

March 2022



LET'S
CONNECT

INTERNATIONAL
PRINECT USER DAYS

Welcome to the
International
Prinect User Days
on **May 17 and 18,**
2022 in Wiesloch, Germany.

 **HEIDELBERG**

Finally communicating in person again.

After a Corona break of more than 2 years, the organizing team of the International Prinect User Days is happy to invite you to our traditional event again. For the first time, the Prinect User Days will take place directly in the Innovation Center and the Print Media Center of Heidelberger Druckmaschinen AG. We have studied your feedback on the last events in depth, and have put together an exciting program again for you this year.

We start the first day with the question of how we can attract and retain good, motivated employees for a multi-generational company. We have engaged an experienced practitioner who has advised companies on this subject for many years. After two short customer presentations on the subject of production planning concepts and their effects on production, we will move on to the highlight of the 2022 User Days.

Heidelberg will explain its cloud strategy for the first time, including its new cloud-based Prinect workflow strategy, which is based on Prinect Apps. After the announcement of “Heidelberg Plus” and “Print Shop Analytics” in autumn 2021, Heidelberg will show its new “Prinect Smart Product App” as a world premiere, which is based on the Industry 4.0 concept. What is this all about? What is new compared to the existing Prinect Production Workflow, and how do the two work together? And can it help to become “better”, reduce costs, and motivate employees? We will get to the bottom of all these questions in depth.

The afternoon will start again with the Heidelberg News and an overview of the subsequent workshops. In 8 different slots on Friday and Saturday, you have the opportunity to get an

overview of the innovations with plenty of space for discussions - directly at the machines or “hands-on” in the seminar rooms. In addition to commercial printing, the range of topics also includes packaging printing. Introduced by a customer presentation, the entry into packaging coming from commercial printing and the expansion of the functionality of the Prinect Business Manager towards packaging will be covered. The topic of cyber security is included in the program for the first time - unfortunately, a hot topic. But with all the innovations, one thing remains the same - the extensive breaks to enable lively conversations among each other.

In the evening, we will return to Heidelberg, more precisely to the Heidelberg Castle. After a reception with a dream view over one of the most beautiful romantic cities in Europe, the castle gastronomy will spoil us until late in the evening in the historic rooms - courtesy of Heidelberg. Because entertainment and socializing must not be neglected after two tough Corona years!

The organizing team is looking forward to seeing you.

**Experience the future
of digitalization
from Heidelberg**

**Learn how to benefit
from Heidelberg software
and digital products
in all business areas**

**Exchange ideas and meet
experts from the printing
industry**

**Exciting keynotes
and interesting talks
and workshops**

International Prinect User Days.

We are looking forward to welcoming you to Wiesloch on May 17 and 18. To register for the event, please visit our website at:

www.heidelberg.com/Anwendertage.

This will be available to you from April 19 on.

On the Prinect User Days website

www.prinect-anwendertage.org you will also find further information on the event. For more information, you can also get in touch with your local Heidelberg representative.

Organizing team

The International Prinect User Days is an event organized by a group of Prinect customers for Prinect customers. Heidelberger Druckmaschinen AG sponsors the event and provides the organizational and logistics framework. The program for the International Prinect User Days 2022 was put together for you by the members of the organizing team:

Frank Karl, Medienhaus RETE OHG, Freiburg (GER)

Martin Klein, ctrl-s GmbH, Stuttgart (GER)

Mariusz Lewandowski, NiceProject (POL)

Thomas Schubert, ColorGATE Digital Output Solutions GmbH, Hannover (GER)

Jens Gieck, Heidelberger Druckmaschinen Vertriebs GmbH (GER)

Volker Havel, MEO Media GmbH, Saerbeck (GER)

Albert Tuijtel, Tuijtel, Hardinxveld-Giessendam (NL)

LECTURES

May 17, 2022 – Tuesday

09:00–09:30	Welcome with coffee and tea
09:30–09:45	Welcome & intro into the day
09:45–10:25	Attracting and retaining employees in multi-generational operations
10:25–10:50	The Heidelberg Cloud Strategy – Heidelberg Plus & Prinect Apps
	Coffee break
11:15–11:40	Print Shop Analytics
11:40–12:05	World Premiere: Smart Product App
	Lunch break
13:20–13:45	Heidelberg News
14:00–17:25	Workshop series 1–4
17:30–18:30	Transfer to Heidelberg
18:30–22:30	Common dinner

Attracting and retaining employees in multi-generational operations

In times of demographic change, it is important to react now and take care of your employees and become a magnet for good and competent employees. Mr. Moris Hanna (sales and management consultant) will show you in his presentation what you can do specifically for this. His examples are all from real practice.

Presenter:

Moris Hanna

Sales and Business Mentor

The Heidelberg Cloud Strategy – Heidelberg Plus & Prinect Apps

In this presentation, the two people responsible for the digitization projects at Heidelberg will provide a deep insight into the Heidelberg Plus strategy and the new Prinect Apps. Announced for the first time in autumn 2021, the current status of Heidelberg Plus will be explained, and the software will be shown shortly before it will be available on the market. We will then provide you with comprehensive information about the new cloud-based Prinect workflow strategy for the Prinect apps and the interaction with the installed Prinect production systems. Let yourself be surprised, because there is big news.

Presenters:

Claudia Jung

Heidelberger

Druckmaschinen AG

Christopher Berti

Heidelberger

Druckmaschinen AG

Print Shop Analytics

Do you control your processes based on up-to-date data? Or do you only have limited access to your current key figures and need time for manual evaluations? Print Shop Analytics now offers a cloud-based, integrated solution that captures, evaluates and monitors the key figures of the pressroom in real time. Supported by artificial intelligence, it helps to optimize production with concrete recommendations for action. In this presentation, we will show you the most important features of Print Shop Analytics.

Presenters:

Carolina Viterbo

Heidelberger

Druckmaschinen AG

Christopher Berti

Heidelberger

Druckmaschinen AG

World Premiere: Smart Product App

After the announcement of Print Shop Analytics, we are pleased to present the second Prinect App to you as a world premiere. And it has it all. With the Prinect Smart Product App, which is based on the principles of Industry 4.0, we are presenting new, innovative models of collaboration both within your print shop and with your customers. You get print-ready PDF files in a simple way that can be easily and automatically executed. This is possible because the PDF file itself “knows” how to execute itself. You will experience entering into a new type of production that will make life easier for both your customers and your employees.

Presenters:

Ina Antoine

Heidelberger

Druckmaschinen AG

Axel Zöller

Heidelberger

Druckmaschinen AG

Heidelberg News & Introduction to the workshops

Of course, the classic in the Prinect User Days program will not be missing in 2022 either. As usual, the highlights of the new Prinect version are briefly presented in a general overview, and also an overview of the workshops will be presented. This gives an important insight regarding which workshops should be attended in the afternoon and on Wednesday.

Presenter:

Axel Zöller

Heidelberger

Druckmaschinen AG

WORKSHOPS

May 17, 2022 Tuesday

14:00–17:25
Workshop series 1–4

14:00–14:40 **WS1–WS6**

Coffee break

14:55–15:35 **WS7–WS12**

Coffee break

15:50–16:30 **WS13–WS18**

Coffee break

16:45–17:25 **WS19–WS24**

Dinner

May 18, 2022 Wednesday

09:10–12:45
Workshop series 5–8

09:10–09:50 **WS25–WS30**

Coffee break

10:10–10:50 **WS31–WS36**

Coffee break

11:10–11:50 **WS37–WS42**

Coffee break

12:05–12:45 **WS43–WS47**

Lunch

Print Shop Analytics – The shortcut to better performance

WS1, WS7, WS22, and WS25

In this workshop, you get to know Print Shop Analytics, our cloud-based, integrated solution for analyzing and monitoring production metrics. Experience how easily you and your colleagues can access your data via Heidelberg Plus. You will be quickly informed where things are going differently than planned, can take countermeasures, and thus improve the performance of your print shop.

Presenter:

Carolina Viterbo

Heidelberger

Druckmaschinen AG

Smart Product App: Workshop incl. Live Demo

WS2, WS8, WS13 and WS33

In this workshop, we will take a closer look at the new Smart Product App. See what new collaboration models could look like, both internally and with your customers. We would like to surprise you with ready-to-print PDFs that already know how they are to be executed later. How does it work? We will be happy to explain it to you!

Presenters:

Ina Antoine

Heidelberger

Druckmaschinen AG

Axel Zöller

Heidelberger

Druckmaschinen AG

Entering the world of packaging with Prinect Business Manager – Update and new features

WS3 and WS20

Fueled by the Corona pandemic, the printing world is moving towards packaging. Printers are looking for new perspectives and would like to enter the world of packaging or even other segments as well to diversify their business operations. Our new solution in Prinect Business Manager helps you to fulfill (and go through) this transformation process. In this workshop, we will demonstrate an excerpt of possible workflows, ending with an overview of the new features of the last three versions. Find out how the new innovative features can help you improving your daily business.

Presenters:

Volker Kaiser

Heidelberger

Druckmaschinen AG

Marc Woschei

Heidelberger

Druckmaschinen AG

How to start quickly with Prinect APSC: Compensating paper stretching with standard curves

WS4 and WS10

Whoever must deal with difficult registering due to paper stretching can relax, because Prinect APSC solves the problem already in prepress. Plates are imaged including compensation of stretching. With the new standard curves, you only need 3 clicks to compensate and reduce register deviations by half. Those who need an even better result can adapt the curves quickly and easily. Get convinced by the sheets we will print during our workshop with standard compensation on the Speedmaster XL 106. You will also see different methods of adapting the curves. Feel free to compare sheets without and with compensation.

Presenters:

Cordula Völker

Heidelberger

Druckmaschinen AG

Christian van der Bosch

Heidelberger

Druckmaschinen AG

Optimize your Offset and Digital Workflow: Prinect DFE & Versafire

WS5 and WS11

Prinect DFE & Versafire is the tailor-made combination of an intuitive user interface, highly automated processes, RIP performance, and color management. You can get a taste of the perfect combination in the Live Demo Workshop. You can also experience how offset workflow investments are seamlessly integrated into a hybrid production workflow.

Presenters:

Victoria Yang

Heidelberger

Druckmaschinen AG

Hans Schieber

Heidelberger

Druckmaschinen Vertriebs GmbH

Data connections to suppliers are complex and expensive – not with Zaikio!

WS6, WS14, WS32 and WS45

With Zaikio products, we open the way to digitalization, automation, and more efficient collaboration with your partners. Zaikio Procurement connects your procurement technically with your suppliers. Purchasing becomes easier, faster, and more transparent. Check the availability of paper and consumables, order at the daily updated price, and track the status of your order conveniently on the screen. Manual interventions, time-consuming loading of price lists, and maintenance of material masters can be eliminated in the future.

Presenter:

Jürgen Grimm

Zaikio GmbH

Prinect Production Workflow 2022: What's improved in Version 2021.10?

WS9, WS18, WS27 and WS31

This workshop provides information on all the Prinect Production Workflows changes and new functionalities. What are the new update mechanisms? How do I get my cloud connection? Which other functions are included, and how can I learn (even) more about them?

Presenter:

Wiebke Stoltenberg

Heidelberger

Druckmaschinen AG

Cybersecurity: What can I do to better protect my business and workflow from cyber attacks?

WS12, WS21, WS34 and WS38

The cyber security of graphic production machines and the workflow often represents a kind of terra incognita for many companies. When it comes to cyber security, companies have so far focused exclusively on protecting the information technology (IT) used and less on securing the machines and systems used in the value-added process. The topic of cyber security is an increasing challenge regarding the high complexity of such systems. Due to the increasing relevance for value creation, it is becoming increasingly important for companies to develop suitable solution strategies to protect these facilities and systems and to increase the resilience of value-adding processes and procedures against cyber threats.

Presenters:

André Loske

Heidelberger

Druckmaschinen AG

Sven Schober

Heidelberger

Druckmaschinen AG

Commercial & Packaging? Not an either/or decision, but a profitable expansion of the portfolio.

A successful user reports.

WS15 and WS24

Packaging is growing. In this workshop, we look at the packaging market from the perspective of a commercial printer. What steps need to be taken to enter this market? Who could tell you better and more authentically than a successful customer? Find out what role Prinect Production played. You have the opportunity to exchange experiences in a lively discussion.

Presenter:

Sebastian Schwarz

Heidelberger

Druckmaschinen AG

Simulating spot colors with Print Multicolor: What's the benefit?

WS16

Your jobs not only contain a lot of spot colors, but the average run length declines. Long washing times and setup times are the consequences. Prinect Multicolor prints with exactly seven defined colors and offers an economic alternative. But is color quality sufficient if the original spot colors are not used? In this workshop, we will print two different print forms with Prinect Multicolor on the Speedmaster XL 75 and compare the color result with sheets printed with the original spot colors. Furthermore, we will show how Prinect Multicolor works in the prepress workflow. Discuss with us if Prinect Multicolor could also be your printing method.

Presenters:

Cordula Völker

Heidelberger

Druckmaschinen AG

Moana Diehl

Heidelberger

Druckmaschinen AG

Automated plate production – From Plate Pilot to press.

WS17 and WS23

Increasingly smaller runs and more and more print jobs are a real challenge for plate production. Your prepress needs to initiate imaging at the right time and, ideally, deliver the plates to the presses in the right order. In this workshop, we will show you how you can approach and manage this efficiently. If you want to see the Prinect workflow with the Plate Pilot function, an automated plate sorting system, and the Speedmaster XL 106-8-P with plate-to-unit in action, this workshop is the right place for you. Whether with manual intervention or fully automated, this is how the plate output can be controlled and will take place in the right order. Target group: The workshop is aimed at Prinect users who want to adapt their plate production to pressroom planning, whether with digital scheduling or interactively with Plate Pilot.

Presenter:

Ulrike Seethaler

Heidelberger

Druckmaschinen AG

Prinect Multicolor workflow for experts – Take a look behind the scene!

WS19

Prinect Multicolor is an interesting economic alternative to printing with spot colors. It is simulated by separating seven defined colors. Convince yourself of the color quality during our workshop. We will print one print form with Prinect Multicolor at the Speedmaster XL 75. Also, the Prinect workflow for 7-color-separations provides some more tricks. We will show you how to work with InRip color management, mixed screening, and mixed rendering. Questions and answers from user experiences complement the workshop.

Presenters:

Cordula Völker

Heidelberger

Druckmaschinen AG

Moana Diehl

Heidelberger

Druckmaschinen AG

Tobias Laubmann

Heidelberger

Druckmaschinen AG

PDF Toolbox

WS26 and WS43

The PDF Toolbox, Heidelberg's tried-and-tested versatile PDF problem solver, provides several new features regarding its tools. We would like to present those to you in this workshop.

Target group: This workshop classic is aimed at users of all company sizes who would like to get to know the new functionalities of the PDF Toolbox. There is no expert knowledge necessary. Knowledge of the PDF Toolbox is assumed.

Presenters:

Sylke Hansen

Heidelberger

Druckmaschinen AG

Frank Gnutzmann

Heidelberger

Druckmaschinen AG

Prinect Signa Station. Marks handling and multi-process curve sets as a prerequisite for automation

WS28 and WS42

Automation is a key driver of productivity in print shops. The Prinect workflow offers an extensive modular system for automating entire processes. An essential prerequisite is to lay the foundations in mark handling and curve calibration. This workshop explains to the expert in detail what needs to be done.

Presenter:

Timm Haase

Heidelberger

Druckmaschinen AG

Andreas Vieweg

Heidelberger

Druckmaschinen AG

Digital scheduling without MIS connection: Prinect Scheduler provides great advantages.

WS29 and WS39

On the way to the Smart Print Shop, the use of digital support is just a logical next step. In this workshop, you will learn how you can bring jobs to the printing machines in the desired order with little effort. The Prinect Production Manager with integrated scheduler opens up many possibilities for you. Even without an MIS connection, it is possible, for example, to optimize the job sequence or manage the availability of production resources such as ink and paper. And your sales reps are always able to get an idea of the current capacity utilization. Target group: The workshop is aimed at Prinect users involved in production planning and all those who want to go for further optimization potential.

Presenter:

Ulrike Seethaler

Heidelberger

Druckmaschinen AG

Prinect Online Training: Learn anytime and anywhere

WS30, WS41 and WS46

How do you get comprehensive Prinect know-how today? With our new online training concept, you can now get Prinect expertise flexibly with little effort. Anytime and anywhere, whether you are a beginner or an experienced user. Get to know our new learning platform and discover extensive training courses with many video tutorials and interactions. In this workshop, we will present the Prinect Production Manager Basic Training for prepress as an example.

Presenter:

Anne Haferkorn

Heidelberger

Druckmaschinen AG

Sabrina Mathies

Heidelberger

Druckmaschinen AG

From commercial to packaging – How Prinect makes your entry into packaging printing successful!

WS35 and WS47

There are many good reasons to get into packaging printing. For example, as an additional business area, to keep the added value in-house, or to grow with the requirements of existing customers. A real asset since Prinect Production covers both commercial and packaging. With this workshop, we will give you an overview of the main differences and will focus on the essential steps of folding carton production. Target group: The aim of the workshop is to give an overview of the essential success factors and to show which solutions can be used to get started with packaging.

Presenter:

Sebastian Schwarz
Heidelberger
Druckmaschinen AG

Central Color Database – Application made easy

WS36 and WS44

In this workshop, the structure, application, and advantages of the Central Color Database in the Production Manager are explained by using practical examples. Get to know the advantages for the printer as well as the possibilities of prepress to communicate with third-party systems in packaging printing.

Presenter:

Bernd Utter
Heidelberger
Druckmaschinen AG

Update and new features for Prinect Business Manager – A new packaging solution

WS37

In this workshop, we will inform you about the latest updates and new features of the Prinect Business Manager. These new features of the latest three Prinect Business Manager versions will help you to improve your daily business and speed up your process flows. In addition, we will give you first insights into the world of packaging printing with our new integrated packaging solution, ending with a presentation of typical use cases in an integrated production environment.

Presenter:

Volker Kaiser
Heidelberger
Druckmaschinen AG

Which innovations and enhancements offers the new version for packaging printers?

WS40

In this workshop, we will introduce you to the new functions and enhancements of the Prinect Packaging Workflow. Benefit from new features in the latest generation and sheet creation. You will also find out which improvements await you in the areas of integration in general and especially with Prinect Business Manager.

Presenter:

Marc Woschei
Heidelberger
Druckmaschinen AG

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