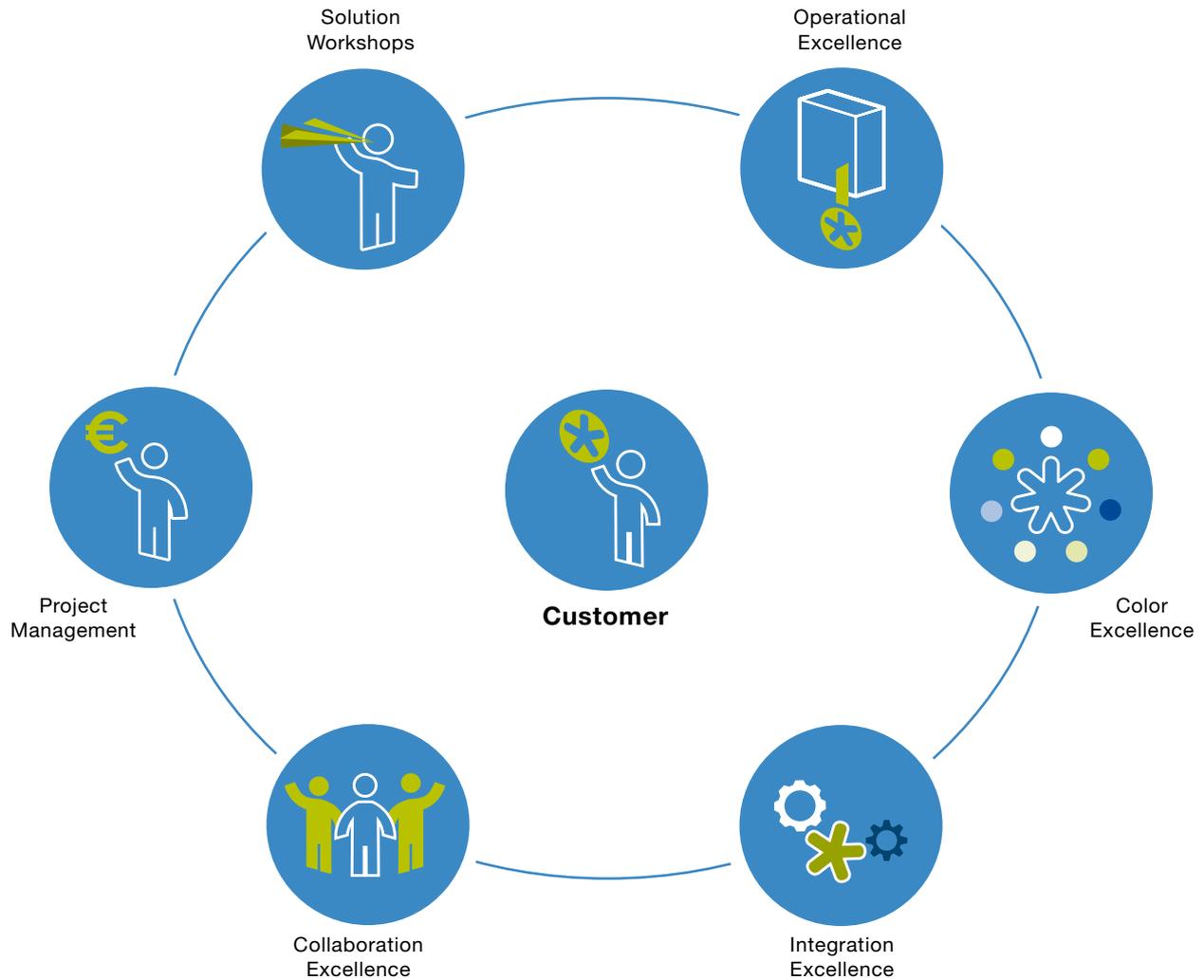




# Improve, Innovate, Integrate

## EskoArtwork Solution Services



## Providing expert knowledge

With over 35 years of innovation in printing and packaging and experience with thousands of implementations, EskoArtwork has built a reputation of providing expert knowledge in process management and optimization, leading edge hardware and software solutions, professional services and training.

## Boosting customer business and ROI

Your success depends on finding ways to work smarter, quicker, and better. EskoArtwork shares its valuable expertise with its customers through a range of Solution Services.

# Tap into EskoArtwork's expertise

Esko's Solution Services help you work smarter, quicker and better.

- **Solution Workshops:** prioritize your projects and opportunities for ROI.
- **Operational Excellence:** enhance prepress and production workflow and effectiveness.
- **Color Excellence:** get color right the first time, every time.
- **Integration Excellence:** connect systems for workflow efficiency.
- **Collaboration Excellence:** streamline collaboration in the packaging supply chain.
- **Project Management:** achieve your projects on time, within budget and at the expected quality.

A 3-step approach to achieve Excellence:



## Solution Workshops

### Prioritize your projects and opportunities for ROI

Esko's Solution Workshops help you uncover process and business enhancement opportunities using the knowledge and expertise of Esko's specialized and experienced solution architects.

#### Benefits

- Reduce costs
- Boost long-term growth
- Improve quality
- Raise productivity
- Improve overall business performance

**Awareness Workshops** are seminars that educate about a new trend or the value of technical solutions, and help you identify opportunities. Our experts conduct seminars on topics like JDF awareness and integration, extended gamut printing, digital printing, print standardization, general print knowledge and much more.

The **Quick Win Workshop** consists of an audit of your current situation followed by a report of the efforts that will most quickly – and significantly – improve operations, quality, costs and business potential. This workshop helps you delineate your areas of greatest impact.

During a **Discovery Workshop** our solution architects review a set of questions with your management team. The purpose is to assist in the process of uncovering business improvement opportunities. The final report and debriefing helps our customer's management teams deploy initiatives for sustainable business improvement.



## Operational Excellence

### Enhancing prepress and production workflow and effectiveness

#### Benefits

- Improve output quality
- Increase operational savings
- Enhance speed-to-market

The **Flexo Excellence Program** helps our customers optimize and standardize their flexo operations. With a focus on productivity, Esko process experts apply a modular approach to streamline your operations and produce exceptionally high quality work:

- Press and plate stability to take full advantage of platesetter investments
- Color consistency (CMYK, Brand and Spot Colors)
- Process and quality optimization

The **Workflow Optimization Program** identifies opportunities for quantitative and qualitative process improvements. Examples are prepress recommendations, press profiles or optimized workflow advice. Upon completion of this program, you will operate under a set of tighter guidelines that help you re-engineer your entire process.



## Color Excellence

### Get color right the first time, every time

#### Benefits

- Save time and money
- Reduce ink consumption
- Increase press stability
- Reduce setup time and waste
- Improve the quality and value of the print

Driven by specific customer conditions, Esko's color and screening experts can help you with a broad range of advanced color management services:

The **Print Standardization Program** helps customers implement and apply uniform procedures and tools to produce quality print output faster and more consistently. In addition, our experts can support you to achieve ISO, GRACoL (General Requirements and Applications for Commercial Offset Lithography) and PSO certification. Customers reduce production cost and increase profits, as a result of standardizing print through this program.

**Custom Multi Color Process Printing (MCP) Program:** Using a fixed set of 5, 6 or 7 inks on the printing press, you will keep the visual identity of the brands' colors intact, boost press up-time dramatically and reduce ink inventory. Esko's Custom Gamut MCP program guides you and your customers to the identification of an optimal multicolor set – and put it into operation. Our process and color experts will perform an on-site assessment of color procedures, plating and printing practices. From there, a prioritized list of quantified improvements is defined. Finally, EskoArtwork will assist in the implementation of color management procedures and controls.

**SpotOn Tuning** is a program to improve the quality of your flexo printing, focusing on screening and output quality. EskoArtwork conducts a detailed analysis of your print quality and implements plug & play improvements, focusing on the best possible screening sets. The program results include

- greater print quality with more reliable color
- cost reduction by producing the same quality work on less expensive substrates.

Other advanced Color Excellence expertise that Esko offers is in the area of **Concentric Screening**, a revolutionary and proven halftone dot technology for offset printing where we guide our customers through a stepwise process to achieve the benefits.

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*Because of digital plates' ability to print highlights and shadows, we have been able to increase our color gamut, more consistently repeating color from one job to the next. With Esko's help, we were able to settle color issues before we go to press and do a better job of meeting customer color expectations. The company is confident that when we go to press, the printed piece will be accurate and require very little tweaking to match the proof.*

*Nick Van Alstine, President, Macaran Printed Product.*



## Integration Excellence

### Connect systems for workflow efficiency

You have invested in different systems and software tools over the years to run your business and deliver customer value. Esko's Integration Excellence services deliver direct connections between design and collaboration tools and 3<sup>rd</sup> party business systems.

### Benefits

- Eliminate duplicate data entry
- Streamline order estimates and processing
- Eliminate risk at human errors
- Reduce costly errors through seamless transfer of critical information
- Break down silos between departments

**ERP/MIS Integration** for packaging and printing workflows consists of Esko's expert services to design, develop and implement a direct integration between your ERP (Enterprise Resource Planning) or MIS (Management Information System) and EskoArtwork's packaging design and collaboration tools (such as ArtiosCAD and WebCenter).

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*The challenge for us is to coordinate the existing multiple hardware and software capabilities in our production departments within a single database. We have been a satisfied customer of EskoArtwork for several years, and it became essential to invest in a solution which streamlined our complex operation.*

*Edoardo Finotti, leader of the Model Innovation and Competence Center (ICC) on successful integration by Model Group of SAP ERP application with EskoArtwork's ArtiosCAD software.*

**JDF Integration for prepress workflows** uses JDF to integrate the prepress workflow, RIPs, imagesetters, presses and finishing equipment with the corporate MIS (Management Information System). JDF, the “common language”, is the industry standard for end-to-end job ticket specifications, developed and promoted by the CIP4 consortium of which EskoArtwork is a member.

Esko JDF-Integration experts define and deploy the integration architecture, geared at achieving substantial process improvements throughout your packaging workflow. By adopting a JDF-enabled architecture, a company can future-proof its integration efforts, as well as ensure a lower total cost of ownership. JDF Integration services help our customers investigate and proceed with interfacing and integrating business processes with the prepress, print and post-press workflow.

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*The original goal was to eliminate duplicate information entries in our separate MIS and production systems. We wanted to reduce errors and increase quality and productivity. In practical terms, we now feel like we're using a single unified system, rather than two interconnected systems. Reliability has taken a huge leap forward – incidents caused by insufficient or inaccurate job preparation have totally disappeared. We're now capable of addressing very demanding and quality-driven customers that we were not in a position to target until this past year. In a troubled economy, we're actually growing our business in the high-end market.*

*Patrick Wack, President, 5/7 Etiquette.*



## Collaboration Excellence

**Streamline collaboration in the packaging supply chain**

### Benefits

- Faster collaboration between different players in the supply chain
- Increased operational savings
- Enhanced speed-to-market

Today, the majority of brand owners are under continuous pressure to launch more products in tighter timeframes. The result? Internal design and product lifecycle management processes suffer from severe time and quality requirements. The effect of frequent updates and multi-disciplinary involvement puts considerable pressure on packaging suppliers.

EskoArtwork's collaboration experts work with you to analyze your current collaboration process with customers and suppliers, develop recommendations to implement a solution that enables web-based collaboration, and streamlines the communication, presentation and exchange of key data, files and information.



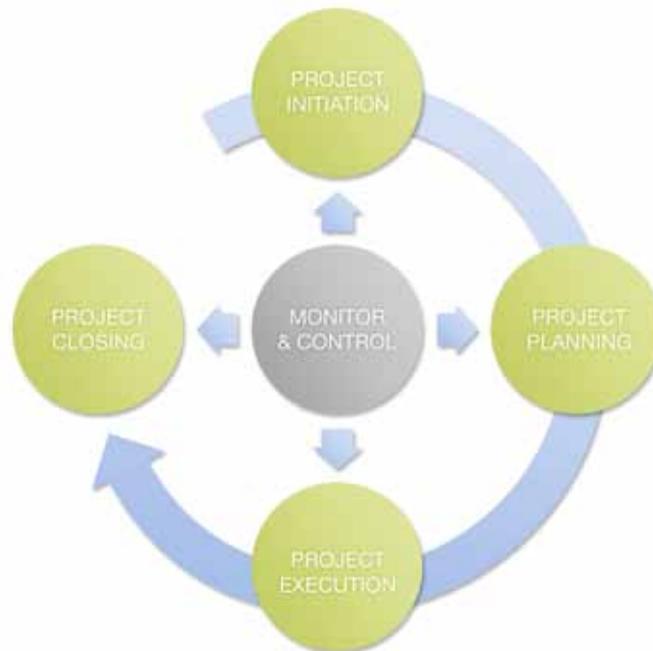
## Project Management

**Achieve your projects on time, within budget and at the expected quality**

From small to more complex projects covering multiple software products and sites, EskoArtwork project management services are a crucial part of any customer project.

### Benefits

- Expertise in implementing EskoArtwork solutions
- A single EskoArtwork point of contact accountable for success
- A neutral party to coordinate activities across your organization
- More efficient use of your time with fewer headaches
- Better management of internal and external participants



Successful projects require skills and organization to define, execute and complete. Because we understand that implementing a solution is much different than installing an individual product, we recommend using our project management services. EskoArtwork project managers ensure that the implementation of your EskoArtwork solution meets your objectives on time, within budget and at the expected quality.