



**BPIF**

HAVE  
YOU GOT  
VISION **IN**  
PRINT?

# WHY YOU NEED VISION IN PRINT

BPiF Vision in Print provides an industry-specific and cost-effective service to help printers and packaging manufacturers to proactively improve their own productivity and competitiveness. It achieves this goal with industry support and through a close relationship with the printing industry's trade bodies, suppliers and purchasers of print services.

Our simple-to-use tools and a hands-on approach have inspired companies of all types and sizes to progress quickly to bottom-line improvements.

**ViP programmes cover a wide range of process improvement techniques, including:**

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# PRODUCTIVITY HEALTHCHECK

**Printers are under increasing pressure to deliver higher quality products at competitive prices, whilst reducing time to market. To do this they need to make the most of their existing hardware and optimise their information management, operational processes and staff in order to deliver profitable performance.**

The ViP Productivity Healthcheck takes a short, sharp look at your operations. Applicable to companies of all sizes, it gives a rapid assessment of the key factors affecting productivity, and the potential for improvement including state of readiness to move forward. Companies involved in previous improvement programmes have made dramatic process advancements.

## **The Healthcheck investigates 9 key areas of manufacturing:**

- Inventory
- Teams
- Processes
- Maintenance
- Layout
- Data Collection
- Make-ready
- Quality
- Scheduling/Control

## **AIMS:**

- ✓ Operational diagnostic for your business
- ✓ Identifies strengths and weaknesses in operational performance
- ✓ Specific practical recommendations on how to build operational competitiveness
- ✓ An annual review of company progress towards best practice/BPIF Seal of Excellence

## **THE BENEFITS:**

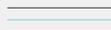
- ✓ Immediate feedback
- ✓ Often reveals huge hidden potential for productivity improvements
- ✓ Rapid ROI from subsequent ViP programmes to address highlighted issues

## **COST:**

### **Free for Platinum members**

£400 for Silver and Gold members

£550 for non-members





# OPERATIONS ASSESSMENT

**UK printers must constantly innovate, invest and adapt to remain competitive. The VIP operations assessment is a unique business diagnostic specifically designed to help printers identify how to reduce costs, improve productivity and drive competitiveness.**

The Operations Assessment is a straightforward tool which identifies what you need to do to achieve excellence. It uses lean manufacturing tools and techniques to identify how to save costs, change organisational culture, increase productivity and in turn, boost staff morale. It is designed to provide comprehensive and insightful reporting with minimal effort from you and your staff in 2 days. Companies involved in improvement programmes have made dramatic process improvements.

## **Typical examples include:**

- **23%** reduction in stitching line make-readies
- **20%** improvement in on-time delivery performance
- **28%** reduction for sheet-fed press make-readies

## **THE BENEFITS:**

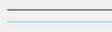
- ✓ Benchmarking against over 500 UK print and packaging companies
- ✓ Report scoring your operations for 14 best practice criteria
- ✓ A high level process map to help you make efficiencies and savings
- ✓ Analysis of production bottlenecks and opportunities for improvement
- ✓ Identification of information bottlenecks and opportunities for streamlining
- ✓ Pragmatic explanation of how best practice could apply to your business
- ✓ Analysis of 8 key operational measures from your data

The ViP Operations Assessment not only identifies opportunities for fast cost savings, but also provides a gateway into fresh ways of working that will have a sustainable impact on your business.

## **COST:**

**£750 per day for BPIF members**

£900 per day for non-members





# LEAN MANUFACTURING

Originally based on the Toyota Production System, 'lean' manufacturing provides a radically different way of running manufacturing processes, equally applicable to aerospace engineering or print production. Put simply, lean focuses on the removal of all waste, so that products are manufactured at a rate determined by the customer, with minimal inventory.

Lean brings together such concepts as total quality management (TQM), just in time (JIT), supplier integration, automation, team working, total preventive maintenance (TPM), delivery frequency, selling techniques and agile manufacturing. We use a five-step process to help printers adopt the principles of lean to deliver higher productivity, performance and profit.

## Our engineers will help you to:

- Establish what creates value from the customer's perspective
- Identify all steps which have an impact on that value across the whole value stream
- Arrange all the steps which truly create value so they occur in logical sequence to optimise efficiency
- Only produce what is required by the customer
- Strive for perfection by continually removing successive layers of waste

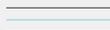
By focusing on key areas of waste including; defects, overproduction, transportation, waiting, inventory, motion and processing companies can expect the following benefits:

- ✓ Reduced human effort
- ✓ Better use of capital investment
- ✓ Improved use of time
- ✓ Lower raw materials requirements
- ✓ Efficient use of space

## COST:

**£750 per day for BPIF members**

£900 per day for non-members





# LEAN FOCUSED MAINTENANCE

**Eliminating machine downtime and unscheduled maintenance is one of the most important tasks for busy printers. Ever increasing pressure on deadlines means that there is never a good time for a breakdown on any of your key equipment and yet essential maintenance is often squeezed by production pressures.**

Teaching your operators how to practice lean focused maintenance will raise uptime for your presses and equipment, improve the quality of your products and services and enhance your operators' skills, value and craftsmanship. And since you will make less engineer callouts, you will also benefit from cost savings.

## THE BENEFITS

- ✓ Reduced downtime
- ✓ In control of your machine availability
- ✓ Boosted operator motivation and productivity by being operator-led
- ✓ Underscore the importance of maintenance to all employees
- ✓ Enhanced skills and knowledge throughout your staff
- ✓ Reduced burden on expensive engineering resource
- ✓ Increased competitiveness by reducing the cost of doing business
- ✓ Maximised savings and boosted profits

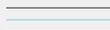
We teach a team of your key staff (both operational & engineering) to conduct lean focused maintenance. This helps the team gain an understanding of the importance of preventive maintenance and Asset Care Systems. Introducing compliance measures shows the team how sustainable improvements are, and ensures buy-in and accountability for maintenance tasks going forward.

Vision in Print teaches your operators how to undertake preventive maintenance of even the most complex pieces of kit so that downtime is minimised and service levels are maintained. A ViP 'Clean, Inspect, Lubricate' regime could minimise 75% of all your machine breakdowns.

## COST:

**£750 per day for BPIF members**

£900 per day for non-members





# 5C/5S ROLLOUT

Implementation of 5C/5S workplace organisation techniques into your business can improve safety, productivity and customer perception. Using visual techniques to ensure sustainability, workplace organisation based on the 5C principles (Clear out, Configure, Clean + check, Conformity and Custom of practice) creates a powerful influence in promoting a pro-active and continuous improvement culture within a business.

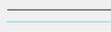
## THE BENEFITS

- ✓ Immediate positive impact on staff and customers
- ✓ Training of internal facilitators to implement workplace organisation across your whole site
- ✓ Increased safety
- ✓ Increased productivity
- ✓ Initiate visual control to achieve consistent operational results
- ✓ Promote continuous improvement attitudes and behaviours

## COST:

**£750 per day for BPIF members**

£900 per day for non-members





# OFFICE AND PRE-PRESS CHANGE CYCLE

Few sales ordering processing cycles are planned; they just evolve over time. Management Information System (MIS) installations and the arrival of Job Definition Formats necessitate changes but few companies have the opportunity, skills or confidence to stand back and identify how things should operate. Office and Pre-press Change Cycle is that opportunity.

Companies taking part in this course learn how to streamline their information flow, ensuring less time is wasted following ineffective processes. This makes the entire job workflow – from enquiry to delivery – a smoother, more productive and profitable process.

Companies that have addressed inefficiencies in areas such as estimating, ordering, planning, artwork, delivery and invoicing have experienced benefits such as:

- Up to 23% reduction in estimating lead times
- An increased customer service capacity with no additional staff

This course focuses on targeting problem areas and applying smarter working practices. Backed up by the implementation of best practice, your staff can raise your company's standards to the best in the industry.

The programme takes place in 3 phases, with a total commitment of only 5 days of your team's time.

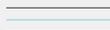
## The 3 phases are:

- To envisage the ideal 'future state' process
- Drawing up current practices
- Designing a phased implementation timetable to bridge the gap realistically and with confidence

## COST:

**£750 per day for BPIF members**

£900 per day for non-members





# MATERIALS WASTE REDUCTION

A ViP Materials Waste Reduction programme examines strategies that can save up to 5% off materials spend, whether paper, board or film. The programme identifies and tackles the biggest and most easily remedied causes of waste through introducing simple measures to recognise and track waste reduction.

ViP has put together a 5 day package aimed at printing companies who want to maximise the cost-effectiveness, efficiency and environmental status of their day-to-day operations. Our team encourage and coach your employees through a step-by-step process which will make your company a greener, more cost-effective and productive business.

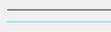
## THE BENEFITS

- ✓ Tangible cost reductions and profits boost – saving up to 5% of materials spend
- ✓ Low implementation costs and quick results
- ✓ Improved environmental credentials
- ✓ Increased employee awareness and ownership
- ✓ Employees coached to use best practice problem solving techniques

## COST:

**£750 per day for BPIF members**

£900 per day for non-members





# MASTERCLASS LITE

Masterclass Lite has been specifically tailored for medium sized printing companies.

## THE BENEFITS

- ✓ Reduced downtime
- ✓ A significant decrease in waste
- ✓ Faster make ready times
- ✓ Greater flexibility
- ✓ Faster response to customer needs
- ✓ The creation of a 'spirit of teamwork' and an environment that's easier to work in

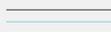
The aim is to build on the clear priorities identified by our Operations Assessment to raise your company's standards to be the best in the industry.

The programme takes 11 days of your team's time but is spread over several months and includes:

- A 1 day management awareness training day
- A 1 day pre-diagnostic
- A 3 day diagnostic
- A 4 day workshop
- 2 follow up days
- 2 days prep and check-up (ViP engineer only)

## COST:

Price on application





# MASTERCLASS

The ViP Masterclass builds upon your business's priority areas, as identified in an Operations Assessment. Using the experience of ViP engineers and tools designed specifically for the printing industry, the programme will bring your business measurable improvements in terms of quality, cost and delivery.

## THE BENEFITS

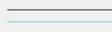
- ✓ A significant increase in bottom-line profits
- ✓ The ability to accurately calculate the impact of the process
- ✓ A boost in confidence and enthusiasm within your staff
- ✓ The establishment of a culture of continuous and sustained improvement
- ✓ A rise in standards to the best in the industry
- ✓ Typical savings in make-ready times can be between 20-40%
- ✓ Decrease in waste and downtime

The 16 day programme, spread out over several months, includes:

- Practical shop floor work, from creating visual management guides to cleaning and fixing equipment in ViP's core '5C' process
- Recognising the key wastes and understanding waste analysis
- Standardising operations to ensure consistency and sustainability. This also forms a stable base upon which to build agreed improvements
- Creating techniques to solve a problem revolving around a 'Plan, Do, Check, Act' process
- Gathering productivity statistics and identifying KPIs to measure progress

## COST:

Price on application





# BOOSTER

**Booster is a programme focussed on further process improvement within your business, helping you meet the continuing challenge of delivering excellence in print quality, against a backdrop of shorter lead times and tighter margins.**

## THE BENEFITS

- ✓ Bottom-line impact through a productivity focus on a specific area of business
- ✓ A deeper insight into best practice and proven continuous improvement techniques to help boost your company's overall performance and productivity
- ✓ On-going benefits, derived from an understanding of modern best practice principals

Having previously participated in another ViP programme, your staff will be able to extend their portfolio of best practice tools and techniques. Feeding off the expertise and enthusiasm of the ViP engineer, they will be making key decisions themselves based on the experience they have gained.

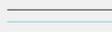
## The 5 day programme includes:

- A day of preparation through a diagnostic to identify a specific target objective, such as improving workflow within a particular department
- A 3 day workshop, during which:
  - Each team member is fully engaged in hands-on activity. We will guide you on how to implement changes in accordance with tried and tested best practice techniques and methods from the printing industry and beyond
  - Your team will harness their skills to raise your company's standards to the best in industry
  - A new found confidence and enthusiasm for the process will be created within your employees
  - The staff will present their findings to senior management, complete with an implementation schedule and a prediction of profit impact
- A follow up day will help your team review their progress and with ViP guidance they will plan to roll out what they've learned to the rest of your business

## COST:

**£750 per day for BPIF members**

£900 per day for non-members





# KICKSTART

**After participating in a ViP Operations Assessment, Kickstart is the next step for smaller businesses looking to reduce costs and raise performance, productivity and profit.**

Specifically designed for companies with up to 50 employees, Kickstart is a low-cost intensive workshop where your staff will learn techniques proven to improve productivity in the print industry and beyond, through tutorials and practical participation.

## THE BENEFITS

- ✓ Specifically developed for smaller companies
- ✓ Low cost
- ✓ Short programmes
- ✓ Targets areas with potential for a rapid return on investment
- ✓ Motivational approach instils a culture of continuous improvement

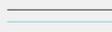
The 5 day Kickstart programme is split into three sections, proving to be ideal for smaller companies that may not have the depth of resource to commit key staff for longer periods:

- A diagnostic and awareness day, during which a ViP engineer will work with your team to identify a particular area of your business that will become the focus of a 3 day 'targeted improvement' workshop
- The next day sees the beginning of a 3 day workshop, where 'hands on' activity is combined with the teaching of specialist tools in order to help printers address their productivity and competitiveness issues
- We will also help identify your company's KPIs and the team will learn how to turn these measures into practical cost-saving improvements. Many of the decisions will be made by your staff, giving them a feeling of ownership of their repeatable new skills
- The programme concludes with the follow-up day, during which we will help the team to review, measure and qualify their progress during the programme and make plans to roll out the learning to elsewhere in the business

## COST:

**£750 per day for BPIF members**

£900 per day for non-members





# MODULAR IMPROVEMENT PROGRAMME

**Our Modular Improvement Programme is tailor-made for all UK printers that employ 25 members of staff or fewer, who are keen to raise productivity and streamline workflows.**

Despite raw material price increases, tax hikes, wage increases etc, most printers continue to face falling prices. Margins are under severe pressure yet for small printers the problem is to find the time to make changes for the better.

The objective of Vision in Print's 5 day Modular Improvement Programme is to implement strong but simple process improvements via a series of 1 or 2 day modules so that companies can afford to release the staff to tackle such challenges.

Spread across a 3 month period, with a pick 'n' mix format, companies choose the key topics to tackle, from key performance measures and machine efficiency to production planning and layout improvement.

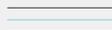
## THE BENEFITS

- ✓ Real cost savings realised quickly
- ✓ Specifically designed for printers with 25 members of staff or fewer
- ✓ Initial diagnostic defines which areas to focus on
- ✓ Increased operational effectiveness in areas that matter to you
- ✓ Modular structure minimises impact on your cash-flow and resources
- ✓ Employees learn problem solving techniques that increase their effectiveness
- ✓ Profits boosted

## COST:

**£750 per day for BPIF members**

£900 per day for non-members





# ENVIRONMENTAL DIAGNOSTIC

**The ViP Environmental Diagnostic is a tool for rapidly gauging the environmental credentials of your business and realising tangible financial benefits from improving environmental efficiency.**

Developed with sustainability experts Envirowise, the process involves a 2 day visit by two environmental assessors to your site. They will undertake a detailed analysis of your waste levels, energy consumption and environmental management scheme. Their findings are then condensed into a summary report specifically tailored to the UK printing industry.

The outcome, which is presented to your staff at the end of the visit, links environmental management with business objectives by identifying realistic cost-reduction projects. Average savings identified by companies having undertaken the Environmental Diagnostic are £300,000 or 1% of turnover (with a range of 0.5% to 2.6%).

**Working with employees from key areas of your business, our environmental experts will:**

- Assess environmental management and resource efficiency against print focussed best practice criteria
- Review the cost of wasted resources and energy
- Agree current environmental performance with client team
- Prioritise improvement projects to save money
- Present feedback to senior managers and discuss next steps to build on findings
- Develop a practical action plan to realise savings at no or low cost

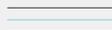
## THE BENEFITS

- ✓ Waste streams and energy usage analysis identifies practical improvements
- ✓ Environmental management and resource efficiency print-sector benchmarked
- ✓ Environmental legislative non-compliance issues highlighted
- ✓ Significant potential cost savings highlighted

## COST:

**£750 per day for BPIF members**

£900 per day for non-members





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