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Best in class. Join a new level of partnership.

Increase your efficiency and business margin.

**With Print Site Contracts from Heidelberg,
your reliable partner.**

It combines the best in class Heidelberg
products around one goal: to make you better,
faster and more efficient.

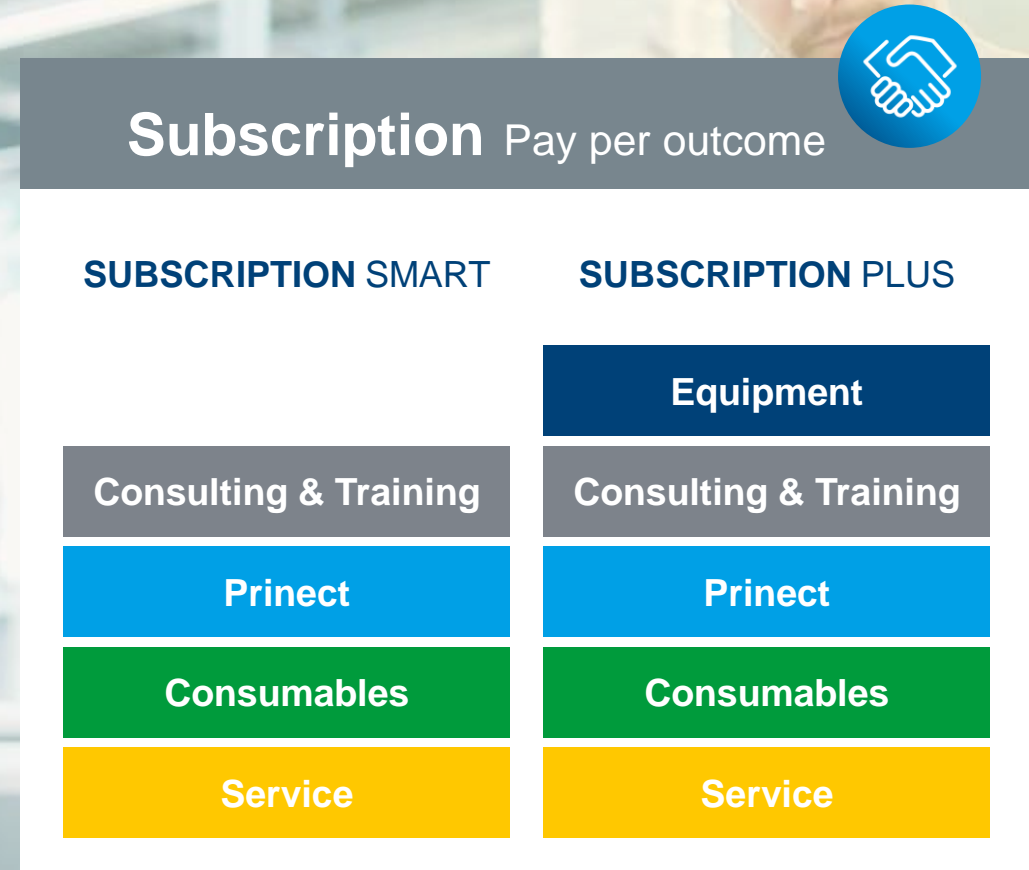
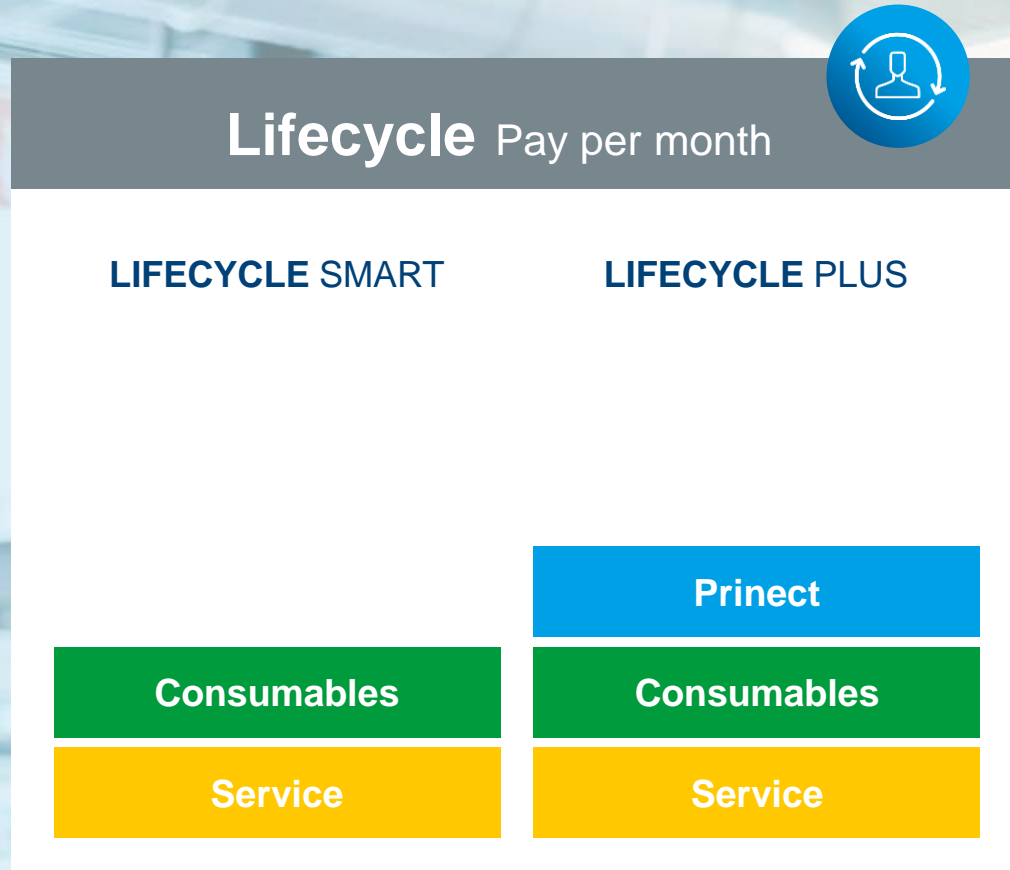
→ **Choose the offer that suits you best.**





Heidelberg Print Site Contracts.

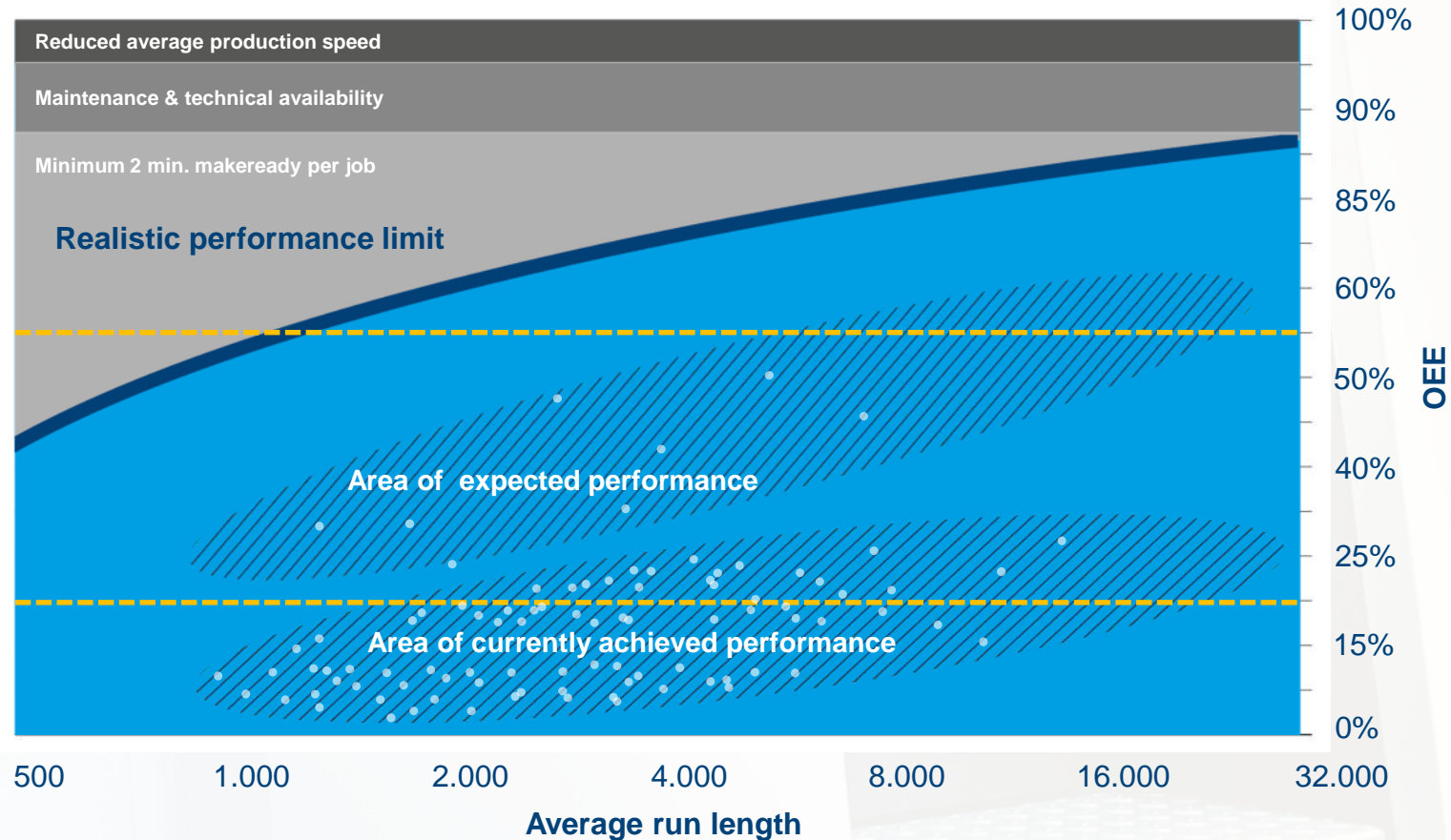
All Services are harmonized and from a single source.





Print Site Contracts:
More than 300
signed contracts
within 10 months.

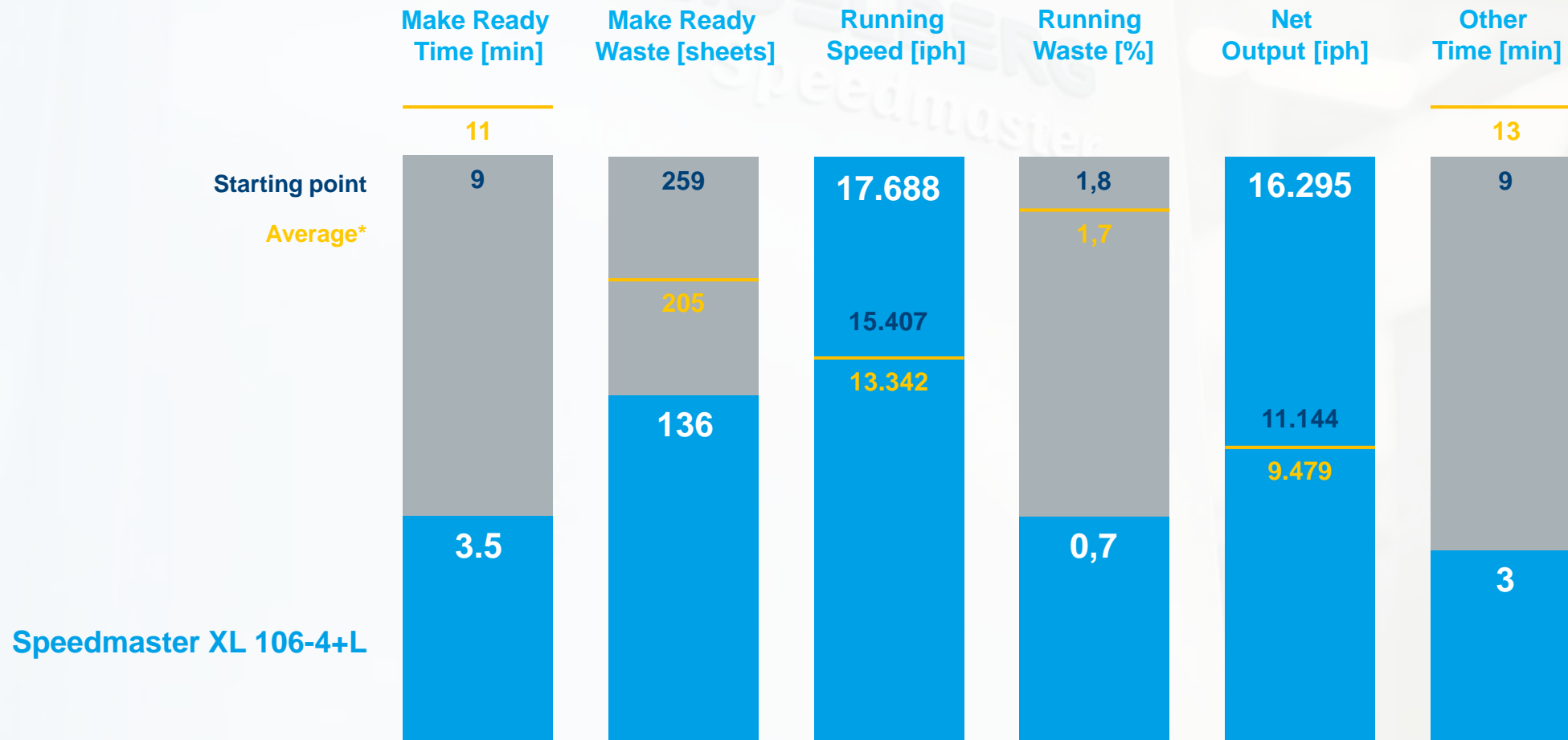
Many machines perform under average.
Where are you?





Speedmaster XL 106-4+L.

A success story, made by Heidelberg.



*Average value from 45 Speedmaster machines



The professional partnership. Hand in hand together with Heidelberg.

- Exclusive services and coordinated consumables in the well-known Heidelberg quality
- No great effort to purchase the offers included in the scope of the contract individually
- For Print Site Contract customers, Heidelberg offers extended services via the digital customer platform **Heidelberg Assistant**, which guarantees a comprehensive **customer experience**



*Vendor Managed Inventory



The new Maintenance Manager. A revolution in maintenance management.

A cloud-based maintenance management solution:

- Effective planning of maintenance tasks
- Specific to the individual press configuration of the customer
- Dynamic supply of maintenance data
- Digital maintenance documentation
- Mobile app for execution

**Heidelberg
exclusive**

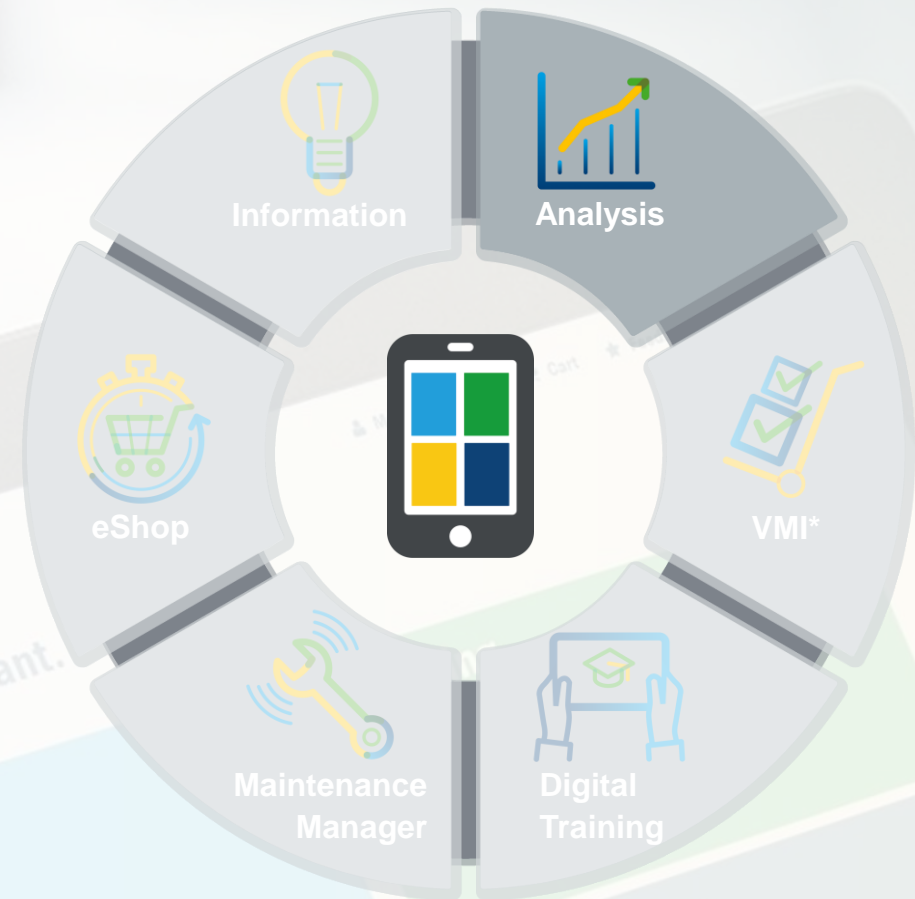


**Maintenance tasks
including all necessary
details and even training
videos.**



Digital Innovation. Advanced Performance Services.

- Performance is a key element of print site contracts esp. for subscription
- We extend the range of services with
 - **New Performance Benchmarking**
 - **PAT**



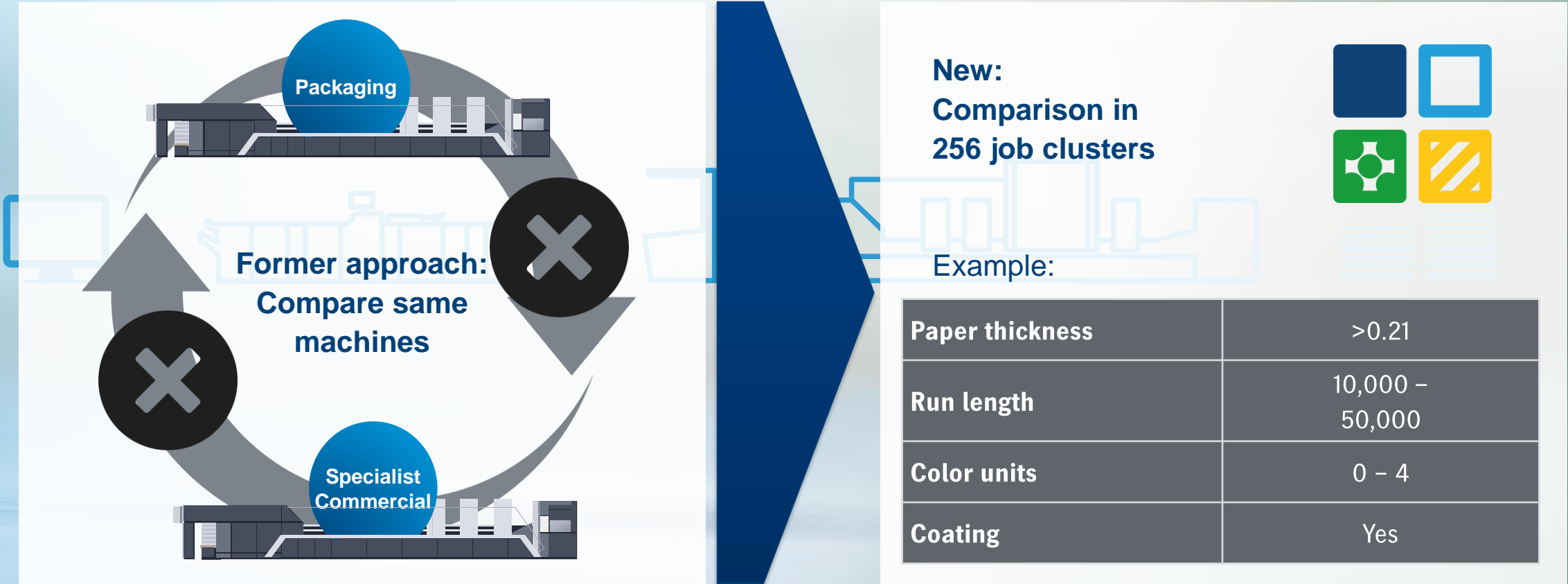
*Vendor Managed Inventory

Performance Benchmarking Application.

A completely new approach to compare performance.



Performance Benchmarking provides competitive insights and helps customers to identify hidden potentials as well as to measure and follow up on their competitive strategy.



Performance Benchmarking Application.

A completely new approach to compare performance.



Test this new freemium service in the Heidelberg Assistant.

APPLY NOW!

Subscribe to our Consulting Services.
Collaboration for your success.



Consultant capacity of Heidelberg

- Read & interpret performance data
- Derive actions
- Advise customers
- Check execution of measures

Capability & Skill of the customer

- Analyze performance data
- Understand/accept advise
- Perform recommended action
- Observe improvements



1

Displaying KPIs

2

Improving KPIs



Hi, I'm Pat

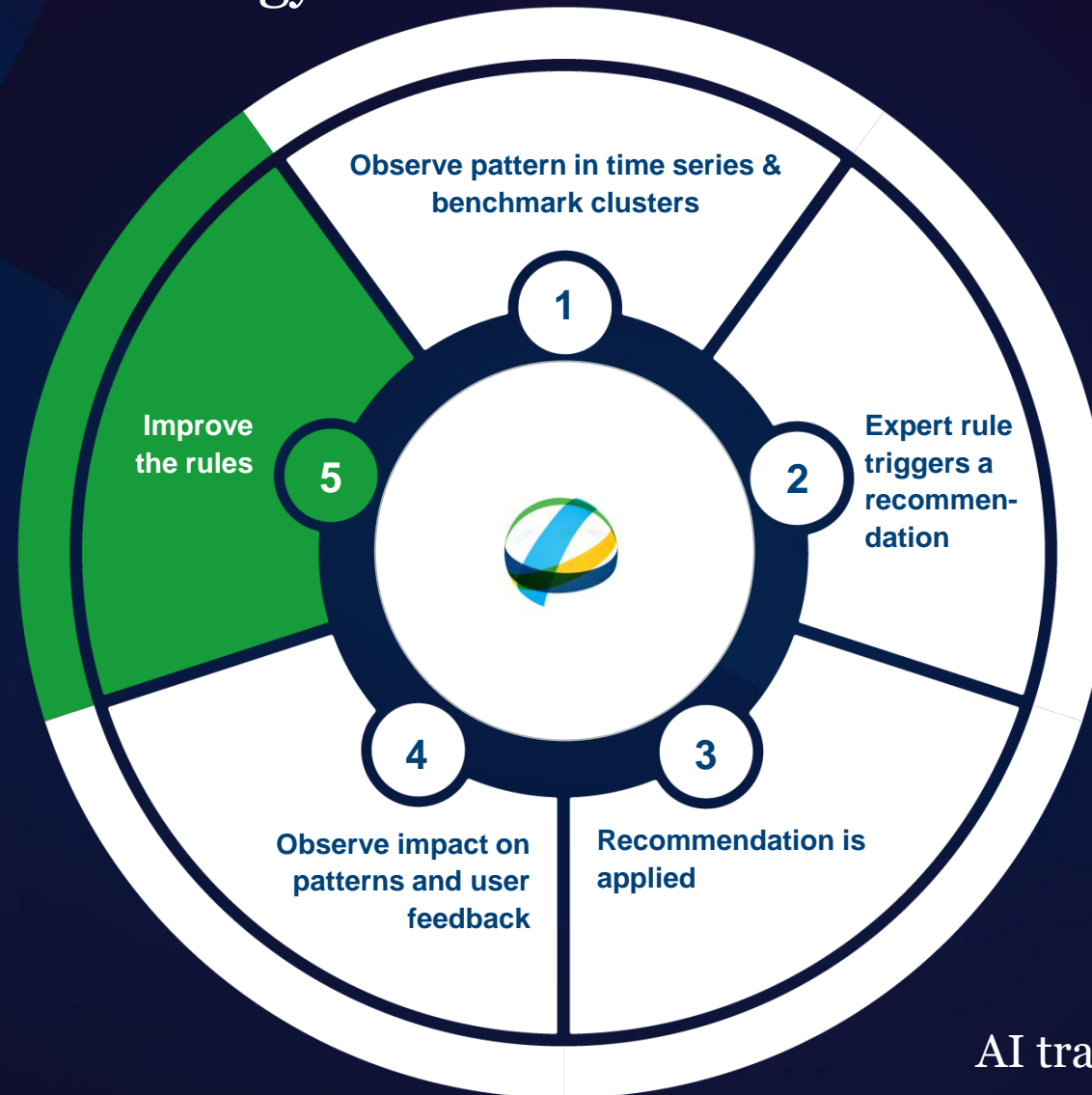


**Heidelberg Cloud empowered
by Artificial Intelligence:
Performance Advisor Technology PAT.**



Performance Advisor Technology

How it works.



AI training mode until drupa 2020

Performance Advisor Technology

Heidelberg Assistant – Access Gate to PAT



Print Shop Selection ▾ Frank Dameron ▾

Performance

Performance ChartsPerformance Data TablePerformance BenchmarkingRecommendations & Actions

Machine / Software (1)Add new Action ⚙

⊖ Performance Recommendations

⊖ Recommendation for XL 106-8+L - FS123456

Too many Overrunning Sheets

Hi, we have had an unusually high number of stoppers on the feeder.

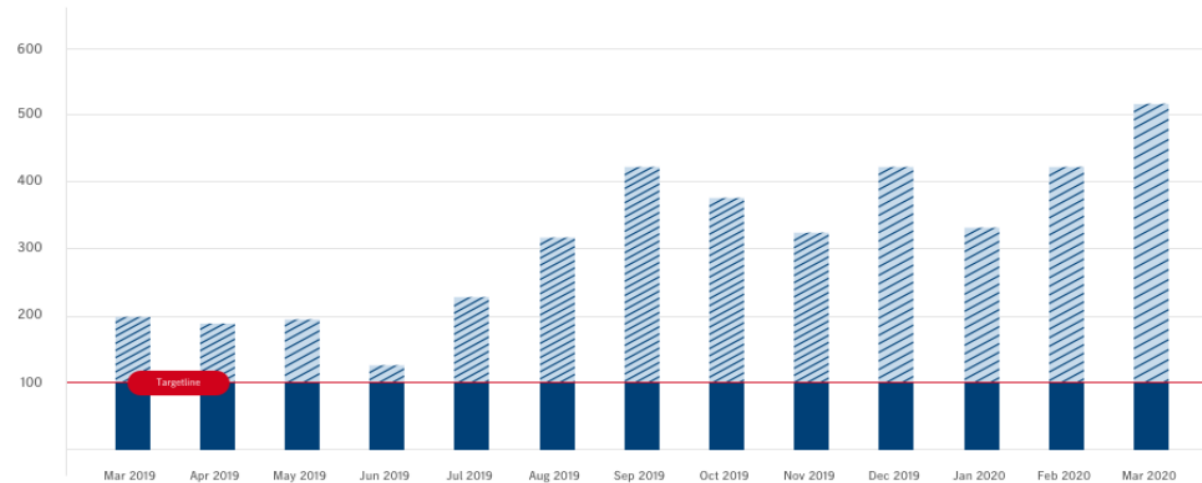
Overrunning sheets cause stoppers on the feeder as the paper sheet is pulled to quickly after the one before. Usually we have approx. 10 stoppers per day, but recently we exceed this number drastically.

Last month we had 525 production stops because of overrunning sheets at the feeder. We lost approx. 25 hours (300 hours p.a.) and up to 5.000 sheets (60.000 sheets p.a.).

Hide diagram ☒

Performance Advisor Technology

Heidelberg Assistant – Access Gate to PAT



Case 1
Air settings not correct

Case 2
Wrong position (height) of the suction head

Case 3
Wrong setting of separating fingers

Recommendations

Action title	Description	Causes	Solution	Effort	
Reduce number of stoppers on the feeder	Check air settings on suction head and lateral blowers, position of suction head and other settings on the feeder	Case 1-3	Training module, paper run basic settings	low	✓

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QUESTIONS AND ANSWERS