

From Insights to Impact

How to use the power of data for real results

Workshop Prinect User Days 2026

René Besancon - DCM

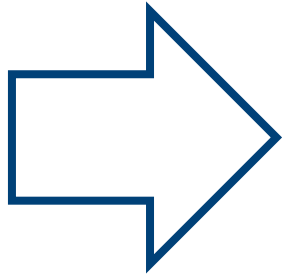
Johannes Pfeuffer & Sophia Maechtel | Heidelberg, 2026-1-15

From resolutions to actions

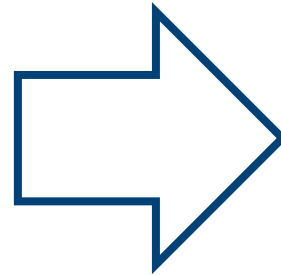
With Insights to measurable success



**Set
goals**



**Understand
KPIs**



**Achieve
success**

Access to the customer portal?

Regular use of tools?

Measures derived?

Who are we?

René Besancon, production manager with
DCM Druck Center Meckenheim GmbH

Company Profile:



- Successful in the market since 1987
- Around 70 qualified employees
- Customers from business and public sector
- Offset & Digital print
- Annual turnover of around 18 million at the Meckenheim site

Portfolio:



- Classic commercial printing (from business cards & flyers to folding cartons)
- Finishing and lettershop
- Fullfillment

Certifications:



- „Blauer Engel“
- FSC / PEFC certified
- Climate neutral printing processes
- Modern & efficient production

Angebot:



- Professional prepress & data check
- Finishing & shipping from a single source
- Personal consulting & dedicated contact persons



- XL 106-5+L
- **XL 106-8-P**
- SM 52-5+L Anicolor

DCM Druck Center Meckenheim

Topics for optimization

Selected and worked on across all departments



Before and After Comparison. Net Speed.



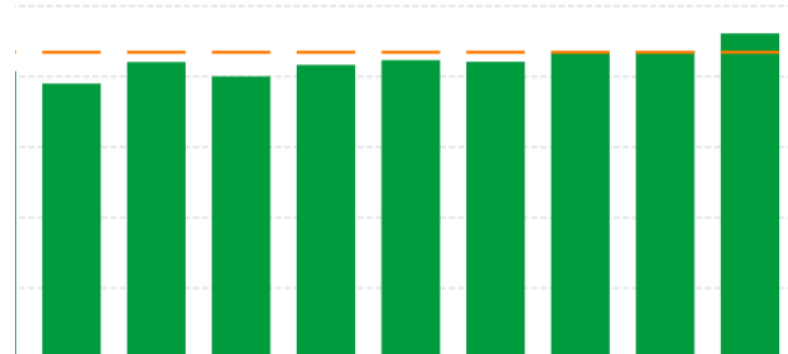
Before



- framing issue
- High cleaning effort
- Reduced net speed



After



- Ink Supplier has been changed
- Increased net speed

HEIDELBERG
DCM
www.druckcenter.de



Implementation of setup-script XL 106-8-P.

Standard process defined.



All activities collected.



Standard setup script is created.

	Drucker	Helfer	Ziel
XL 106-8 auf Fortdruck (Extern)	Gutbogenszähler drücken	Platten in den Wechsler stellen	Tätigkeiten während des Fortdrucks
	Auftragstasche lesen	Papier bereitstellen	
	Papierdicke messen	Palettenwechsel (An und Ausleger)	
	Papierweiß einmessen		
	Auftragsdatenladen (Intellistart)		
	Passer kontrollieren	Sonstige Helfertätigkeiten	
	Auftrag drucken		
	Nächsten Auftrag vorbereiten		
XL 106-8 steht (Intern)	Auftrag abschließen	Restmengen raus fahren	8 Minuten
		Farbwechsel (optional)	
	Waschen	Papier in Anleger fahren	
	Plattenwechsel (Auftrags- und Formatwechsel)	Anleger einstellen	
	Bogenbremsen wechseln (optional)		
	Druckwerkeinstellung	Sonstige Helfertätigkeiten	
	Abzug machen und Ausleger einstellen		
	Farbe kontrollieren		
Maku abstecken???			

Sonstige Helfertätigkeiten:		
Störungen, während "Rüsten" bzw. "Maschine steht" bitte im Störungsformular auf dem Leiststand notieren!!!	Maschine reinigen	Maschine steht
	Wartung	Maschine steht
	Waschanlage wechseln	Maschine steht
	Maschinenumfeld reinigen	Maschine druckt
Art der Störung und Zeitverlust im Formular angeben	Waschanlagen neu bestücken	Maschine druckt
	Chemie aus Lager holen	Maschine druckt
	Altplatten entsorgen	Maschine druckt
	Feuchtmittelzusatz u. Alkoholkonister tausche	Maschine druckt
	Gitterboxen tauschen	Maschine druckt
	Leerpaletten organisieren	Maschine druckt
	Farbfässer wechseln	Maschine druckt
	Waschwickel wickeln	Maschine druckt

DANKE

Before and After Comparison.

Preparing of paper – example of a 5S activities



Before



- No recognizable organized
- Operator has to search for paper



After

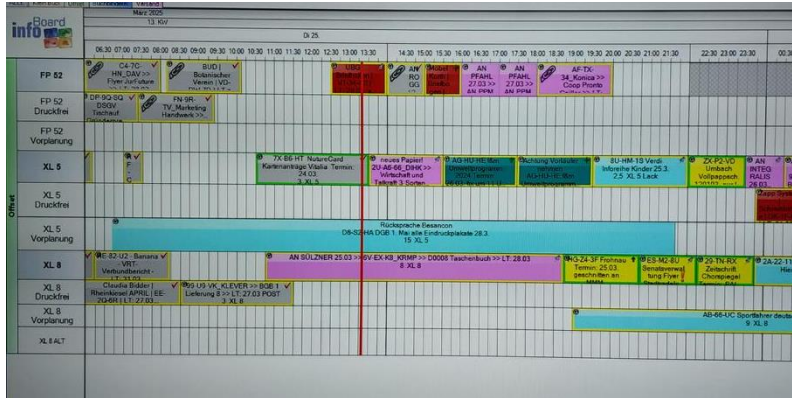


- Paper is sorted and organized
- Searching time for operator are eliminated

Before and After Comparison. Preparing of planning data



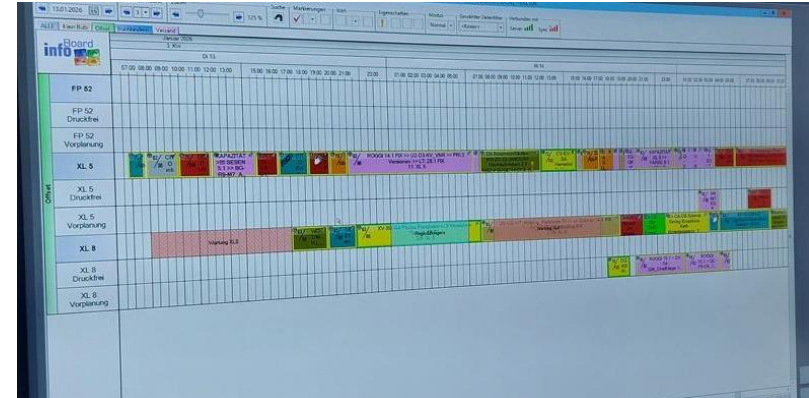
VORHER



- Important job details are missing
- Operator has to gather information



NACHHER

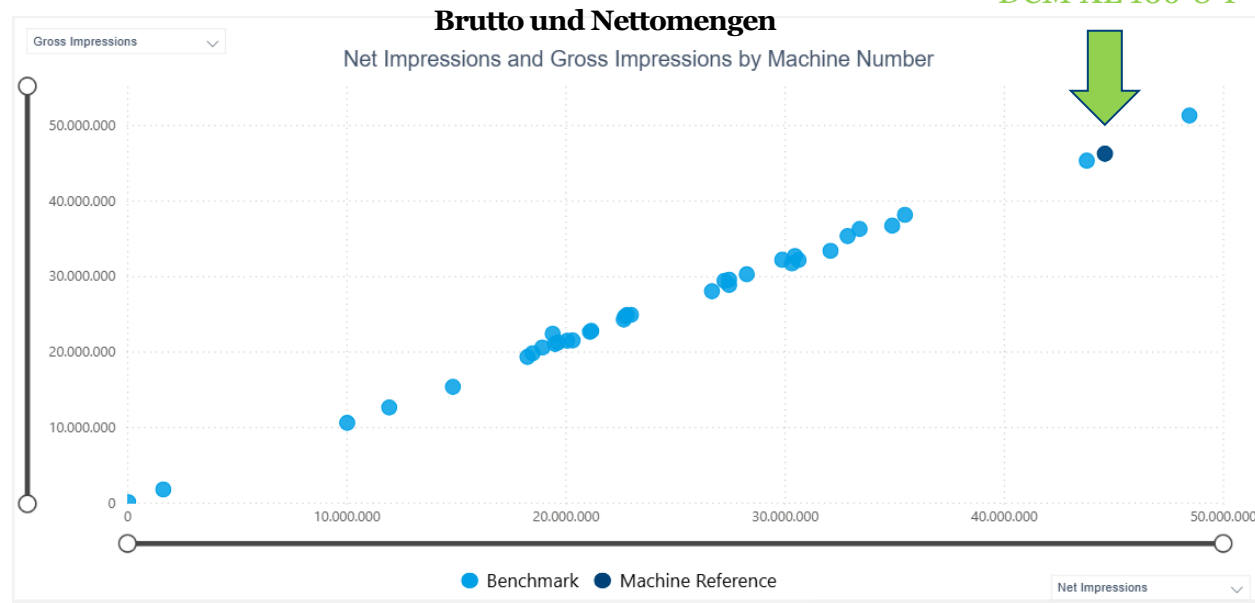


- Important information added
- Organizational time for operator is eliminated

The power of data for real results

From Insights to Impact - Conclusion.


Ca. 50 Mio. sheets
DCM XL 106-8-P



**Production
volume
2025**

The power of data for real results

From Insights to Impact - Conclusion.



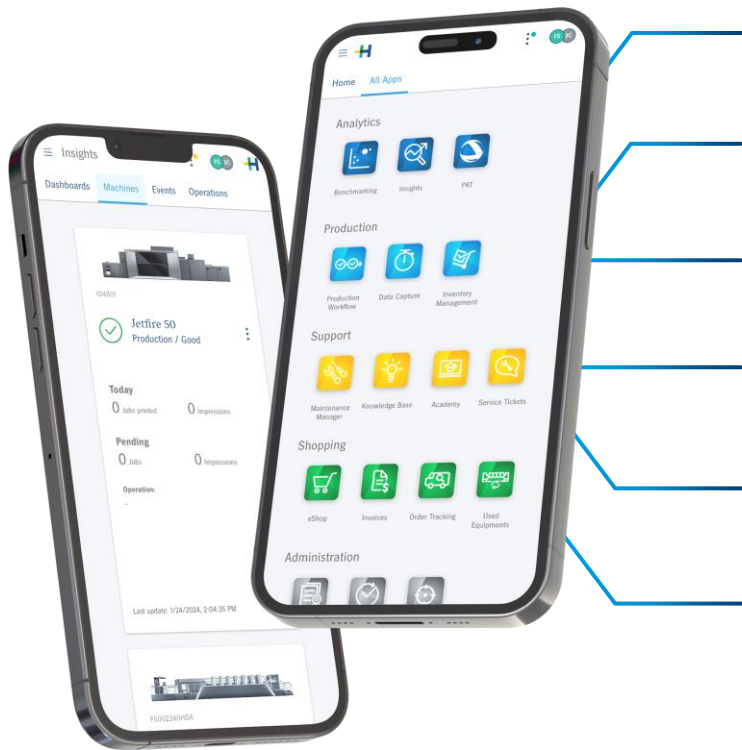
„We printed 13.000.000 sheets more on
our XL 106-8-P in 2025 and it was less
work.“

Time for your questions!



HEIDELBERG Customer Portal

All tools in one place!



Analytics: Insights

Evaluate production performance with real-time data and configurable dashboards for quick issue identification.



Production: Data Capture

Conveniently access and collect planning, job and production data in one place for efficient production control.



Production: Inventory Management

Track and manage the available inventory of HEIDELBERG consumables, based on which HEIDELBERG triggers automatic replenishment in time.



Support: Service Tickets

Get an overview of all service tickets to see the service status of each machine and create tickets for new issues and plan upcoming service events.



Support: Maintenance Manager

Intelligent planning of maintenance tasks to ensure a transparent maintenance process in a printshop.



Shopping: eShop

Your one-stop shop to find exactly what you need – browse and order consumables or service parts in just a few clicks.

And more... Pick from a variety of apps, with many more to come!

Thank you for your attention!



SCAN ME

Start exploring your data today!

Learn more about our products on our website:
heidelberg.com
 or
 Scan the QR code to explore the HEIDELBERG
 Customer Portal



René Besancon
 Production Management



Johannes Pfeuffer
 Consulting



Sophia Mächtel
 Product Management