potentials

Use cases – Prinect Business Manager

→ Scenario 3: Flyer Switzerland 4 pages «Versions»

- Prinect Business (classic calculation)
- Import versions | calculation Flyer 4 pages
- Versioning | Impositioning | Job creation
- Job creation incl. versioning from MIS in Prinect
- Versioninfo: Prepress, Press, Postpress, Scheduler



Live-
presentation

Uncover hidden potentials

Use cases – Prinect Business Manager

→ Scenario 3: Added value Prinect Workflow – Version handling

- Easy to use by importing (xls file) or manually setting up the version list.
 - Quick control of the total quantity through automatic totaling.
 - Safety by checking the right quantity vs. importing version quantities.
 - High time savings due to automated versioning and print sheet layout.
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- No need to enter versions twice in the Prinect workflow by transferring them from MIS.
 - Automatic impositioning by using data (e.g. folding schemes) from MIS.
 - Reduction of touchpoints – enter data once and use it many times!
MIS, Workflow, Scheduling, Production, Shopfloor Data Collection



Uncover hidden potentials

Further use cases – Prinect Business Manager

Expand your modules with the new
Hardcover book production + complex versioning

We support you in expanding your product portfolio –
Integrated Packaging workflow with Prinect Production

Keep your MIS more organized with the
Die cut tool management with stock location allocation



Save time and money with the
Warehouse management based on SKU (Stock keeping unit)

Expand your communication options with the
Messages Module / CRM

Ensure more transparency and track your production through the
use of Prinect Milestones



Impulses



Changes

Questions & answers

**Thank you
for your attention!**