

Koenig & Bauer spreads the word on digital transformation and connected services

Digital innovation for printers

Digital innovation for printers all over the world: Between 16th and 21st May, Koenig & Bauer presents a raft of new customer-centric offers based on digital transformation, as well as new and further developed data-driven services, during a series of four open house events at its facility in Radebeul. While the first two days were devoted specifically to the needs and wishes of commercial printers, their counterparts in the packaging sector becomes the centre of attention after the weekend.

More than 1,000 print professionals from 40 countries accepted invitations to the four-day event. They were treated not only to comprehensive information on the possibilities to streamline and optimise their production processes through digitisation, but also to a whole new experience of the benefits to be derived for their business from a close relationship with Koenig & Bauer and its new data-driven services.



Ralf Sammeck, CEO of Koenig & Bauer Sheetfed and member of the executive board of Koenig & Bauer, welcomed more than 1,100 print professionals from 40 countries to the two events spotlighting the benefits of digital transformation at Koenig & Bauer in Radebeul

Ralf Sammeck, CEO of Koenig & Bauer Sheetfed and member of the executive board of Koenig & Bauer, and Thomas Göcke, head of marketing & CRM, welcomed the visitors and presented the company's new image campaign. Under the banner „We print your world“, it seeks to communicate the boundless diversity of print products: Koenig & Bauer brings together the most varied inks and substrates, substrates and technologies, technologies and people. In doing so, the oldest printing press manufacturer in the world also presents the broadest product portfolio in the industry - a single source of solutions which enable print companies all over the world to attain their individual goals.

Ralf Sammeck made special mention of the company's strong economic figures, with increasing turnover and a growing order book. That gives users extra confidence when making decisions on their key means of production. Through a number of partnerships and take-overs, Koenig & Bauer has expanded its portfolio far beyond its original core competences. The recent acquisitions of Iberica and Duran, a joint venture with Durst and cooperation agreements with Optimus and Esko underline

this successful strategy. With end-to-end solutions, Koenig & Bauer promotes quality maximisation, increased productivity and transparency. Ralf Sammeck: „Our overarching goal is to make our users profitable and successful.“

Leading print companies from both the commercial and packaging segments are opting for technology from Koenig & Bauer. That applies not only to high-speed Rapida sheetfed offset presses, but equally to the rotary die-cutter Rapida RDC 106, which is revolutionising the die-cutting process, to flat-bed die-cutters such as the Ipress 106 K PRO, and to the folder-gluer Omega Allpro 110. Many Koenig & Bauer solutions are prize-winning developments: The Rapida LiveApps, for example, received an Intertech Technology Award in 2018. This year, the jury of the iF Design Award was full of praise for the design language and stylish appearance of the VariJET 106. And Koenig & Bauer has also picked up a German Brand Award for branding excellence in industry and engineering.

In an inspiring keynote, innovation and creativity expert Gerriet Danz explained how utopian visions and science fiction can be translated into

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reality and thus into new revenue. Taking examples from historical practice, he showed how resistance can be turned around into success.

One of his essential principles: Only those who are prepared to adopt new perspectives will subsequently shape the future. Just think about the new dimension added to printing by 3D printers, about former film producers who have become manufacturers of cosmetics products, or about combined solutions such as the drone-cum-flying motorcycle being tested by the police in Dubai.

Those who ask the right questions will receive answers for the future. The appeal made by Gerriet Danz: Make use of creativity techniques and the right questions to lend new impetus to the print industry.

For a number of years already, Koenig & Bauer has itself supplied one of the best examples of how creative thinking and digital data can give rise to new customer experiences and innovative services. The company has earned a wide reputation as a cross-sector pioneer for the digitisation of business processes. The starting point for most product-related customer services is the wealth of information contained in press operating data and the associated log files. The following solutions are offered by Koenig & Bauer:

PressCall improves communication in connection with remote maintenance. At the press of a button on the console, all necessary information is sent directly to the hotline technician. Communication is optimised and there are no delays due to language barriers. A customer ticket is automatically created in the CRM system. Solution-finding becomes faster and more efficient, reducing downtime and increasing availability accordingly.

Visual PressSupport is another tool which simplifies communication during remote maintenance and raises the cooperation between customer and service department to a new level. Photos, video clips, audio and commenting functions via a mobile device allow more precise description of the current situation at the press. At the same time, Visual Press-

Support has extended the functionality of remote maintenance to include assistance in case of process-related or mechanical problems. Everything is documented in the service module of the CRM platform Salesforce, and full information is thus immediately available to all involved persons and departments. Visual PressSupport can also be used independently of remote maintenance.

Users with a remote maintenance contract receive a monthly Performance Report. This report visualises key performance indicators of the installed presses in clearly structured graphical form and provides an overview of all relevant production data at a glance. In addition, the performance data can be compared both internally and externally with other presses used in a comparable manner - all anonymously, of course. This helps to reveal potential for optimisation, reduces unplanned downtimes and enables pertinent maintenance work to be planned in advance. Performance and availability are improved.

A Press Inspection Report presents the results of a press inspection in a similarly structured summary. The user is informed of any potential for technical improvement and can see at a glance the reasons for recommended maintenance work, including the expected duration. The necessary measures are also prioritised in accordance with the possible impact on press availability and the urgency of replacement for individual spare parts.

To provide a central point of contact, Koenig & Bauer has set up a Customer Community. This portal is where users find all digital service offers: They can create new tickets, view existing tickets and performance reports, and make use of many other data-driven services. In this way, users and manufacturer have access to identical data at all times and can base their cooperation decisions on the same information status. With the Customer Community, Koenig & Bauer has brought all digital services together under one umbrella.

Thomas Göcke showed how predictive maintenance is becoming reality.

Artificial intelligence methods enable disturbances to be foreseen before they actually affect production or, in the worst case, result in unplanned downtime. If the data from a press indicate the pending failure of a back-up battery, for example, intervention and replacement can be coordinated in good time. This spares the user an annoying data loss and there is no need to spend time re-entering the stored press settings. „The challenge is to acquire vast amounts of data and to evaluate these data with high performance and precision,“ says Göcke. „To this end, Empolis Industrial Analytics supplies rule mining and machine learning methods of artificial intelligence, for example artificial ignorance, with which data relating to normal behaviour can be filtered out of the overall data streams.“

Koenig & Bauer is currently developing an IoT-based service process: On the basis of data from a Rapida press, emerging faults and irregularities are detected and analysed automatically to determine the cause already before a problem is noticed by the operator. The service manager receives a full overview of the situation on the press concerned and can make arrangements for a remote maintenance session and possibly a service visit. The technician on site is able to rectify the fault within the framework of the planned visit, and the risk of a sudden production interruption is averted. Any necessary downtime can be scheduled in advance. The user benefits from more reliable production and improved performance. Through his Service-App, the technician has access to the full service history of the press, and can even submit his service report directly from a mobile device.

Epson to boost external sales of inkjet printheads with the addition of PrecisionCore Printheads to the lineup

Seiko Epson Corporation has announced it will reinforce external sales of inkjet printheads by adding PrecisionCore printheads to its product

lineup. The move comes in response to the expansion of digital printing in the commercial and industrial sectors. The company will begin selling the new inkjet printheads globally in the first half of the 2019 fiscal year, which started on April 1.

Epson has focused on strengthening its own lineup of large commercial and industrial printers while also selling inkjet printheads in the F1440 series for large-format printers. However, with the completion of a new factory in Japan in July 2018 that gives the company expanded print chip production capacity, Epson has decided to reinforce its lineup of printheads for external sale by adding the S3200 series of PrecisionCore printheads and the L1440 series of MACH printheads. The printheads in the cost-competitive S3200 series embody differentiated technology that enables outstanding image quality, productivity, durability, and printhead scalability. Meanwhile, the L1440 series of MACH heads support the use of up to eight colors and offer a miniaturized form factor for use in multi-head configurations. Both of the new series of printheads are compatible with UV ink, whose use is growing in industrial printing. Epson seeks to expand the horizons of digital printing, which has a much smaller environmental footprint than conventional printing processes. And the company will further accelerate inkjet innovation by growing its finished product business and increasing printhead sales through partnerships. In addition, Epson will develop technology for printheads optimized for commercial and industrial applications and will create new markets by embracing open innovation in a diverse and expanding range of printing applications and in emerging areas such as electronics and bio-printing.

New Colour RFID Label Printer now available in EMEA

RX500e is the newest full-colour, on-demand RFID built-in label and tag printer. Labels are printed, encoded and verified in a single pass. Finished labels are then cut with the

internal guillotine-style cutter and dispensed one at a time. On-demand printing makes the printer ideal for applications such as visitor or trade show badges where just a single label at a time with unique information is required. Batches of many labels or tags at a time can also be encoded and printed. The built-in UHF RFID reader/encoder module is supplied by Honeywell. It is compliant with EPC Global Gen 2 Class 1 and ISO 18000 -6B and -6C specifications for the widest range of deployments in real-world applications. Print resolution is best-in-class at up to 4800 dpi. Print speeds of up to 63.5 mm (2.5") per second make label and tag production fast and convenient.

„Printing full-colour RFID labels and tags adds a new, value-added feature to the technology,“ explains Andreas Hoffmann, Managing Director of DTM Print. „With RX500e, you can add colour coding, graphics and high-resolution photos to RFID labels and tags. With colour, you are essentially adding an extra layer of accuracy and safety in applications such as medical file folder labels, visitor badges, photo wristbands and specimen tracking labels.“

All customers get the design software BarTender UltraLite and Nice-Label Free free of charge, which can be downloaded from the DTM Print website. Both are ideal for designing the labels, however with RX500e the RFID encoding capability is important, which is available in upgraded versions of the software.

UV Days 2019 with over 1300 participants from 46 countries

At the UV Days, which took place from 13 to 16 May in Nürtingen, organizer IST Metz welcomed over 1300 guests and 55 exhibitors from a total of 46 countries. Over 30 impulse and short presentations, 16 live print demonstrations on the company's own sheetfed offset press, 8 live demonstrations on the narrow web press and three different print jobs - these were the ninth UV Days of IST Metz, world market leader in UV and LED curing systems. „We are delighted with the great success of the ninth edition of

our in-house exhibition. With more than 1300 visitors and 55 exhibitors, the UV Days were more well-attended and more diversified than ever before in terms of application technology,“ says Christian-Marius Metz, CEO of IST Metz GmbH.

Highlight among the print jobs was the PadBook – a highly refined and sustainably produced and usable multifunctional packaging. The fold-out folder serves as a mobile and compact office and contains holders for a writing pad, business cards, pens and storage space for tablet accessories such as charging cables and plugs. The magnetic closure of the folder allows the entire office equipment to be securely stowed and transported. In addition to that, the PadBook can also be folded to create a tablet holder. During the in-house exhibition, visitors could traditionally have the print gimmick personalized by the Ludwigsburg type artist Sigrid Artmann with UV varnish or by means of modern laser engraving by exhibitor Polar Mohr.

With 13 industrial partners, industrial applications were represented more strongly than ever before at the UV Days. Even outside the printing industry, the application possibilities for optical systems are almost limitless. That's why IST offers tailor-made systems and solutions as well as professional support and laboratory services with UV, LED and Excimer systems for industrial applications. IST Metz systems are used for processing materials such as glass, plastics, wood and wood-based materials. At the in-house exhibition, IST Metz presented its new Excimer laboratory system for the first time in daily live demonstrations.

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