



# IBM Printing Systems Offerings Overview

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Business Line Manager

Production Printing Systems

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# IBM Printing Systems Division Overview

## **Production**

**Output management**  
**Workflow automation**  
**High speed continuous forms systems**  
**Services**

## **Office Solutions**

**Device consolidation**  
**Migration of print and hardcopy to electronics media**  
**Centralized output management and control**

## **Industrial**

**Reliable operation in harsh environments**  
**Centralized output management and control**  
**Print validation and automatic reprint**

# Focus on Key Industries



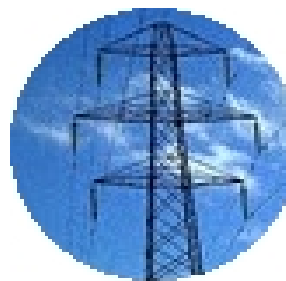
### Financial Services Sector

*Banking  
Financial Markets  
Insurance*



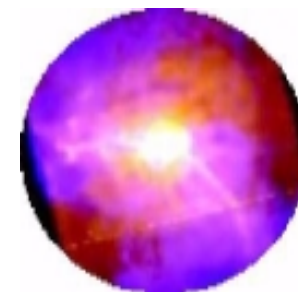
### Public Sector

*Federal/Central Government  
Healthcare*



### Communications Sector

*Telecommunications*



### Commercial Print

*Service Bureau  
Direct Mail Printer  
Books Printer*

# Focus on Key Cross Industry Applications



### Transactional Output

*Statements, Bills, EBPP  
Archived viewing*



### Output Security

*Privacy, Auditability  
Secure Print & Output  
Print Integrity*



### Customer Insight Output

*1:1 Direct Marketing  
1:1 Custom Collateral*



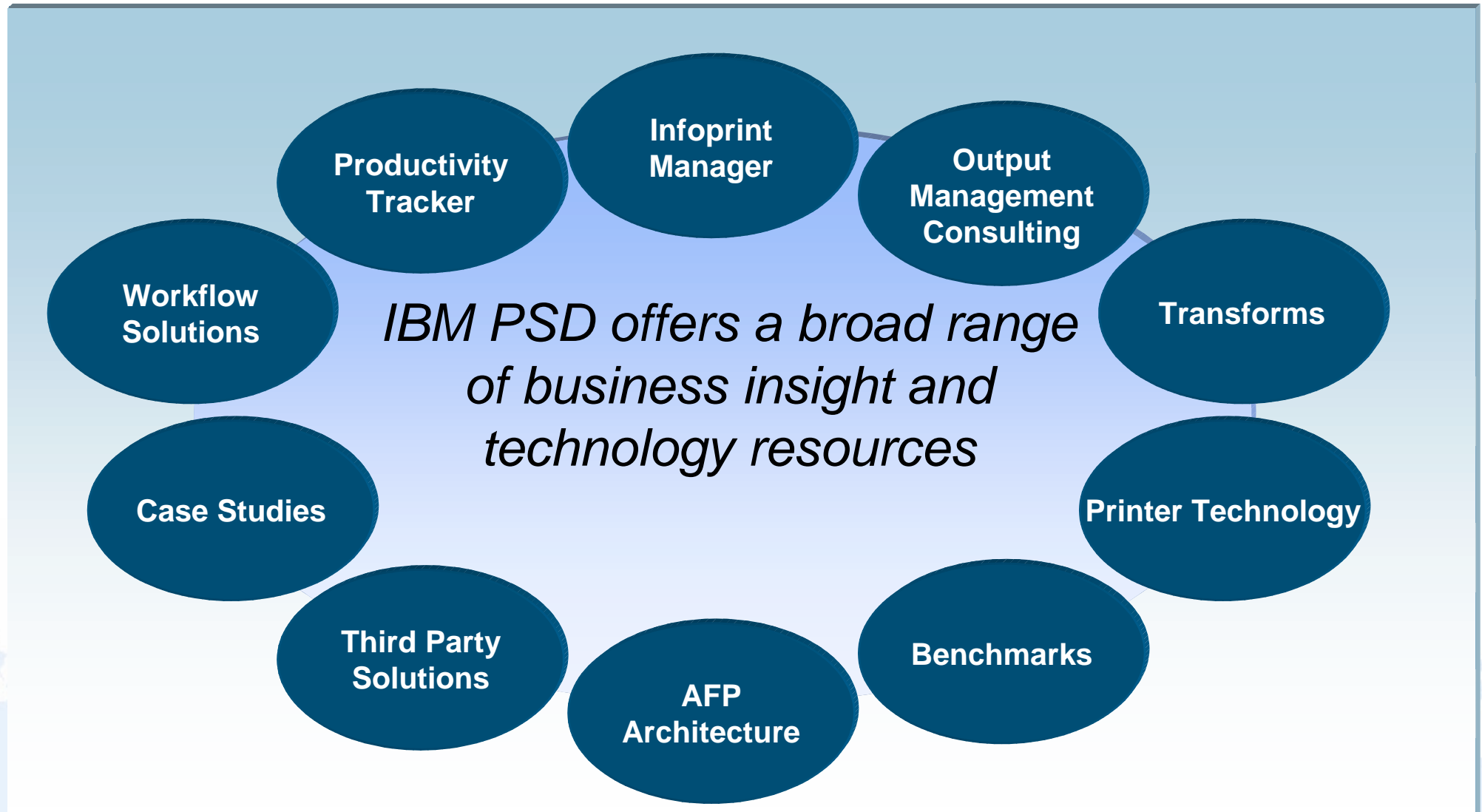
### Commercial Print

*Books printing  
Direct Mail  
Outsourced transactional print*

## Customer Interests

- Reduce Costs**
- Variety of media**
- Throughput**
- Quality**
- Skills**
- Risk and Compliance**
- Integration**

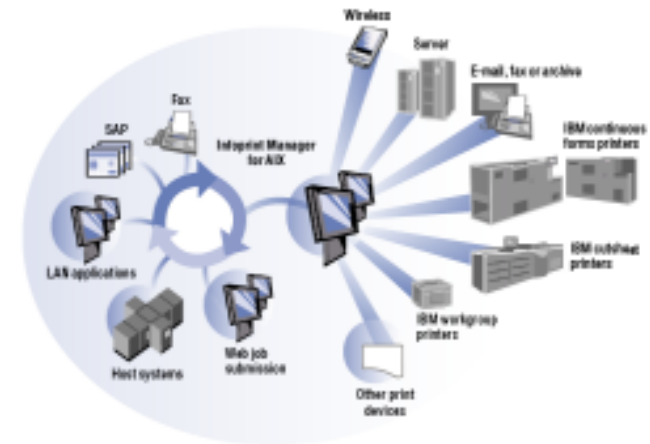
# Production Output Components



## Infoprint Manager AIX & Windows (Overview)

### □ Centralized Output Management Solution (Production)

- Configure, Manage and Monitor from One Location
- IBM PSF/AFP core technology
- Event notification to operators via instant message, e-mail, job log, “Wireless”
- Support for the widest range of devices & Data Stream (including Legacy & non-IBM)
- Clients available in most platforms for thin client
- Drive many devices from “one Server”
- Centralized accounting
- Thousands of worldwide customers
- POD and Distributed ERP environments





# More than 30 years of high-speed printing . . .



1976

1990

1996

2001

2006

## 8 Models to Meet Your Needs




Model	Configuration with 19.5 inch web width	Speed in "Linear M per Minute / A4 Impressions"	Print Quality	Paper Weights In gsm
PS1	Simplex	53.3 / 359	Premium	38 - 105
PD1/PD2	Duplex	53.3 / 718	Premium	38 - 105
HS1	Simplex	53.3 / 359	High	38 - 160
HD1/HD2	Duplex	53.3 / 718	High	38 - 160
HS2	Simplex	70.1 / 472 85.3 / 574	High High	60 - 160
HD3/HD4	Duplex	70.1 / 944 85.3 / 1148	High High	60 - 160
HS3 <b>New</b>	Simplex	85.3 / 574 100.6 / 677	High High	60 - 105* 60 - 105
HD5/6 <b>New</b>	Duplex	85.3 / 1148 100.6 / 1354	High High	60 - 105* 60 - 90




# High Value Statements Using

- Text
- Graphics
- Images
- Along with Pre Printed Forms




**Banking Statement**

Statement Period: 09/12/2004 to 10/12/2004  
 Customer Number: 0000001233808  
 Primary Account: 66253-717  
 Page 1 of 3  
 Enclosures: 12

John W. Smith  
 23 N. Saint Paul St.  
 Santa Barbara CA 93101  


Account Info Specialists: (888) 641-RBU (641-5333)  
 24-HR Automated Info: (800) 641-RBU (641-5333)  
 Online Banking: <http://www.elixir.com>



24/7 Customer Services...

**Personal Interest Checking**



**Checking Summary**

John W. Smith

Account Number: 1233-808  
 Interest Paid YTD: 14.79

Deposit Account Recap:

Beginning Balance as of Oct 12, 2004	7,888.12
6 Deposits (Plus)	2,480.29
12 Withdrawal (Minus)	(2,322.97)
Interest Paid (Plus)	1.73
<b>Ending Balance as of August 09, 2004</b>	<b>8,045.44</b>

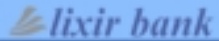
**Money Market Account Rates - April 2005**


Bank	Rate
NYMutual	~4.8%
Zions	~4.0%
WAMU	~1.2%
BOA	~1.2%

**Deposits and Other Credits**

Date	Amount	Description
Oct 11	7,949.18	ACH CREDIT JEFFERSON BNK PAYROLL CN800000211830
Oct 12	1,876.18	DEPOSIT AIM DEPOSIT 9999 Oct 21 *305 HARRISO 09:15
Oct 13	821.09	ACH CREDIT ELX BAR 9999 Oct 21 *305 HARRISO 09:15
Oct 14	949.18	ACH CREDIT JEFFERSON BNK PAYROLL CN800000211830
Oct 15	76.18	DEPOSIT AIM DEPOSIT 9999 Oct 21 *305 HARRISO 09:15

John, get our Money Market Account and reward yourself with exceptional returns! Details at [www.elixir.com/finance](http://www.elixir.com/finance)





Get maximum ROI from your documents with Elixir software  
[www.elixir.com/elixir](http://www.elixir.com/elixir)

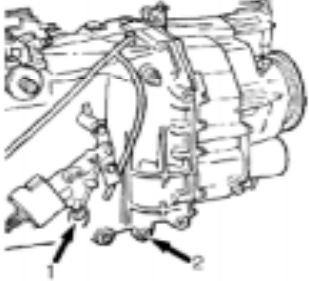
# High Speed, High Quality

- Detailed graphics
- Small text
- Halftone images
- IBM Infoprint 4100

Skupina 17 Ruční servis 17746-2

### Převodovky bez přiblížené kontrolní zátky

- 1 Sejměte zvukovou izolaci umístěnou pod převodovkou.
- 2

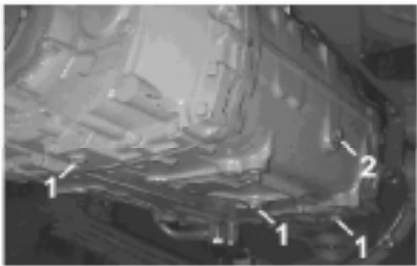


- 3 Očistěte okolí nalévací/kontrolní zátky (1).
- 4 Vyloučte nalévací/kontrolní zátku a zkontrolujte, zda olej sahá po dolní okraj nalévacího otvoru.
- 5 V případě potřeby olej doplňte.

**Poznámka:** Informace o doplnění oleje do převodovky viz servisní informace "Mazací servis a výměna oleje", skupina 175.

- 6 Vraťte na místo nalévací/kontrolní zátku (1). Pokud je těsnicí kroužek zátky poškozen, vyměňte jej.
- 7 Vraťte na místo případnou zvukovou izolaci pod převodovkou.

### Převodovka ZF




- 1 Vyloučte nalévací/kontrolní zátku (2) a zkontrolujte, zda olej sahá po dolní okraj nalévacího otvoru.
- 2 V případě potřeby olej doplňte.

**Poznámka:** Informace o typu, množství a intervalech výměny oleje viz servisní informace "Mazací servis a výměna oleje", skupina 175.

### 5 Kontrola stavu oleje v automatické převodovce

**Poznámka:** pokud je při aktuální servisní prohlídce dosaženo konce intervalu výměny oleje a filtru, postupujte podle pokynů v části "Dodatečné postupy", strana 55.  
K zajištění správného stavu oleje je nutno zkontrolovat stav oleje po zahřátí převodovky na provozní teplotu 70–80 °C.  
VT 1605 PT, VT 1705 PT, VT 1706 PT, VT 1906 PT



- 1 Očistěte okolí nalévacího otvoru a zkušební měřky.
- 2 Zatlačte ruční brzdou a nastartujte motor.
- 3 Přesuňte páku řazení z polohy A do polohy R a v každé poloze páky vyčkejte několik sekund.
- 4 Dejte páku řazení do polohy "neutrál" a zvyšte otáčky motoru na přibližně 1000 ot./min.
- 5 Očistěte zkušební měřku čistým papírem, který nepouští vlákna.
- 6 Olej musí sahát mezi značky na měrce, pokud ne, olej doplňte.

Informace o typu oleje viz servisní informace "Mazací servis a výměna oleje", skupina 175.

**MT643, MT653, MT654**

- 1 Očistěte okolí nalévacího otvoru a zkušební měřky.
- 2 Zatlačte ruční brzdou a nastartujte motor.
- 3 Nechte motor běžet nejméně jednu minutu.
- 4 Přesuňte páku řazení z polohy A do polohy R a v každé poloze páky vyčkejte několik sekund.
- 5 Dejte páku řazení do polohy "neutrál" a motoru nechte na volnoběhu.
- 6 Očistěte zkušební měřku čistým papírem, který nepouští vlákna.
- 7 Olej musí sahát mezi značky na měrce, pokud ne, olej doplňte.

Informace o typu oleje viz servisní informace "Mazací servis a výměna oleje", skupina 175.

9

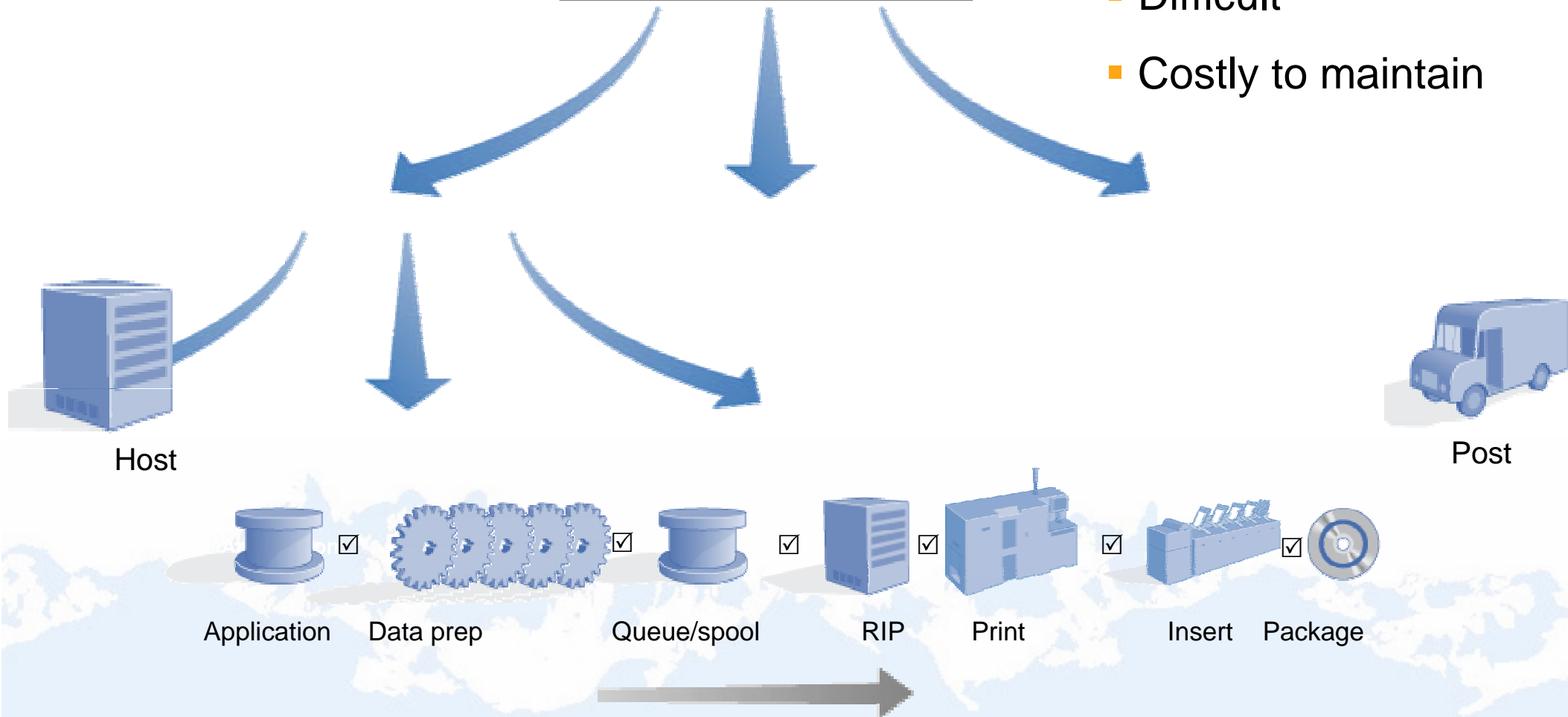
## Features Available on All 4100s

- IBM Print Quality Enhancement (PQE) technology
- Print resolution switching at 480 or 600 DPI
- Print on paper up to 19.5 inches wide, with a printable area of 19 inches
- Enhanced GUI console for ease of operation
- Integrated pin-feed or pinless operation that can be switched by the operator
- Scalable control unit based on IBM multiprocessing server technology
- Customer Changeable Developer (CCD) station
- MICR toner
- Forms Identification
- Productivity Tracker Feature

From this...

Where's my job?  
How am I doing?  
What happened?

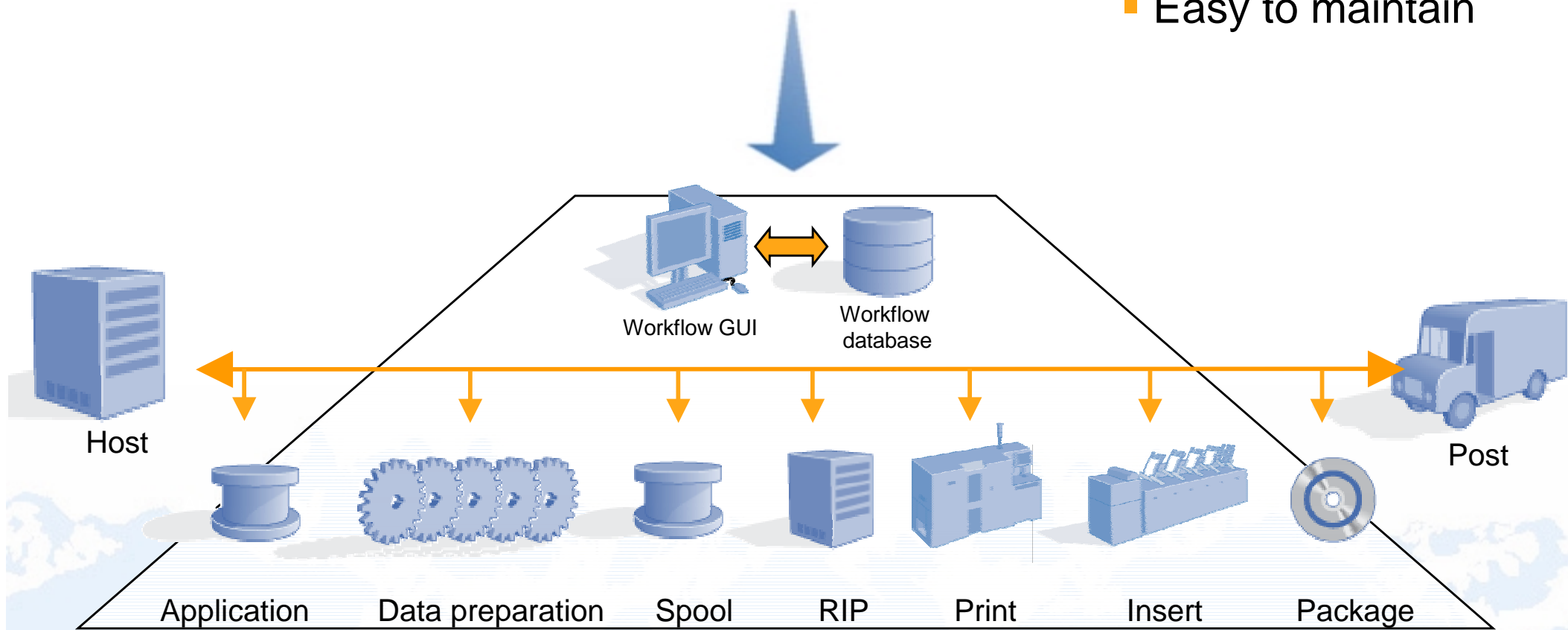
- Lack of Control
- Unresponsive
- Difficult
- Costly to maintain



...to this

Here's my job  
It's on schedule  
I know what  
happened

- Manageable
- Resilient
- Responsive
- Easy to maintain



# Infoprint ProcessDirector software—unique capabilities

**NEW**

- ❑ ProcessDirector is a customizable process management engine
  - Standardized interfaces for additional components
- ❑ ProcessDirector can:
  - Automate manual tasks
  - Provide tools and connections to repurpose and enhance legacy documents
  - Offer spool file viewer capability
  - Allow you to define your process and manage to it
  - Enable mail-piece-level reprints
  - Add and modify bar codes for tracking and reprinting
  - Track jobs end to end
  - Provide reporting and audit trails
  - Provide browser-based user interface with shop floor dashboard
  - Provide adaptive framework for rapidly changing environments
- ❑ All based on open standards, including ODBC, Linux, TCP/IP and Web services



## Advanced Function Presentation (AFP)

- ❑ An architecture developed by IBM
- ❑ Object oriented architecture based on published open standards
- ❑ Designed to print or present variable content information with very high process speeds
- ❑ Architected originally for transactional printing
  - Financial services
  - Statements requiring page and data integrity
- ❑ AFP printing systems do the following
  - Management of all resources in a document
  - Management of all RIP processing and object re-use
  - Management each page and objects that are placed on the page
  - Recover any job at the page level or track output at the page level.
- ❑ Supports printing full color

# AFP Color Consortium / Color Management Standards

## ❑ Open AFP Color Management Council

- Nov 2004
- Develop specifications for AFP color management
- Standardization – efficient, tunable
- Color Consistency – across devices

## ❑ Hardware Vendors

- IBM, Xerox, Oce, Kodak, Lexmark, Xeikon

## ❑ Software Vendors

- |                     |                        |
|---------------------|------------------------|
| ▪ Document Sciences | DocuCorp International |
| ▪ Elixir            | Crawford Technologies  |
| ▪ Exstream          | Emtex                  |
| ▪ GMC               | Intermate              |
| ▪ Group1            | MPI                    |
| ▪ ISIS-Papyrus      | Solimar Systems, Inc   |
| ▪ Metavante         | Xenos Group Inc.       |
| ▪ PrintSoft         | Cincom                 |
| ▪ StreamServe       | COPI                   |

## And Last but not least, IBM Services

### □ Availability Services

- Integrated with our product development
- Focused on high reliability and availability
- 7 days a week / 24 hours a day
- Customized to customers needs

### □ Professional Services Expertise

- Workflow
- PDL Transforms
- Output management

## Summary of IBM's Printing Systems Division

- ❑ **Broad range of offerings for high volume digital output.**
- ❑ **Solutions have been developed for specific customer requirements**
  - **Service Bureaus**
  - **Direct Mail**
  - **Books**
- ❑ **Infoprint Offerings incorporate unique IBM technology to provide leadership in multiple areas:**
  - **IT technology for process control and tracking**
  - **Controller technology for high speed production**
  - **PDL processing and transforms**
  - **Advanced print quality at high process speeds**
- ❑ **Committed to architected solutions and open standards**
- ❑ **Extensive core competencies in:**
  - **Digital printing technology, electro photo graphic and inkjet**
  - **Availability management and professional Services**
  - **Color management**
  - **Production workflow**
  - **Variable content printing using AFP**



# IBM Printing Systems Offerings Overview

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Business Line Manager

Production Printing Systems

February 2006

## Production Solutions

Lead the marketplace in delivering integrated, end-to-end solutions that lower the cost and improve the value of critical business communications

- 1. Lead the industry in product quality and customer satisfaction**
- 2. Provide lower TCO for our customers**
- 3. Provide best of breed technology to improve efficiencies**
- 4. Maintain our leadership as Solutions Provider**



## Infoprint ProcessDirector provides these capabilities

To reduce costs, increase value and reduce risk, you need:

### □ Better Control

- Tracking of work through out the process of producing product
- Production status with respect to schedules and commitments
- Visibility of every job
- Automation of manual steps

### □ More Adaptable

- Intuitive, easy to use system
- Workload balancing
- Flexibility to change to meet new requirements

### □ Lower Risk

- Accountability for every job in the process
- Robust reprint process
- Automated audit trails