

LET'S

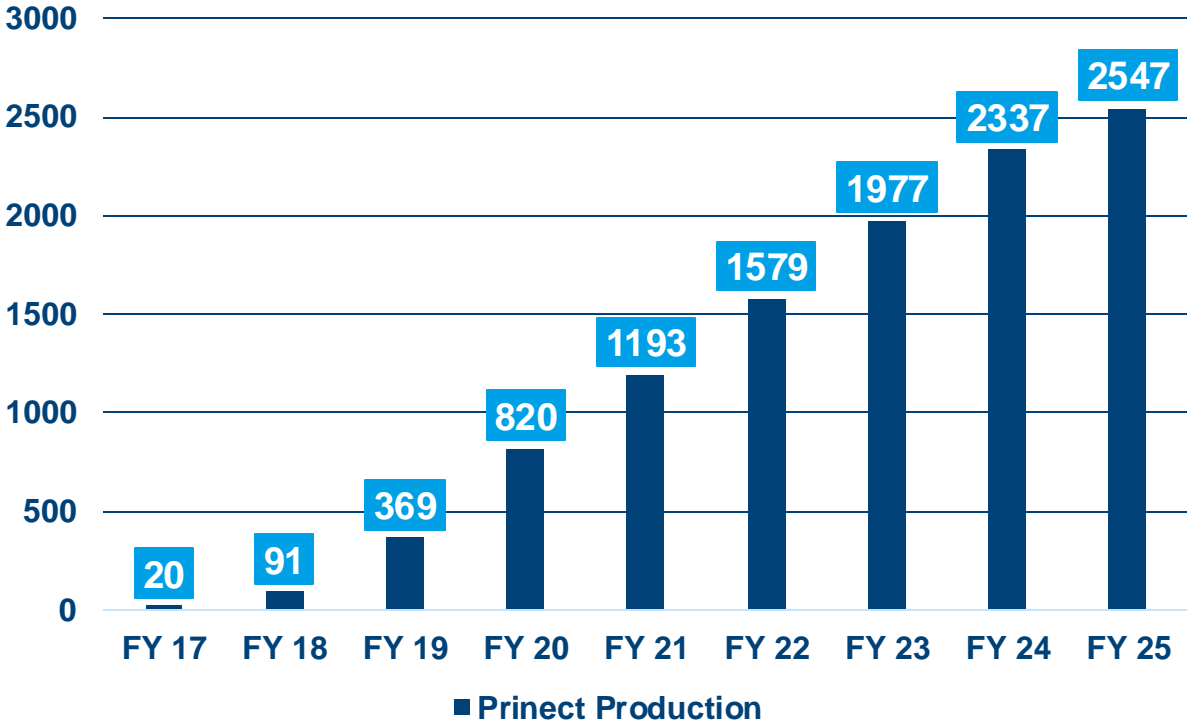
CONNECT

■■■■ PRINECT ■■
USER DAYS

HEIDELBERG: Current Business Situation and Market Overview

Presenter: Jürgen Grimm | Congress Centrum, January 16, 2025

Prinect Production: Our Flagship, Surpassing 2,500 Contracts in 2024



Door opener for cloud applications

Strong development towards hybrid printing

Continuing interest

Where to watch the Prinect Production?

Workshop Round 1

- **Production Manager Integration** (language: english)
- **Packaging Automation** (language: german)

Workshop Round 2

- **Prinect Automation: Automatically positioning layouts in the die-cutting form** (language: english)

Workshop Round 3

- **Production Manager Integration** (language: english)
- **Prinect Automation: Automatically positioning layouts in the die-cutting form** (language: german)

Workshop Round 4

- **Industrial print production with end-to-end encryption** (language: english)
- **Jetfire and Versafire with Prinect Production Manager** (language: german)

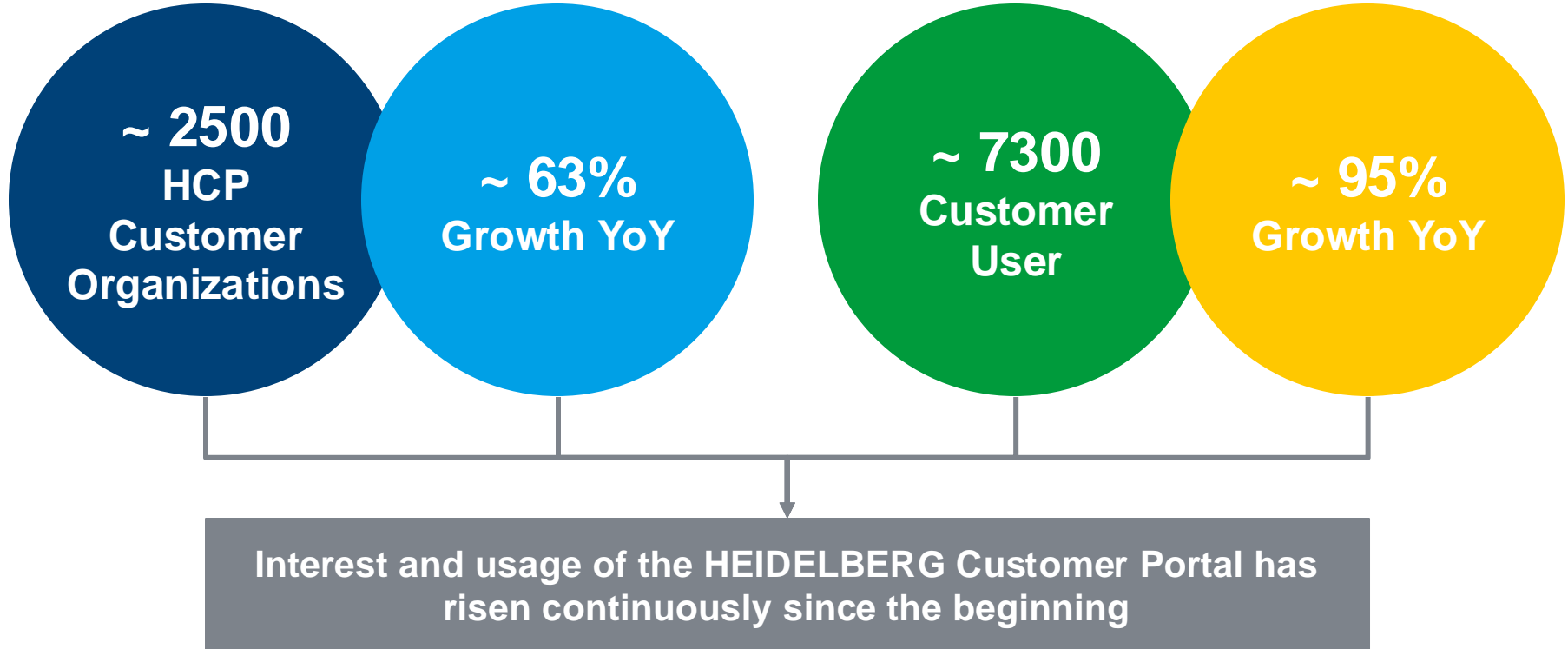
Workshop Round 5

- **Jetfire and Versafire with Prinect Production Manager** (language: english)

Workshop Round 6

- **Industrial print production with end-to-end encryption** (language: german)
- **Packaging Automation** (language: english)
- **Jetfire and Versafire with Prinect Production Manager** (language: english)

Continuous Growth: The Rising Usage Numbers of the HEIDELBERG Customer Portal



Where to watch the HEIDELBERG Customer Portal?

Workshop Round 1

- **Update HEIDELBERG Customer Portal**
(language: english)

Workshop Round 2

- **Update HEIDELBERG Customer Portal**
(language: german)
- **What's new in Print Shop Analytics?** (language: english)

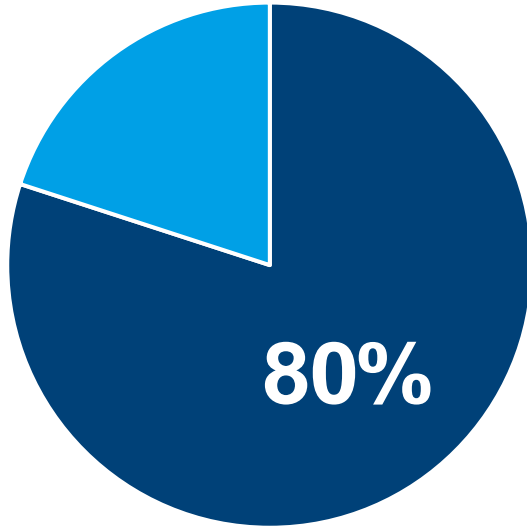
Workshop Round 3

- **What's new in Print Shop Analytics?** (language: german)

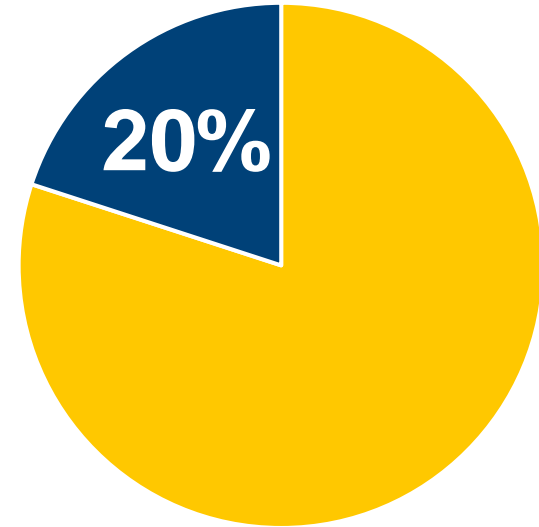
Three topics to think about!

**I only produce complicated stuff
therefore I cannot standardize.**

Is your Focus on the Volume?



80% of management talks about complex products and individual cases...



...but these only account for 20% or less of turnover / number of jobs

**Understand what you're producing –
and where to grow!**

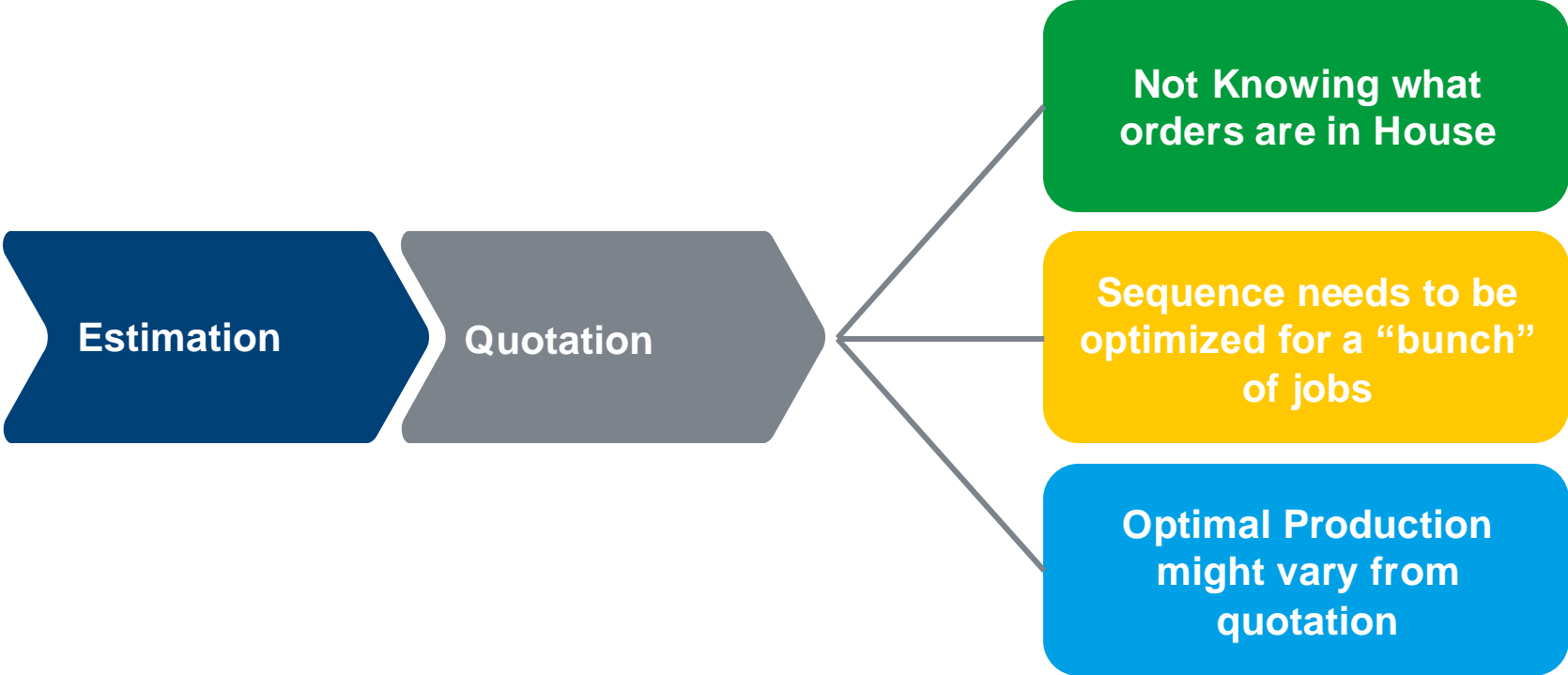
More orders are better.

5x – 8x

Quote-to-Order Ratio – Integration and standardization drive optimization.

Our Planning is always wrong.

The Problem with Cost-Plus-Costing: Making Offers Before the Production Process is Defined



**Plan when you know what you will produce –
not what you have quoted for.**

The Three Key Takeaways for Success

