

WhatTheyTh!nk

Technology Outlook Week The Art & Science of Workflow Data

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Get the most out of this webinar...

- SEND US YOUR QUESTIONS DURING THE WEBINAR
 - Q&A box is at the bottom of your screen
 - Use Q&A box rather than Chat
 - There is a Q&A at the end
- Downloadable archive—slides and audio—will be uploaded later today

Print Production Challenges, Award-Winning MIS Solution.

Best in class automated solutions for every print segment:

- Commercial Print & Marketing Services
- In-Plant Printing
- Print & Mail
- Large Format

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01 Manage

- Estimating
- Production
- Inventory
- Billing

02 Integrate

- Web2Print
- Mail Management
- Production Automation
- Accounting

03 Visualize

- Print Job Status
- Production Data
- Customer Profitability

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Your Hosts



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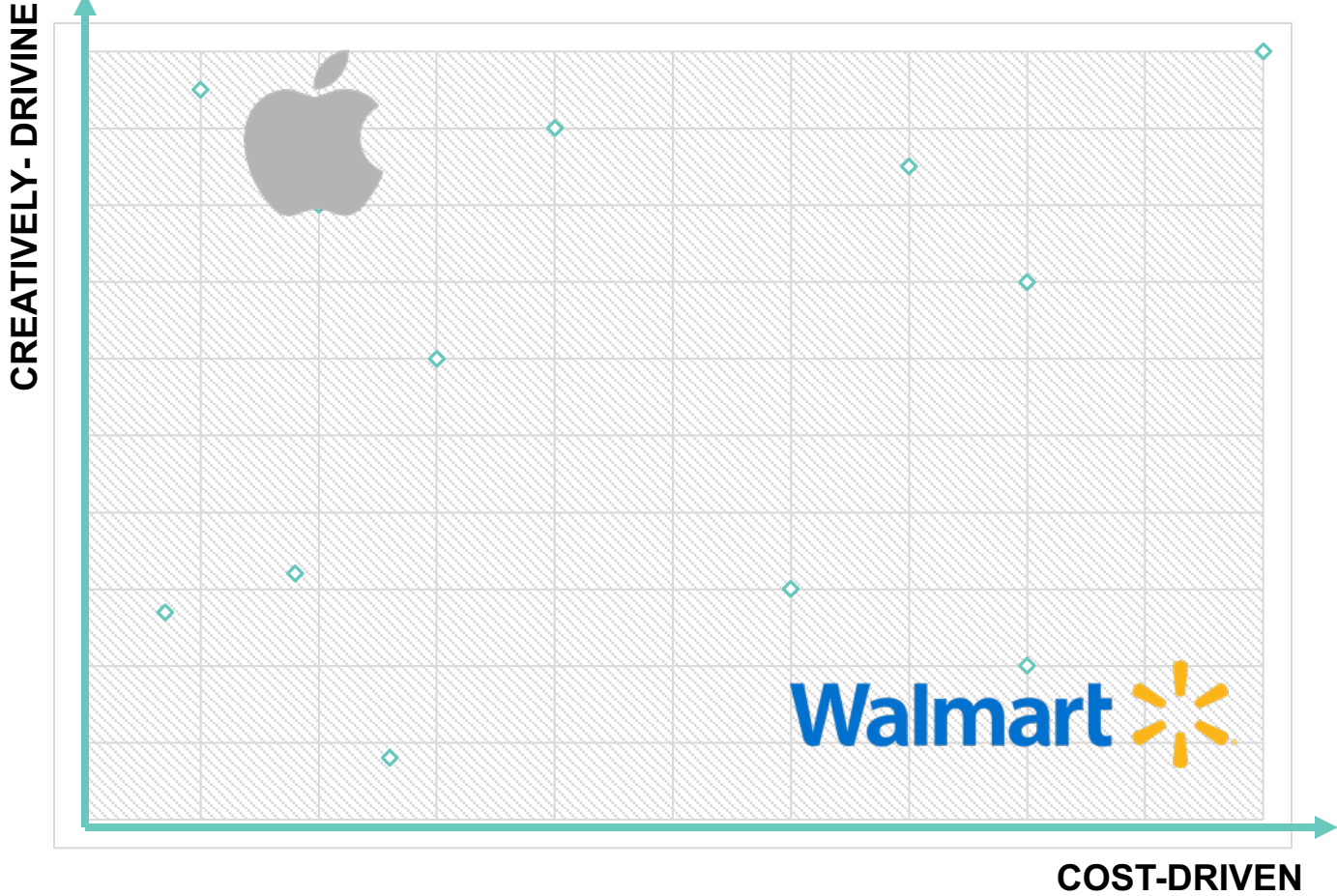
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Art & **SCIENCE**



of Workflow Data

What type of printer are you?



WHAT Data is Important?



Selling	Operational	Automation
Cost of Goods Sold	Overall Equipment Effectiveness	Time on task
Profitability	Waste Percentages	Uptime/downtime
Cash Flow	Service Level Agreement	# of Touchpoints
Accounts Receivable Turnover	Labor Utilization	Throughput
Estimate vs. Actual Costs	Equipment Utilization	Process Efficiency
Sales Growth	Operating Costs	Labor Utilization
	Unproductive Time	

WHERE to Collect the Data

- 3 Areas for Data Collection:
Sales, Operations, Automation
- Print MIS reporting
- Data analytics dashboard
- Enterprise systems
- Accounting software



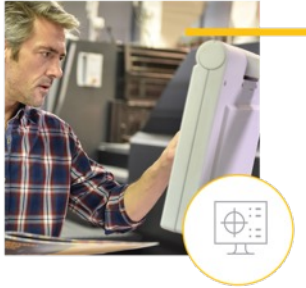
WHY Operational Data is Important?

- 3 Areas of Concern:
Sales, Operations, Automation
- Unlock value-add
- Spot anomalies
- Establish & monitor trendlines
- Measure what matters
- Fact-based decision making



HOW to Collect the Data

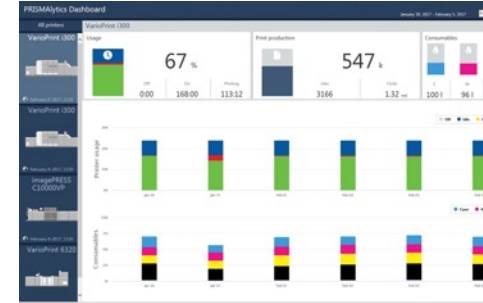
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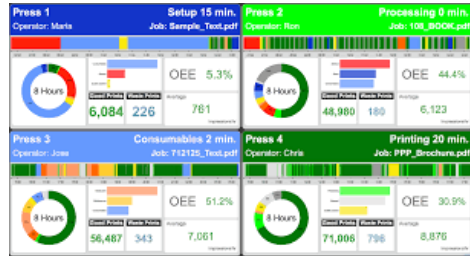
Avanti Floor Data Collection



HP Print OS Print Beat



Canon PRISMalytics



Spencer Metrics

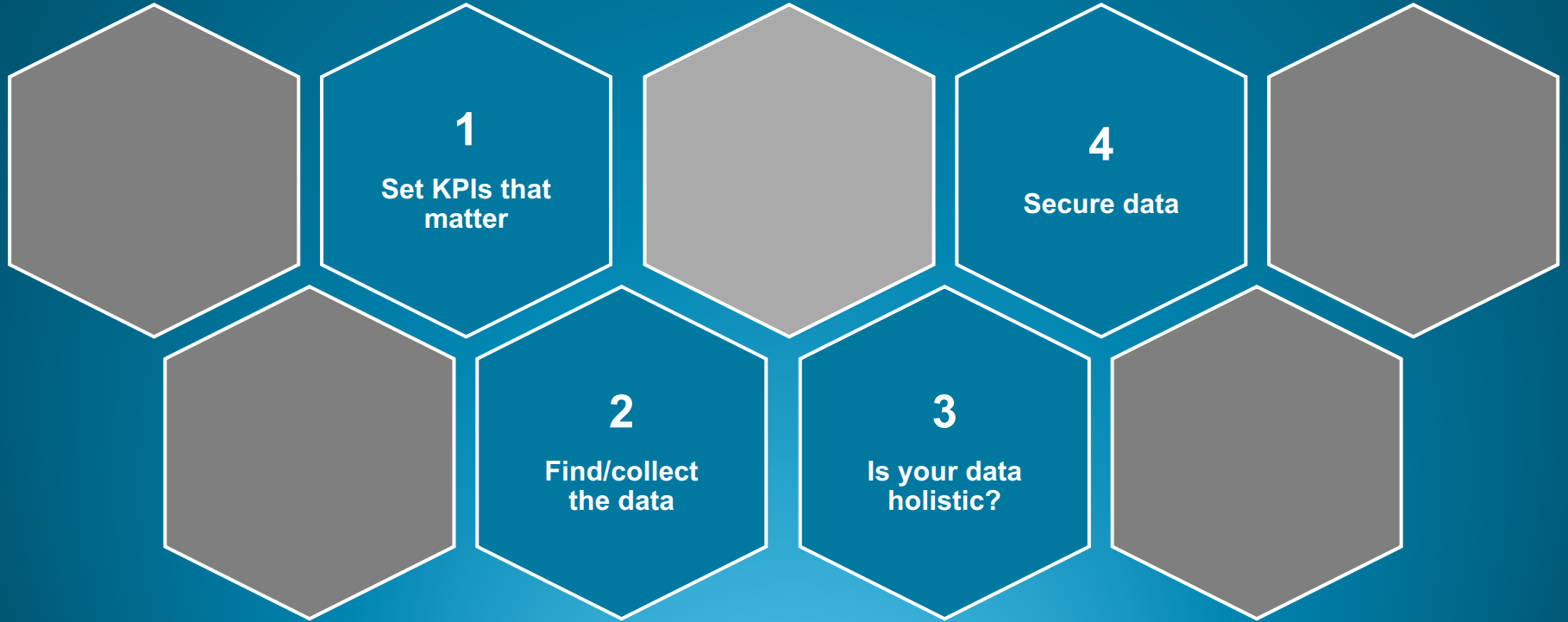


EFI IQ

How do You Secure Data from Threats?

- 
- **Hackers: Network and Devices**
 - **Employees clicking on malware links**
 - **Ransomware**
 - **Data privacy “misunderstandings”**
 - **Employees reading private data and sharing**
 - **Unsecured servers**

Next Steps



Q&A

Upcoming Webinars

- Technology Outlook Continues!
 - Friday, May 13—Labels & Packaging w/David Zwang
 - Tuesday, May 17—Wide-Format & Signage and Textiles & Apparel w/Richard Romano and Cary Sherburne
 - Thursday, May 15—Finishing w/Trish Witkowski
- Top 100 Small Printers
 - Wednesday, June 22 w/Richard Romano and this year's winner (TBD)

All times at 1 pm ET

- For more information and to register visit whattheythink.com/webinars

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Thanks for joining us!