

THE BUSINESS OF AUTOMATION



Get the job right the first time

Save time and reduce rework to increase profit



Are you losing money from your bottom line?

Do any of these scenarios sound familiar?

- Reprinting jobs due to errors
- Jobs rejected for incorrect color
- Wasting prints trying to get the job setup right
- Time-consuming preparation of client soft proofs
- Expensive overnight shipping of hard proofs

Turnaround times are always tight, and margins are narrow. What if you could eliminate profit-reducing rework and waste, plus save prepress time?



Build a more profitable print workflow

Print providers lose, on average, 6% of their output to waste.*

Waste reduction goes straight to your bottom-line profit.

If you could always sell the first print of a job, your business would benefit from:

- Less waste and higher profit
- Shorter turnaround times
- Increased shop capacity
- Reallocation of resources to profitable work without additional hiring

What would you do
with 6% more profit?



Waste is the enemy of profitability

Rework and waste can eliminate any profit from the job.
It typically happens when you:

- Identify an error after prepress. This delays production and adds prepress rework cost
- Catch an error after production, which requires reprinting the entire job
- Have a customer reject a job, adding reprinting and shipping costs, plus risking future business

How does your shop compare to the industry?*

- 21% of print providers' most common jobs contain color issues
- 50% of print providers suffer waste due to bad customer data or file design
- 25% of print providers experience spoilage from the lack of preflight checks



Use this interactive eBook to determine how reduced waste and more efficient processes can boost your bottom-line profits.

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Making fewer hard proofs

1 Reducing waste from errors



Reducing waste from errors

EFI provides automated preflight capabilities using Fiery Graphic Arts Pro Package and Fiery JobFlow Base to check your jobs for common errors (such as missing fonts, missing spot colors, low-resolution images, missing VDP resources, warning about overprints, and too thin hairlines) without adding labor. Jobs with issues can then be pulled aside for further review. Easily view and edit color curves to ensure correct output before printing.

Most print providers experience between **1 and 10% loss** due to errors caused by the inability to preflight jobs.

| | Your values |
|--|-------------|
| On average, how many jobs do you produce each month? | |

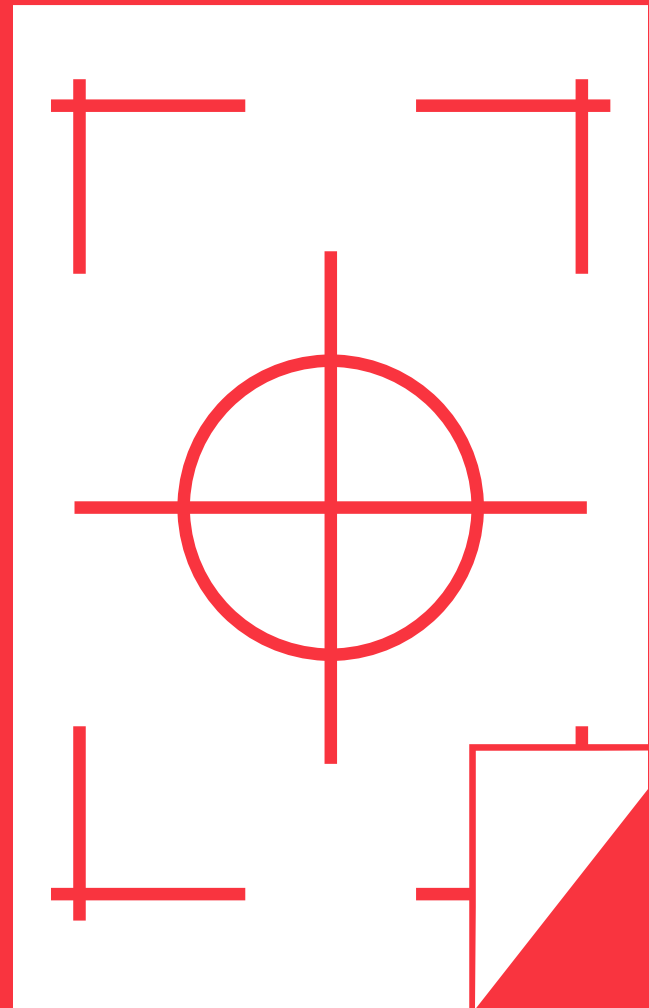
Estimate your monthly error waste savings here:

| | Example | Your values |
|---|---------|-------------|
| What is your total monthly cost for reprinted jobs? (include production, shipping, and penalties) | | |
| What percentage of reprinted jobs could you avoid if you efficiently preflighted 100% of your jobs? | 10% | |

| | |
|------------------------------------|--|
| Total monthly error waste savings: | |
|------------------------------------|--|



2 Eliminating test print waste



Eliminating test print waste

Operators often produce test prints to check for job correctness. Single copies like these can destroy productivity.

Estimate your monthly test print cost here:

| | Example | Your values |
|--|---------|-------------|
| How much does each test print of a job cost you? (include labor and materials) | \$ 0.55 | |
| How many test prints do your operators run and discard each month? | | |

Current monthly test print cost:

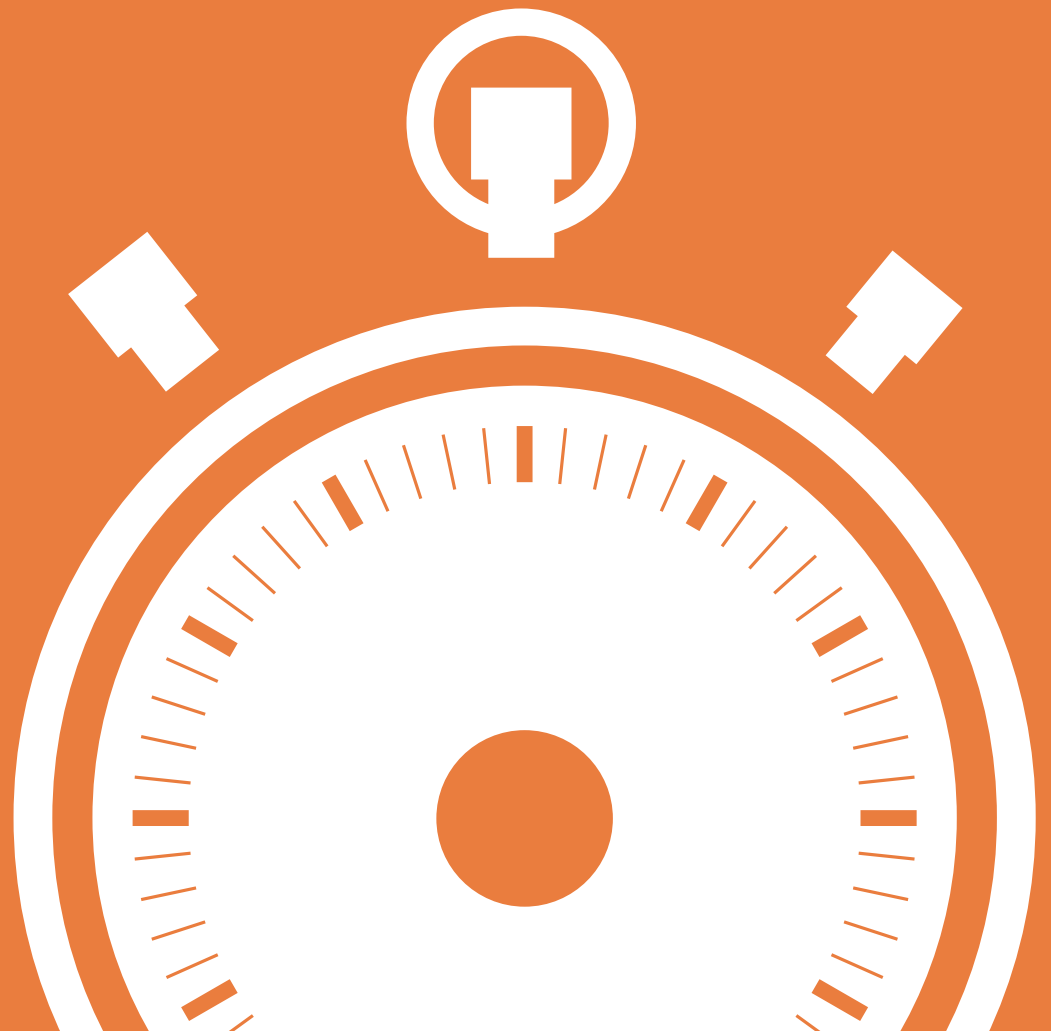
Preflighting 100% of your jobs, combined with viewing the raster image, can virtually eliminate the need for running test prints. This keeps your engines busy running profitable multi-count production jobs instead of single-copy test prints. And using JobFlow Base, you can automate the preflight process.

Estimate your monthly test print savings here:

| | Example | Your values |
|---|---------|-------------|
| What percentage of test prints could you eliminate with preflight and viewing of raster images? | 50% | |

Total monthly test print savings:

3 Producing soft proofs faster



Producing soft proofs faster

Many print providers can create soft proofs. Those that do, report that it typically takes **5 minutes** to generate a soft proof.

However, 28% of print providers do not have the ability to make a soft proof.* Fiery® Graphic Arts Pro Package can create an accurate soft proof from the post-RIP raster file in **less than 1 minute**.

| Estimate your soft proof time savings: | Example | Your values |
|--|---------|-------------|
| Your soft proof creation time (<i>min:sec</i>) | + 5:00 | + |
| Fiery Graphic Arts Pro Package soft proof creation time (<i>min:sec</i>) | | - 1:00 |
| How many soft proofs do you currently create a month? | x | x |
| Time saved: (<i>hr:min:sec</i>) | | = |

| Hourly labor rate: | Example | Your values |
|---|----------|-------------|
| What is your budgeted hourly labor rate? (<i>\$/hour</i>) | \$ 67.50 | |

Consider one of these ways to value time you save:

- Reduce labor hours
- Reduce overtime hours
- Redeploy employee hours to a paid service, such as design

Monthly savings:



* Source: Workflow ROI Study, InfoTrends.

4 Making fewer hard proofs



Making fewer hard proofs

Hard-copy proofs are costly to produce and often involve expensive overnight shipping to meet deadlines.

Estimate your monthly hard proof cost here:

| | Example | Your values |
|---|---------|-------------|
| What does it cost you to produce each hard proof? | \$ 1.55 | + |
| What does it cost to ship each hard proof? | \$ 15 | + |
| How many hard proofs do you ship each month? | | x |

| | |
|---|---|
| Current monthly hard proof cost: | = |
|---|---|

Consider how many of your clients would prefer faster, e-delivery of soft proofs.

Estimate your monthly hard proof savings here:

| | Example | Your values |
|--|---------|-------------|
| What percentage of hard-copy proofs could you eliminate if you had a faster and easier way to produce a soft-copy proof? | 25% | |

| | |
|---|--|
| Total monthly hard proof savings*: | |
|---|--|

* Includes the cost of producing soft proofs from the values you input on page 11

Calculate your savings

Here are your potential savings from eliminating or reducing these costs, calculated from the numbers you provided:

| Methods to boost bottom-line profits: | Monthly savings |
|---------------------------------------|-----------------|
| Reducing waste from errors | |
| Eliminating test print waste | |
| Producing soft proofs faster | |
| Making fewer hard proofs | |

| | |
|------------------------|--|
| Total monthly savings: | |
|------------------------|--|



Determine your payback time

Adding Fiery Graphic Arts Pro Package (for external Fiery FS400 Pro servers) and Fiery JobFlow™ Base workflow automation software (free) to your process delivers real savings in time, labor, and reduced waste — for a minimal investment.

Here is your anticipated return on investment:

| | \$ |
|---|------|
| | |
| Fiery Graphic Arts Pro Package investment cost (1-year term example*) | |
| Fiery JobFlow Base investment cost | FREE |

* Fiery Graphic Arts Pro Package is available in 1, 2, 3, 4, and 5-year terms. Your annual return on investment may be slightly shorter if your license term is longer than 1 year.

Take the next step.

To adjust your numbers,
go back to the input pages.



Ready to build an error-free, profitable workflow?

Fiery Graphic Arts Pro Package provides a comprehensive toolset to identify and correct print production problems before they result in rejected jobs and wasted clicks. It integrates with Fiery JobFlow Base automation software, available for free, to automate the preflighting process for external Fiery servers.



How do I get started?

Watch a video to see how easy it can be, then test it yourself with a [free software trial](#).*



Click to view a short demonstration video to see how it works.

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fiery.products@efi.com

* Free trial only available for external Fiery servers running Fiery FS400 Pro or later software.

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