IBM Printing Systems
Offerings Overview

Robert Cooper
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

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
  - Service Bureau
  - Direct Mail Printer
  - Books Printer
  - Direct Mail
  - Outsourced transactional print
Customer Interests

- Reduce Costs
- Variety of media
- Throughput
- Quality
- Skills
- Risk and Compliance
- Integration
IBM PSD offers a broad range of business insight and technology resources.
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 . . .
## 8 Models to Meet Your Needs

<table>
<thead>
<tr>
<th>Model</th>
<th>Configuration with 19.5 inch web width</th>
<th>Speed in &quot;Linear M per Minute / A4 Impressions&quot;</th>
<th>Print Quality</th>
<th>Paper Weights In gsm</th>
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<tbody>
<tr>
<td>PS1</td>
<td>Simplex</td>
<td>53.3 / 359</td>
<td>High</td>
<td>38 - 105</td>
</tr>
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<td>PD1/PD2</td>
<td>Duplex</td>
<td>53.3 / 718</td>
<td>Premium</td>
<td>38 – 105</td>
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<td>53.3 / 359</td>
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<td>38 - 160</td>
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<td>53.3 / 718</td>
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<td>85.3 / 574</td>
<td>High</td>
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<td>85.3 / 1148</td>
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<tr>
<td>HS3 New</td>
<td>Simplex</td>
<td>85.3 / 574</td>
<td>High</td>
<td>60 – 105*</td>
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<td>100.6 / 677</td>
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<td>60 - 105</td>
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<tr>
<td>HD5/6 New</td>
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<td>60 – 105*</td>
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<td>100.6 / 1354</td>
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<td>60 - 90</td>
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</table>
High Value Statements Using

- Text
- Graphics
- Images
- Along with Pre Printed Forms
High Speed, High Quality

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

IBM Output Environment
POWERSFUL, COST-EFFECTIVE OUTPUT SOLUTIONS

...to this

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

- Manageable
- Resilient
- Responsive
- Easy to maintain

IBM Output Environment
Infoprint ProcessDirector software—unique capabilities

- 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

Robert Cooper
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 throughout 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