

# Supplementary Services from Heidelberg Services.

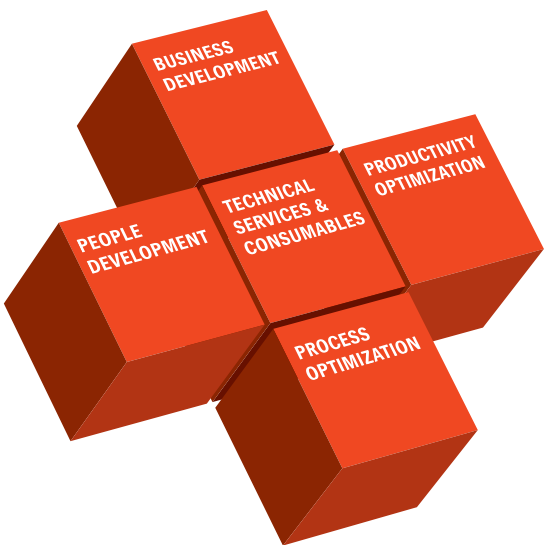
**Workflow solutions** • The Prinect workflow software delivers innovative and successful solutions for planning efficient production processes, analyzing data, and employing resources efficiently. Are you planning to make a new purchase or expand your workflow software towards integrated production? Is the link between production and order processing secured through a connection to a management information system, such as the Prinect Business Manager? Or do you want to implement a new business concept by introducing a web-to-print solution with the Prinect Web-to-Print Manager? Prinect Process Consulting helps in all these situations to perfectly coordinate the organization of all production and administration areas so as to make optimum use of the potential offered by the workflow solution for enhancing efficiency.

**Staff development** • The two-day Prinect Process Consulting workshop is spent examining the processes and human resources at every stage of the print shop. Possible areas for improvement often include training measures for employees and managers. The training and advisory services of the Print Media Academy take in everything from application-related issues and production expertise to management skills for your technical experts and management staff.

**Business development** • In addition to the workflow processes, experience has shown that print shops offer further significant potential for savings in their organizational structures, business processes, and materials management. Heidelberg consultants will work with you to examine all aspects of your

production. Together with the existing structure and your personal expectations, this forms the basis for the rest of the process. The Heidelberg business consultant examines all areas of your company, talks to you and your employees, and draws up suggestions for improvement on-site. You then work through these suggestions to assess their feasibility and set priorities accordingly. Once the results have been presented, you, your team, and the consultant define the next steps with the aim of leveraging the key potential of your company and achieving your goals quickly and effectively.

**Equipped for the future with Heidelberg** • The portfolio of Heidelberg Services provides print shops with far-reaching support to set the course for future success. The experts of Heidelberg Services put all their professional expertise at your disposal in the search for solutions.



**Publishing Information**  
Printed in: 06/12  
Photographs: Heidelberger Druckmaschinen AG  
Platemaking: Suprasetter  
Printing: Speedmaster  
Finishing: Stahlfolder  
Consumables: Saphira  
Fonts: HeidelbergGothicML  
Printed in Germany

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*Systemservice*  
Prinect Process Consulting



Better, More Productive, More Profitable  
with Efficient Processes Across the Board.

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# Simpler Processes, Improved Interaction – with Prinect Process Consulting from Heidelberg.



Print shops have to produce their products faster and more cost-effectively than ever before. Customers today expect high quality and attractive prices combined with the ability to handle complex orders and last-minute changes with a high degree of flexibility. Print runs are becoming ever shorter, while the workload for individual jobs is constantly rising and profit margins are tighter than ever. It is therefore crucial that the entire print shop is geared toward this situation right from the start – through lean production, fast workflows, and optimized, fully integrated processes.

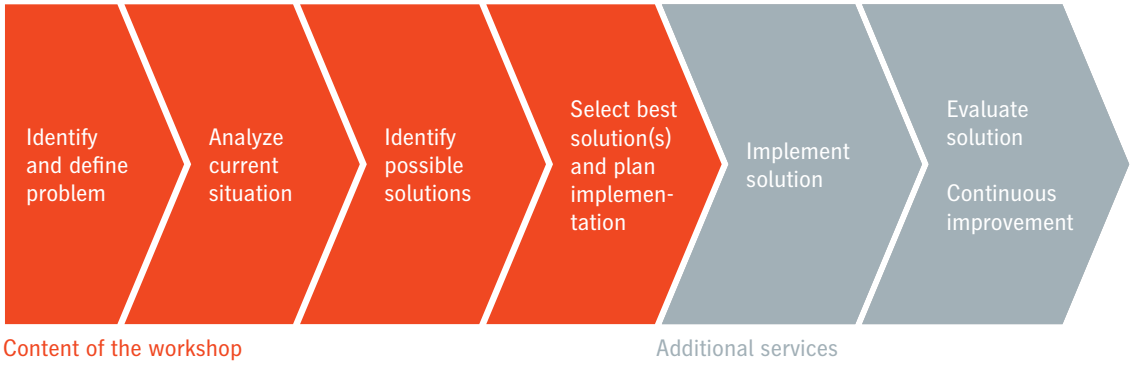
Regardless of whether you already have an IT infrastructure with workflow software, such as the Prinect Integration Manager®, Prinect Business Manager® or Prinect® Web-to-Print Manager, whether you are interested in buying a new system or expanding an existing one, or if you haven't yet decided how you want to optimize your operations, Prinect Process Consulting can offer support whatever the situation. The aim is to perfectly coordinate the organization of all production and administration areas so as to make optimum use of the potential offered by the workflow solution for enhancing efficiency. Ultimately, transmission errors, a lack of communication between order processing, prepress, press, and postpress, or poor coordination with customers and suppliers can hit sales and profits extremely hard. It is important to ensure fast and effective production processes across the board without bottlenecks and redundancies. Prinect Process Consulting from Heidelberg® can help you do just that.

### More effective processes:

- Avoid bottlenecks and redundancies
- Streamline the Q&A process
- Improve communication
- Smooth teamwork within the various departments
- Improved transparency
- Straightforward job tracking
- Feedback on job status in real time and fast change management
- Savings in proofing, prepress resources, and press makeready times

# Customized Service for a Wide Range of Requirements. Directly from Heidelberg.

### Prinect Process Consulting workflow



The Prinect Process Consulting service should ideally take place during installation or – better still – during the installation preparation phase for Prinect software products. However, our Prinect Process Consultants can also help you identify and implement process improvements for existing installations.

Prinect Process Consulting from Heidelberg is adapted precisely to the needs and requirements of each print shop. In particular, Prinect Process Consulting can also offer significant help with ongoing optimization of the production workflow for print shops that are currently going through a growth phase or improvement process.

In a two-day workshop, consultants from Heidelberg and the heads of department and all employees of the print shop who are involved in the process work together step by step on developing the potential for improvement and ways of harnessing it.

### Content of the workshop:

#### Starting point – define the problem

The first and most important step is to clearly identify and define the problems. What exactly are the demands placed on the print shop? What measures can quickly and easily achieve initial improvements for every single employee and the print shop as a whole?

#### 1<sup>st</sup> step – analyze current situation

The Prinect Process Consultant talks with heads of department and staff and analyzes their ways of working and the individual operations. He also follows a job through all production steps and the entire workflow by way of example. He uses this as a basis to develop a detailed analysis of the current situation and document it.

#### 2<sup>nd</sup> step – identify solutions

All relevant staff are consulted to record and gather requests for changes. What should be improved? Various possible solutions are then identified and evaluated.

#### 3<sup>rd</sup> step – find the best solution

The options evaluated are prioritized according to how much they increase efficiency and the best solution is selected. Small work packages that can be implemented within a certain time are defined and serve as the initial planning steps for introducing the relevant measures.

### Additional services

#### 4<sup>th</sup> step – implement solutions

The evaluated and documented solutions suggested from the two-day workshop are easy to follow and can be implemented by customers themselves in full or in part. On request, Prinect Process Consulting can also provide support in this phase.

#### 5<sup>th</sup> step – continuous improvement

The success of the measures implemented is monitored and evaluated on a regular basis. Necessary adjustments are made by the print shop itself. On request, Prinect Process Consulting ensures the effectiveness of the measures in a follow-up workshop and offers any necessary training for staff.

### Prinect Process Consulting in practice

Boy Opmeer, managing director at Opmeer Drukkerij bv, The Hague, Netherlands:

*“Implementing the measures from the workshop enabled us to achieve some wide-ranging improvements. Eliminating errors allows us to cut waste, while our planning and active monitoring are so extensive that we can work stress-free even when faced with tight deadlines. In short, without changing anything in the equipment we’ve significantly improved our efficiency and process stability thanks to Prinect Process Consulting.”*



With Prinect Process Consulting, Tony and Boy Opmeer of Opmeer Drukkerij bv in The Hague have significantly improved the productivity of their print shop.

galledia ag in Flawil, Switzerland, was also delighted with the results of the workshop. Says Felix Signer, Workflow Integration Project Leader: *“Without the excellent process analysis from Heidelberg, we would never have achieved so many savings and improvements in such a short time. This two-day workshop is a major factor in the success of our entire workflow project. It has encouraged and motivated us to continue improving our processes.”*

### Achievable improvements:

- Savings in proofing
- Less outlay in prepress for repeat jobs
- Time savings during job preparation
- Less time spent on logging operating data
- Lower outlay for monitoring production efficiency
- No time spent on saving quality measuring results