Integration and Automation is key for the future of any printing company

Joachim Halbleib,
Channel Sales Manager / Key Accounts – EMEA
Productivity Software

EFI at a Glance

Based in Silicon Valley.
Technology company with a 25 year history of innovation.
Over 1,000 people in R&D.
Fastest-growing technology company in the industry.

EFI's Portfolio

Web-2-Print

MIS/ERP

Fiery

VUTEk/Superwide Format

Textile

Ceramics

Jetrion

Wide Format

Cloud Services
Implementation and Support Services
Professional and Consulting Services

Fiery Digital Print Servers

Software-intensive
Digital Front End (DFE)

High-speed data processing
Job management
Color management
Integration

Fiery® Digital Front Ends
Fiery Central
Fiery Impose
Fiery JobMaster
Fiery JobFlow
Fiery Color Profiler Suite
Fiery VUE
Fiery Graphic Arts Package, Premium Edition

Broadest Industrial Inkjet Portfolio

Wide Format LED

Industrial Inkjet – Ceramics

LED

Production – Roll to Roll

Production Label Press LED

Production Textile – EFI Reggiani

LED

Production – High Speed Hybrid

Customers' Vote of Confidence

#1 Market Share in All Categories Worldwide

1,800,000
Fiery Installations
Worldwide

28,000
Print MIS/ERP
and Web-to-Print
Installations

4,000
Superwide
Installations

65,000
Proofing
Installations

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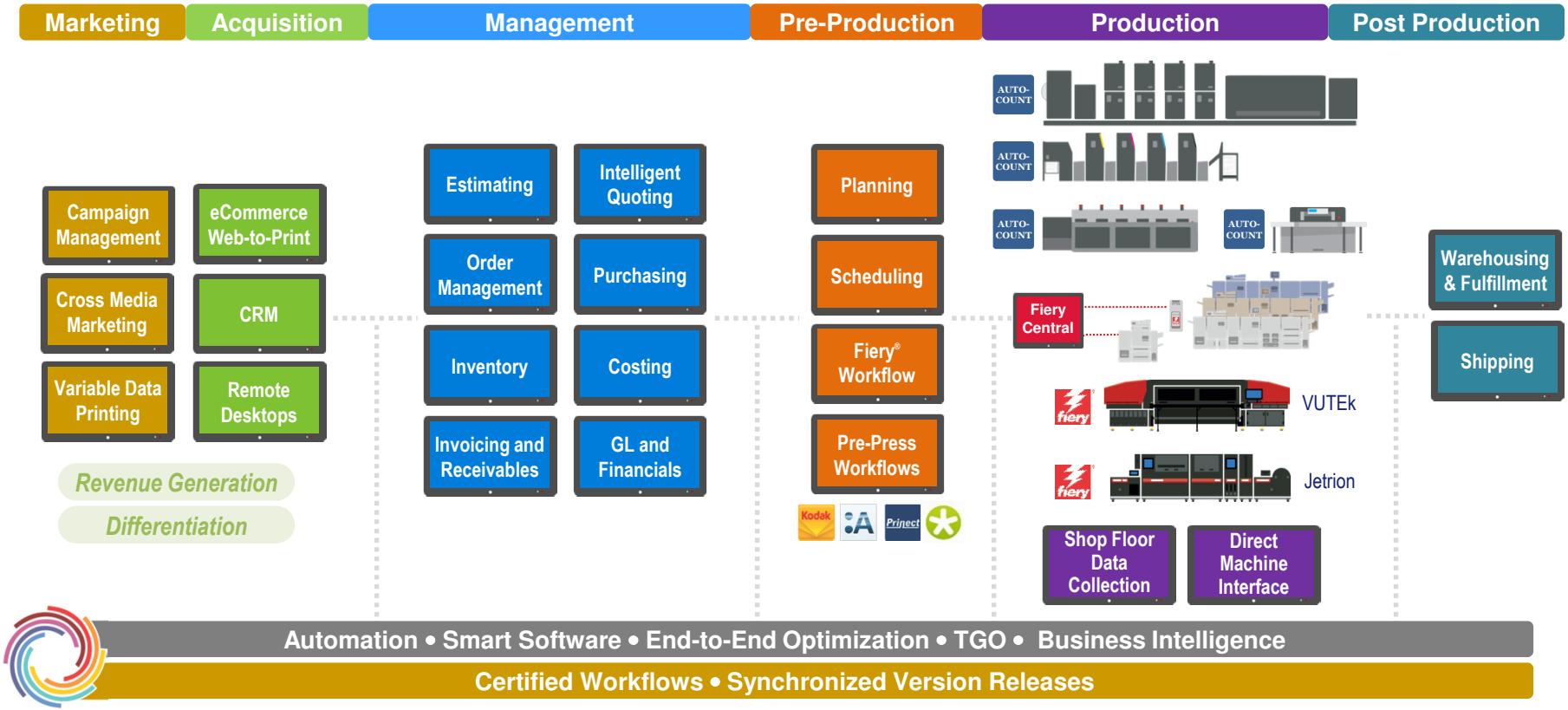

The Scope

What is your goal and vision
to invest in an MIS/ERP solution?

- which problems has to be solved?
- what vision has to be met?
- what are main problem areas?
- ...

The Scope

Industry trends to keep in mind…

- shorter run lengths
- shorter delivery cycles
- pressure on price
- …

What is your goal?

Is the project and the vision really about ‚**just an MIS/ERP**‘ only?

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Which modules are you looking for / expecting?

What is your goal?

How about delivering added value to your company?

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How about saving you a significant amount of time and money?

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How about delivering added value to your company?
How about saving you a significant amount of time and money?
How about opening up new business areas and markets?

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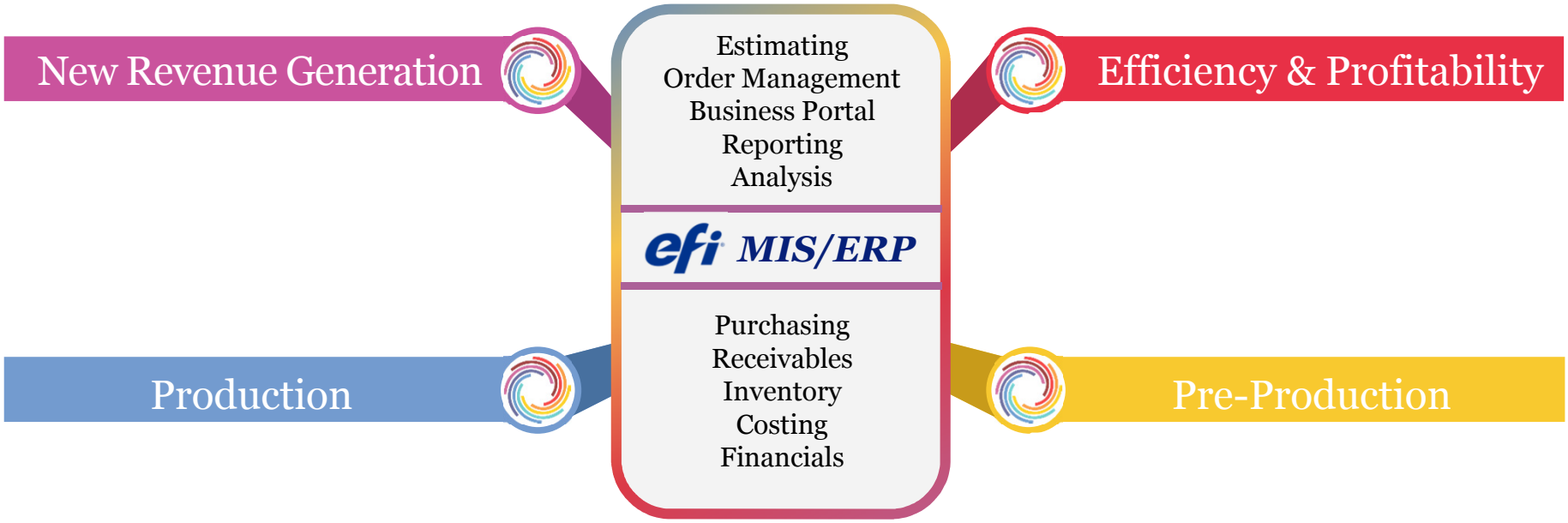

What area would be (most) interesting to you?

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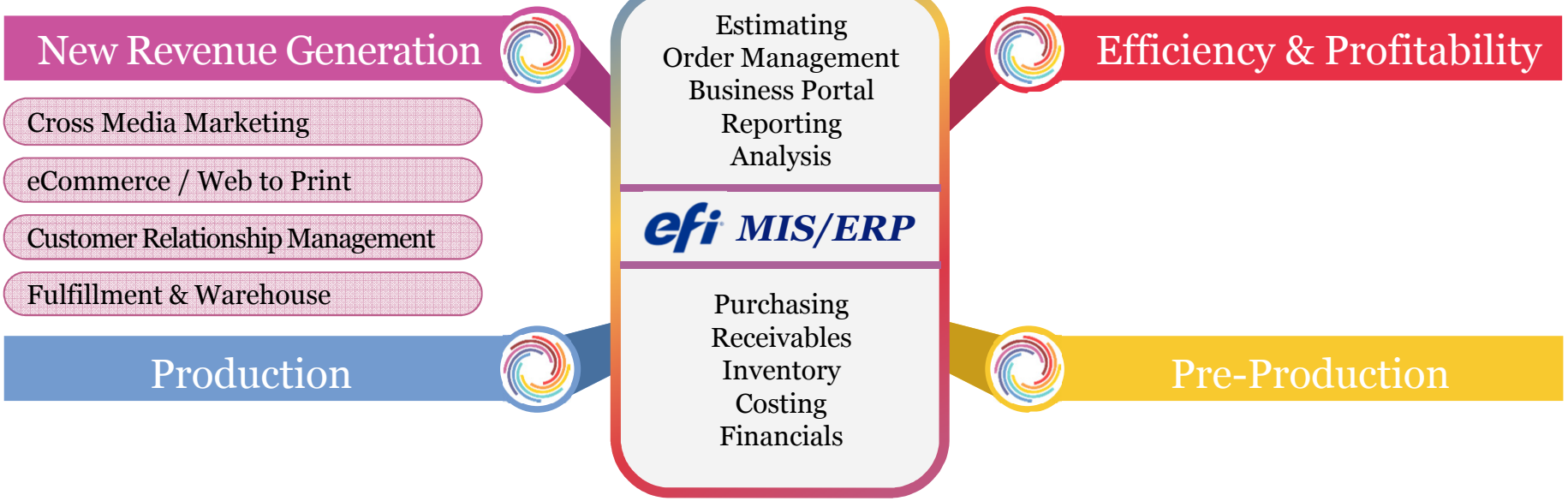

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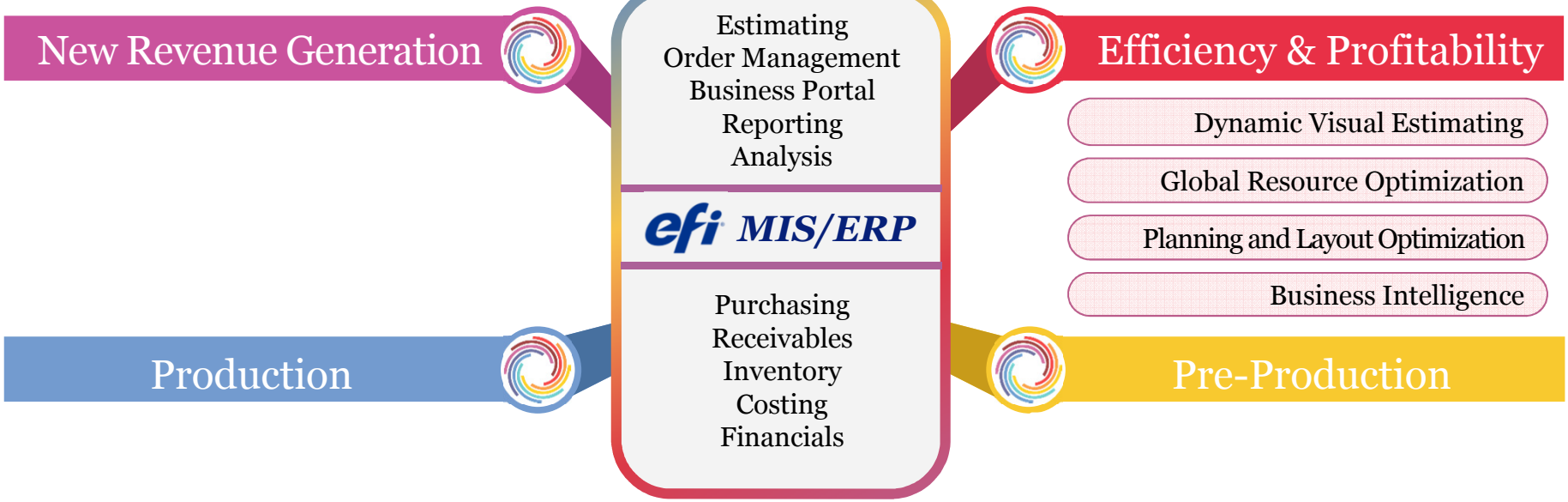

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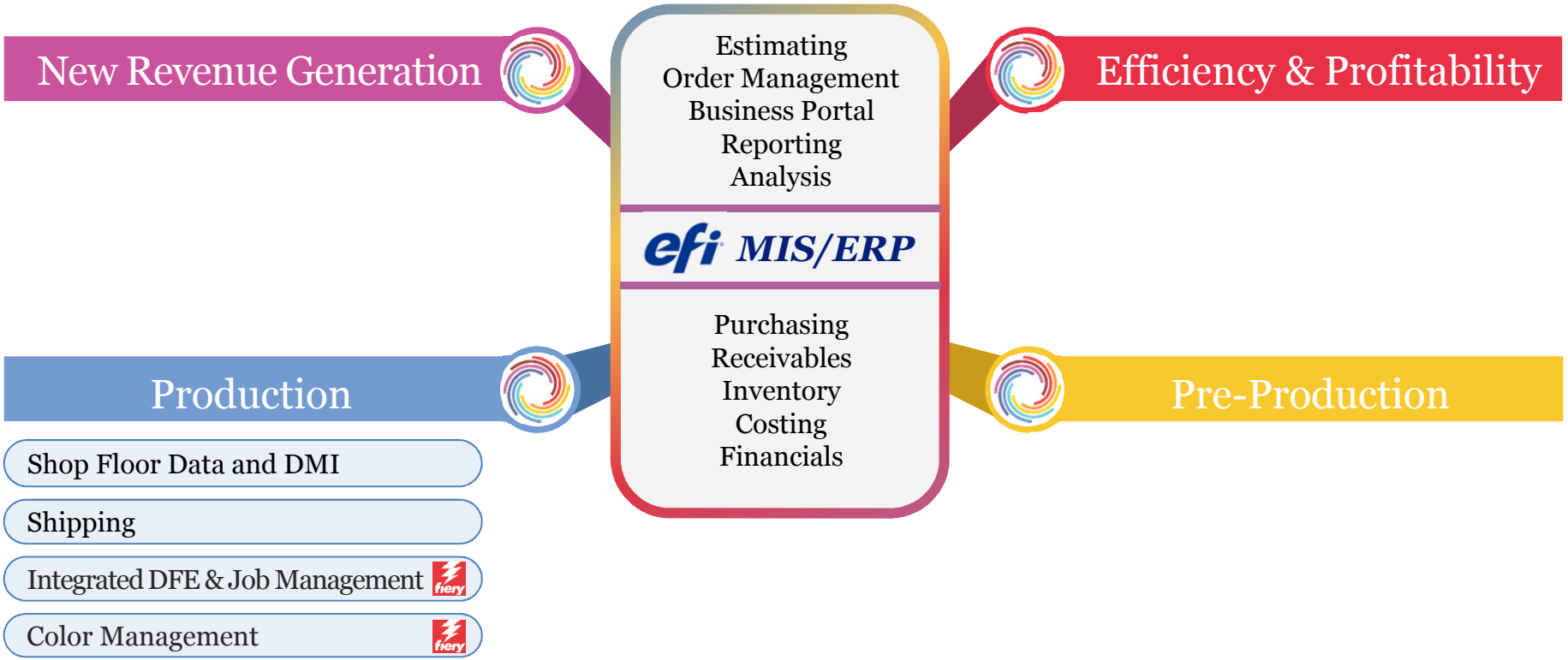

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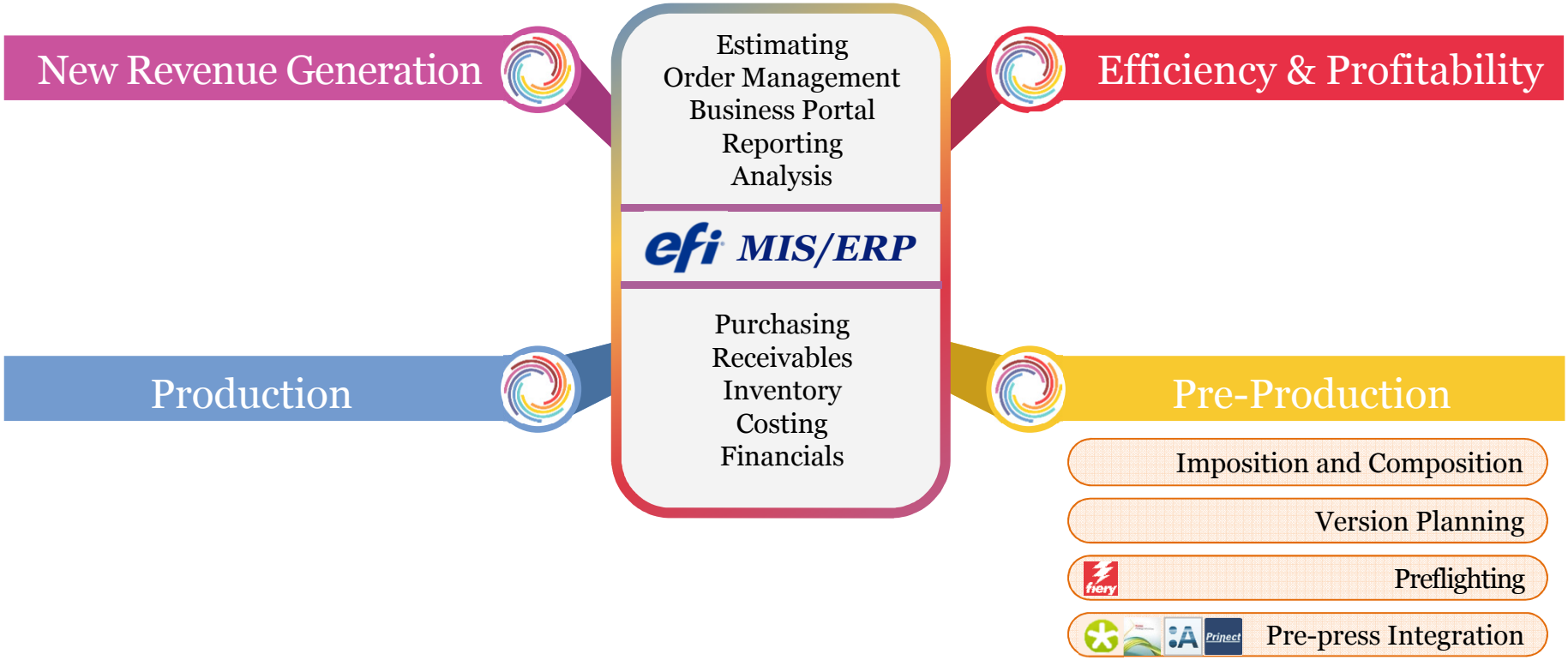

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1, focus on key areas

2, start with basic / mandatory modules

3, expand where and when needed

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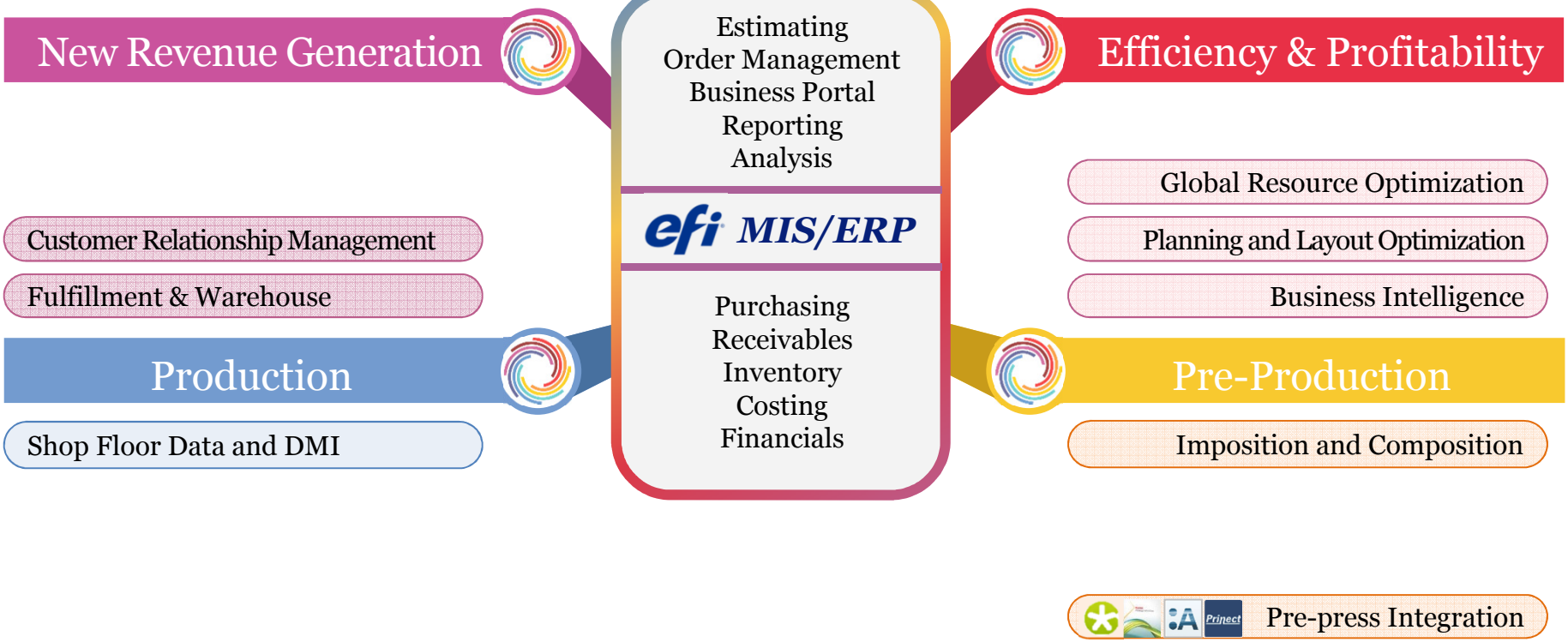

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Added value – example 1:

A single press stop per hour because of paper jams could cause financial losses per press (8up) and year of up to 40.000 Euro!

How to measure and optimize?

EFI Productivity Suite

<u>Added value – example 1:</u>

A single press stop per hour because of paper jams could cause financial losses per press and year of up to 40.000 Euro?

How to measure and optimize?

- Time sheets → **no way**
- Shop Floor Data Collection terminals → **no way**
- Direct Machine Interface (DMI) → **a good start**
- DMI + Production Floor Management → **best and fastest savings**

EFI Productivity Suite

Added value – example 2:

Are you stilll looking for the imposition layout of that similar job you did last year – or are you printing the new job already?

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Are you stilll looking for the imposition layout of that similar job you did last year – or are you printing the new job already?

- **EFI Metrix** automates the creation of imposition layouts of any kind
  + gangs jobs or job parts automatically as well.
- Either integrated with EFI MIS/ERP solutions or stand alone.
- Open XML-interface to 3rd party MIS/ERP solutions
- Certified output to most common prepress workflows

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Added value – additional examples:

Meet us in the lobby or contact us later on.

There are a lot of additional examples – and a lot of potentials savings!

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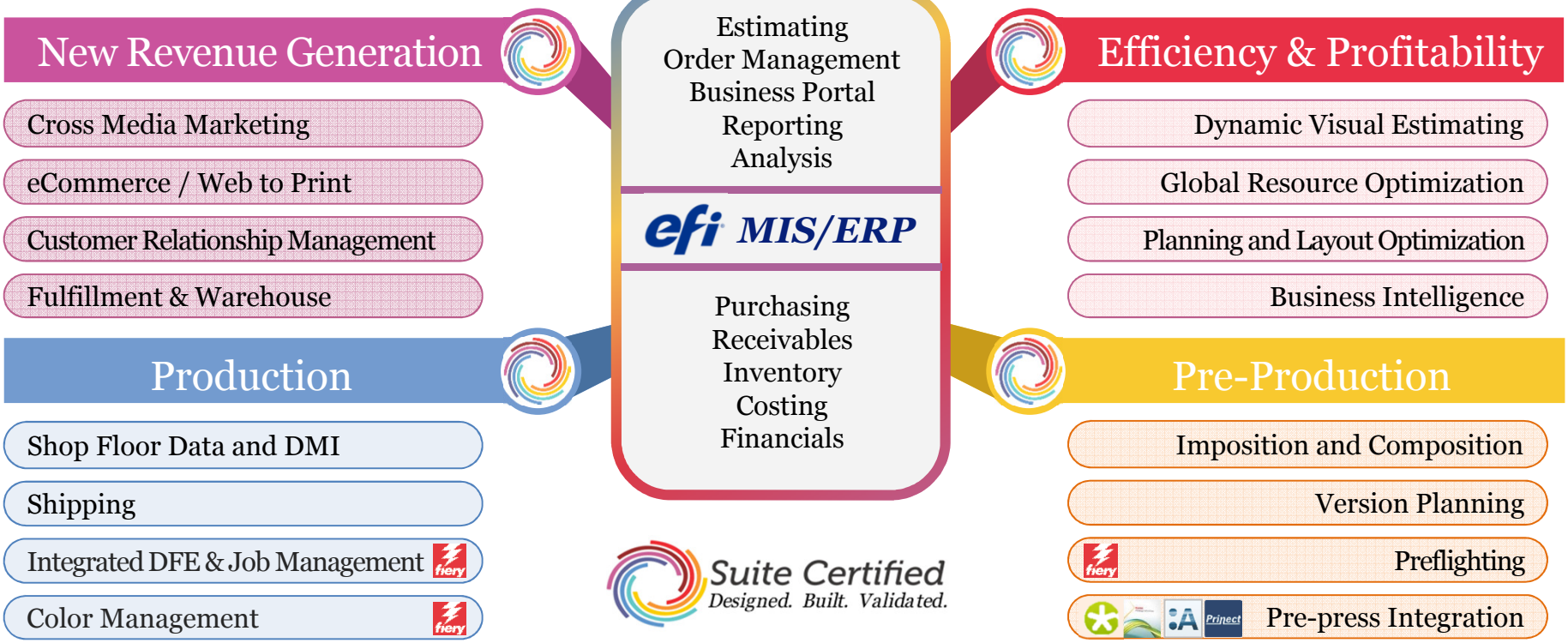
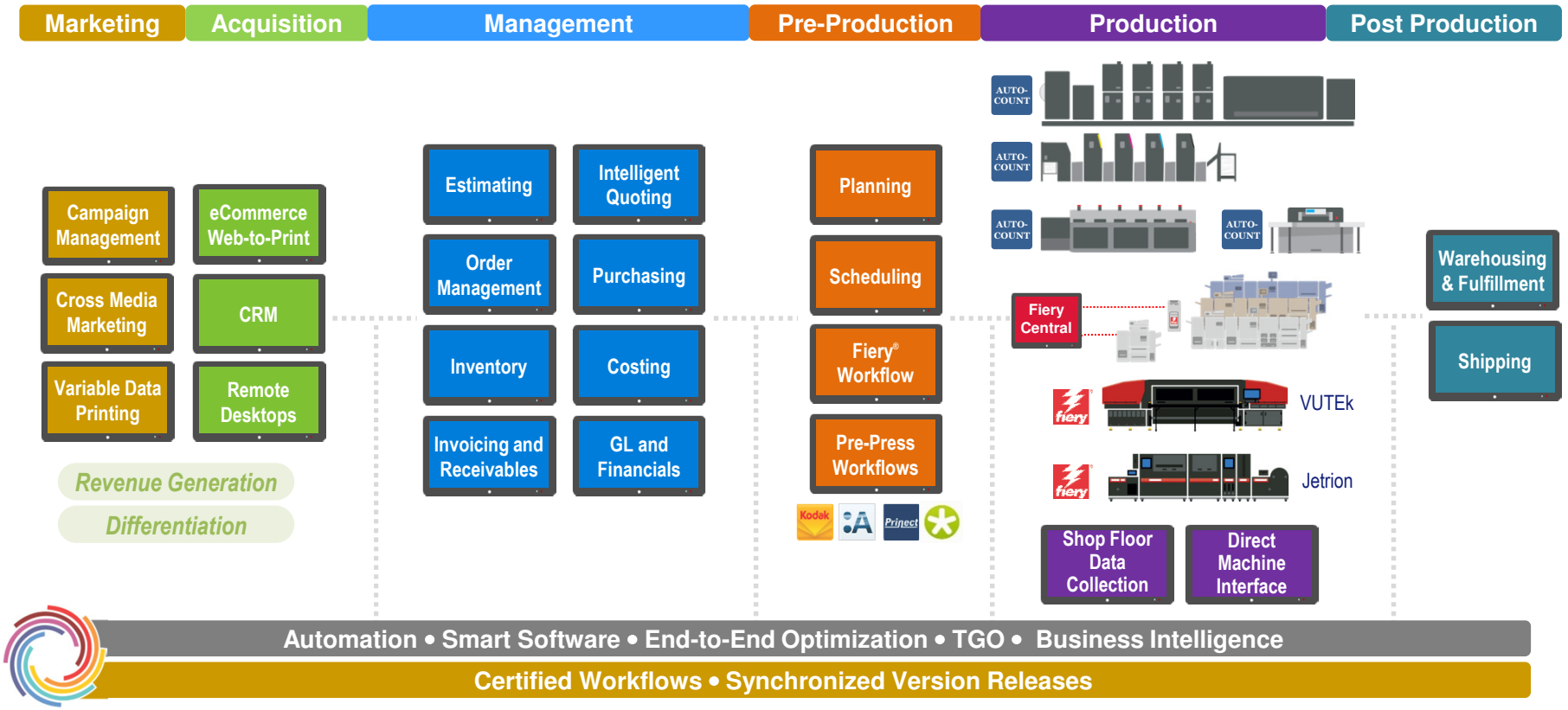


efi Ecosystem



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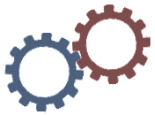
Providing tools to generate new revenue

Providing the foundation for proactive management

END 2 END

Providing tools to automate your entire workflow

Providing tools designed to evolve with your business



Providing tools to improve efficiency & cost optimization

efi

Delivered by an innovative, proven and reliable partner

Thank You!