

Prinect Performance Benchmarking

HEIDELBERG

The guesswork is over, precise online performance analysis • With Prinect® Performance Benchmarking, Heidelberg® offers print shops an Internet-based solution they can use to compare the productivity of their Speedmaster® presses anonymously with those of their competitors. The print performance of the connected machines is also recorded automatically online and evaluated centrally by Heidelberg.

A major plus • The performance comparison gives a clear indication of how productive the presses are. By providing this unique tool in an intensely competitive market that demands high-quality products at minimal cost, Heidelberg is supporting print shops in their aim of ensuring their presses are as productive as possible.

The benefits:

- Straightforward comparison of performance based on consistently up-to-date data
- Transparency of national and international markets
- Effective tool for process optimization and cost-cutting measures
- Verified data security from Heidelberg
- Regularly updated anonymous benchmarks
- Adjustable comparison classes



Heidelberger Druckmaschinen AG

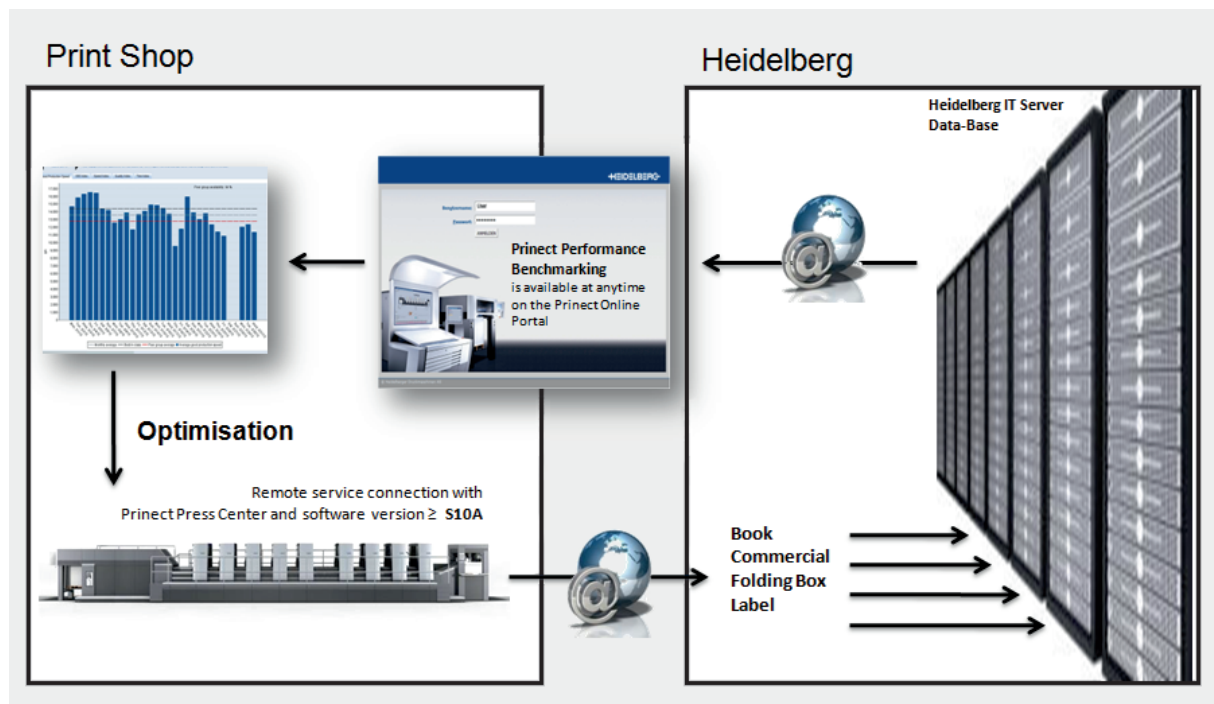
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Benchmarking process with Prinect Performance Benchmarking

A network for outstanding performance • The Prinect Performance Benchmarking network from Heidelberg is a community of Heidelberg customers who are keen to optimize the way they use their Speedmaster presses.

Direct comparison with the competition • But how does Prinect Performance Benchmarking actually work? The answer is simple. Via Remote Services, Speedmaster presses with software version 10A or above for the Prinect Press Center® have a connection to the Prinect productivity server in Heidelberg. As soon as the OK sheet counter is switched on, production data is automatically recorded at the press and transferred to the productivity server on a daily basis. That means all production data for all the presses connected to the system is brought together and evaluated on the server.

Participating customers have personal access to the productivity server via the Internet. In the Prinect Online Portal, production reports from their presses are displayed alongside the anonymous comparison data. This enables customers to trace the development of their own monthly productivity in comparison with the

average figure, as well as with the best representatives of the comparison class selected.

Use optimization potential to the full •

Performance Benchmarking reveals how a print shop is performing in comparison with competitors, and where there is still scope for improvement. Heidelberg Business Consulting also offers professional support in order to ensure this potential is used to the full.

Verified data security • Having received written permission from the customer, Heidelberg uses the production data it collects solely for the purposes of evaluation as part of Prinect Performance Benchmarking. All data is treated confidentially and a comprehensive range of measures is in place to protect it from unauthorized access. If Heidelberg requires additional powers, the customer must provide prior permission for such usage.