

From Insights to Impact

How to use the power of data for real results

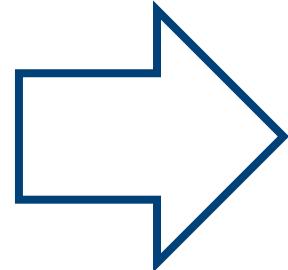
Workshop Prinect User Days 2026

René Besancon - DCM

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

From resolutions to actions

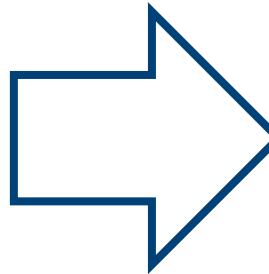
With Insights to measurable success



**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 foling cartons)
- Finishing and lettershop
- Fullfillment



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

Certifications:



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

Die grüne Druckerei

Angebot:



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

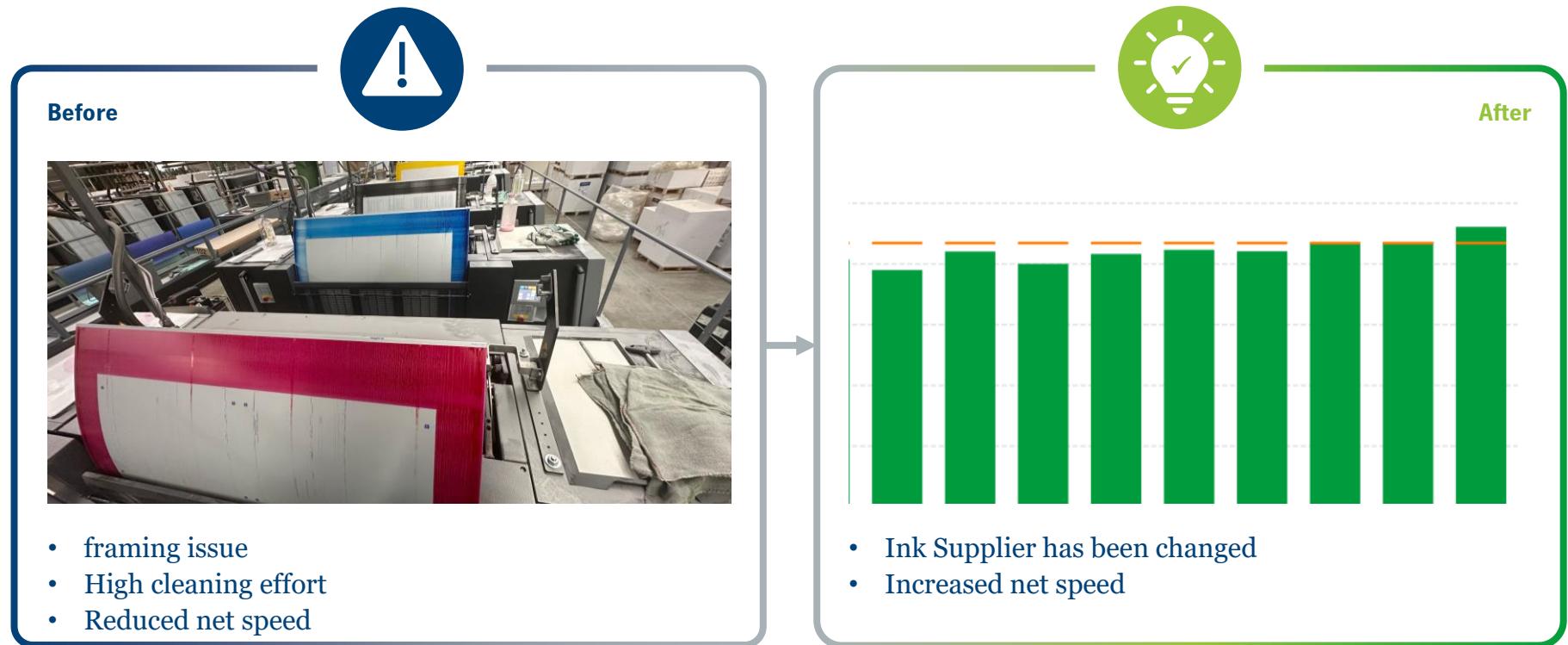
DCM Druck Center Meckenheim

Topics for optimization

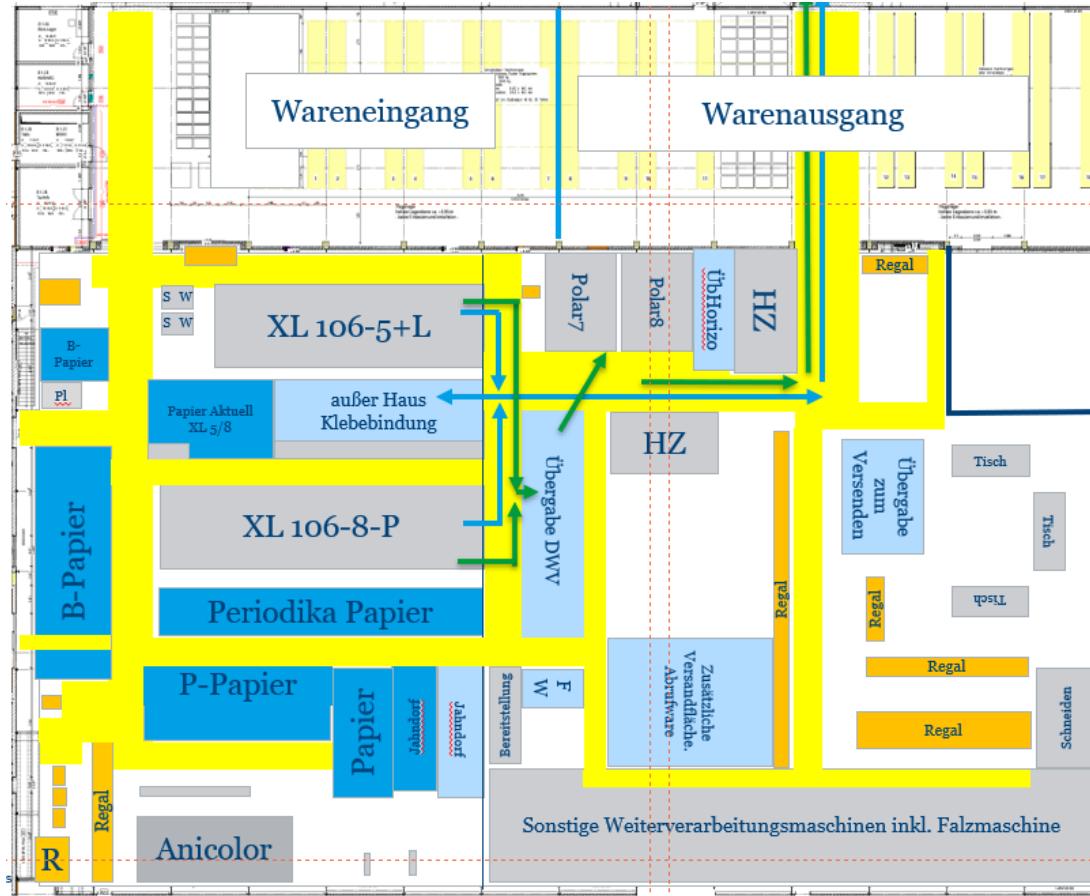
Selected and worked on across all departments



Before and After Comparison. Net Speed.



Optimization of material flow and space utilization



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

Standard process defined.



All activities collected.



Standard setup script is created.

	Drucker	Heifer	Ziel	
XL 106-8 auf Fordruck (Extern)	Gutbogenzähler drücken	Platten in den Wechseler stellen	Tätigkeiten während des Fordrucks	
	Auftartasche lesen	Papier bereitstellen		
	Papierdicke messen	Palettenwechsel (An und Ausleger)		
	Papierweiß einmessen			
	Auftragsdatenladen (Intellistart)			
	Passer kontrollieren	Sonstige Helfertätigkeiten		
XL 106-8 steht (Intern)	Auftrag drucken		8 Minuten	
	Nächsten Auftrag vorbereiten			
	Auftrag abschließen	Restmengen raus fahren		
		Farbwechsel (optional)		
	Waschen	Papier in Anleger fahren		
	Plattenwechsel (Auftrags- und Formatwechsel)	Anleger einstellen		
	Bogenbremsen wechseln (optional)			
	Druckwerkereinstellung	Sonstige Helfertätigkeiten		
Störungen, während "Rüsten" bzw. "Maschine steht" bitte im Störungsformular auf dem Leitstand notieren!!!				
Art der Störung und Zeitverlust im Formular angeben				
DANKE				
Sonstige Helfertätigkeiten				
Maschine reinigen Wartung Waschanlage wechseln Maschinenumfeld reinigen Waschanlagen neu bestücken Chemie aus Lager holen Altpfosten entsorgen Feuchtmitteldosen u. Alkoholkanister tauschen Gitterboxen tauschen Leerpaletten organisieren Farbfässer wechseln Waschwickelwickeln				
Maschine steht Maschine steht Maschine steht Maschine drückt Maschine drückt Maschine drückt Maschine drückt Maschine drückt Maschine drückt Maschine drückt Maschine drückt Maschine drückt Maschine drückt				

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



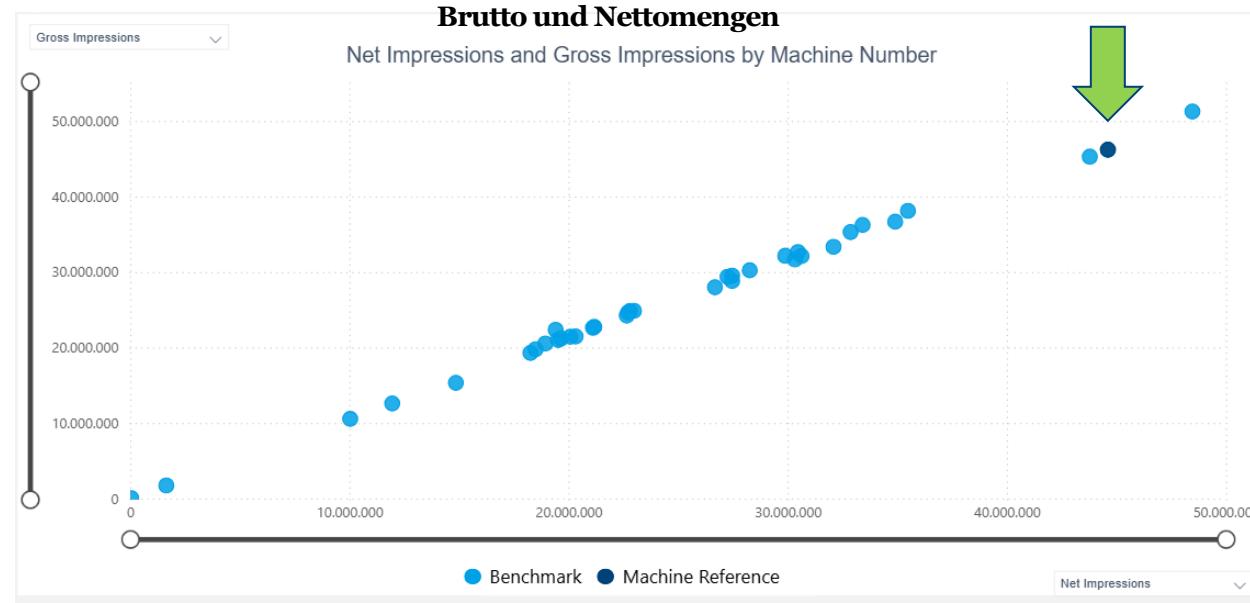
NACHHER

- 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

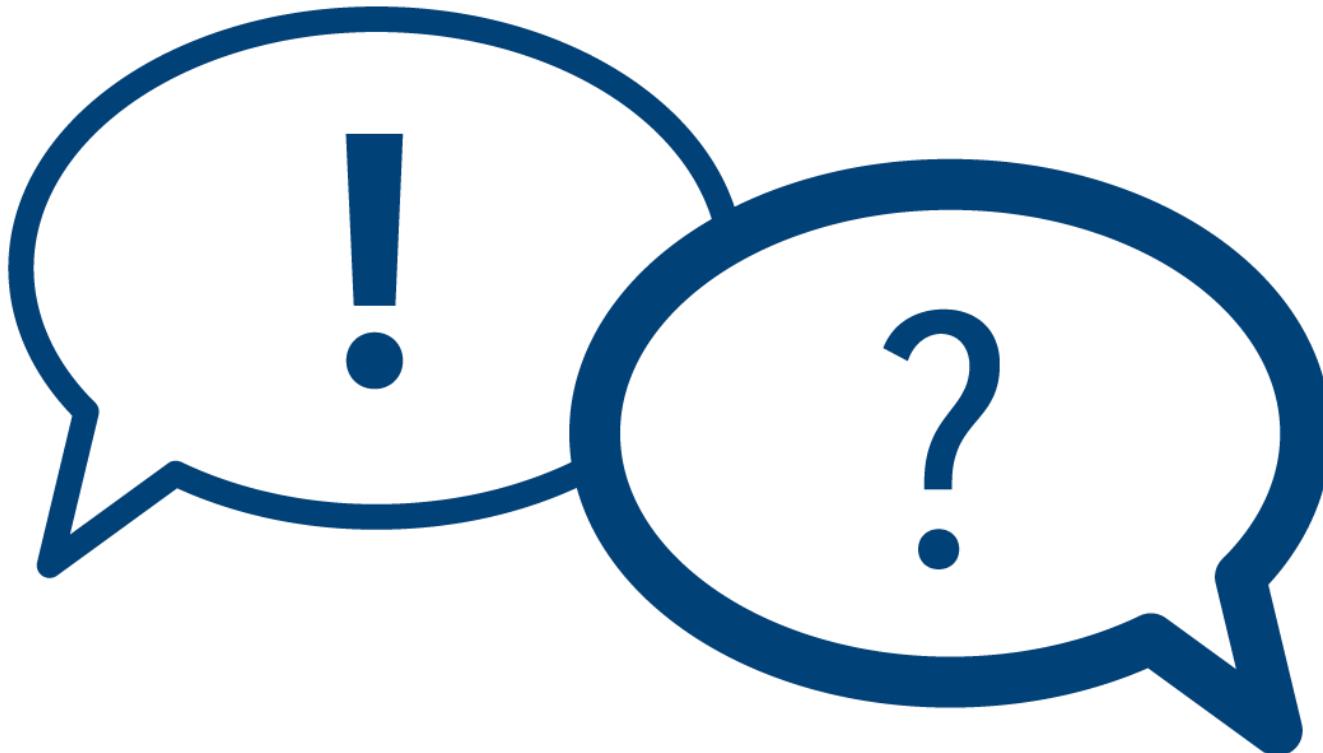
The power of data for real results

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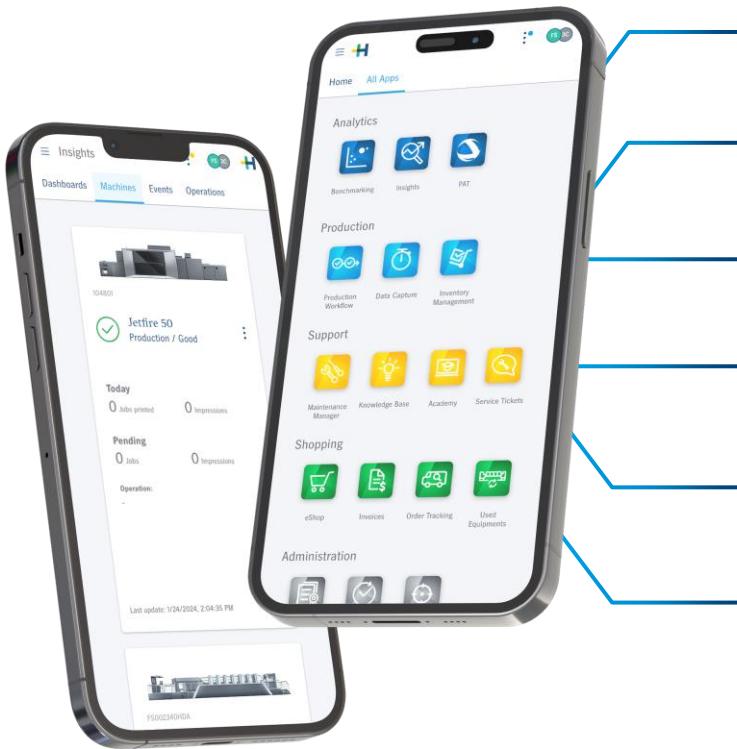
„We printed 13.000.000 sheets more on our XL 106-8-P in 2025 and it was less work.“

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



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Production Management



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