

HEIDELBERG

HEIDELBERG Contracts.
**Added value through
partnership.**



What we offer.

Coordinated services.

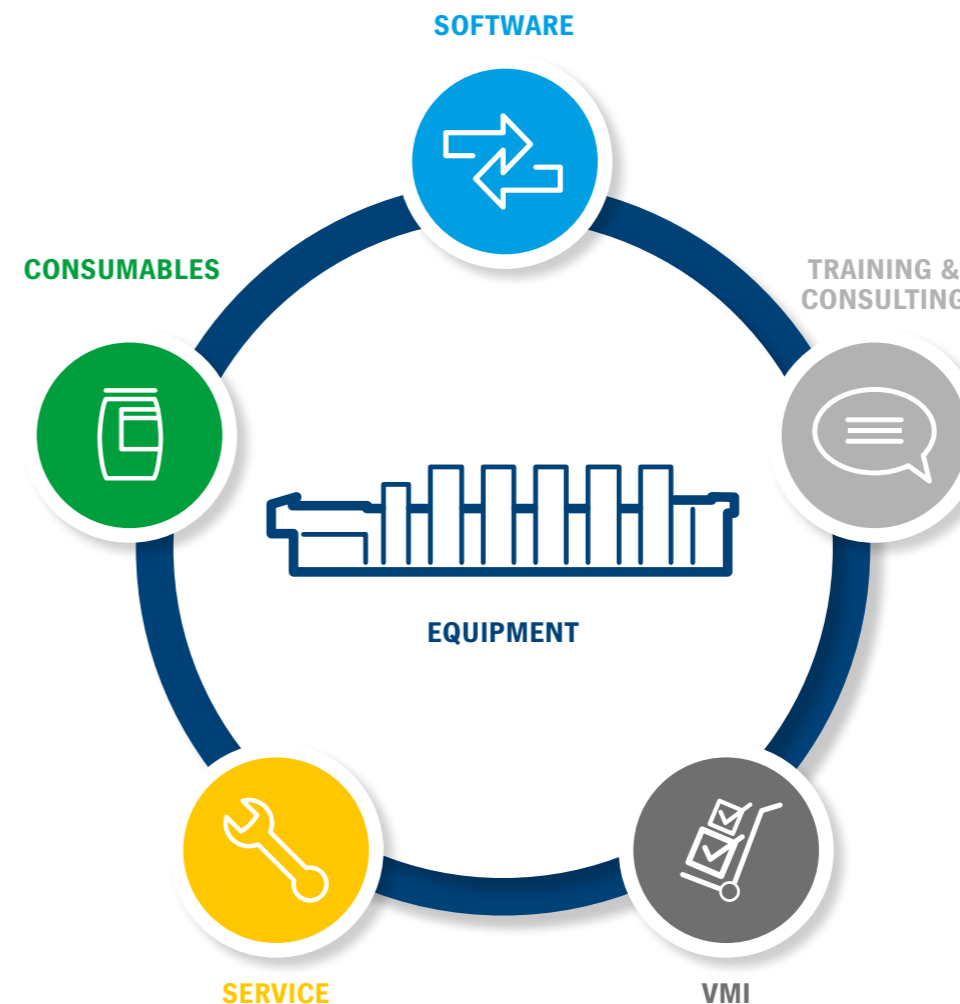
Do you have many different contracts for maintenance and service? Or do you spend a lot of time negotiating with various suppliers? Is your one overriding aim to make your operations more productive and cost-effective? There is an easier way, thanks to HEIDELBERG® Contracts. These combine the best HEIDELBERG products for enhanced success at lower cost.

HEIDELBERG Contracts add a whole new dimension to a partnership with HEIDELBERG. The focus is on boosting the equipment availability and performance of your entire print shop. HEIDELBERG Contracts offer a package of perfectly coordinated products that provides everything you need to operate your equipment on a profitable basis, enabling you to concentrate on driving forward your business.

HEIDELBERG Contracts range from the Lifecycle agreement – with tailored services, consumables, and Prinect®

software – to a Subscription Plus agreement, an all-inclusive package to systematically boost performance. This full package also includes consulting, training, and all the elements for building a complete smart system for industrial print production.

You gain added value from flexible components that can be combined and tailored to your individual needs, going hand in hand to maximize benefits through enhanced overall equipment efficiency and give you more time for your core business. Embrace a new approach to collaboration!




Lifecycle
 Pay-per-month


Subscription Smart
 Pay-per-outcome


Subscription Plus
 Pay-per-outcome

Your benefits. An overview.

HEIDELBERG Contracts have one objective – to boost your efficiency and success. To do this, HEIDELBERG combines previously separate components such as consumables, services, software, consulting, training, and equipment solutions in customized, complete packages.



Lifecycle agreement

Enhanced performance

A single, complete package comprising perfectly designed products optimized for your press to boost performance and offer maximum production quality while also reducing workload and complexity.

Process optimization

Standardization and a product portfolio optimized for HEIDELBERG presses increase productivity. The Prinect workflow automates manual steps and eliminates processes that fail to add value.

Higher productivity

Intelligent, data-based services such as the performance analysis boost machine availability and create transparency regarding your own performance.



Subscription agreement

Defining targets

We work with you to define ambitious targets for your monthly or annual print production based on lower costs per sheet.

Enhanced performance

You receive the consumables, workflow, advice, and service appropriate to your press and benefit from active support in achieving new levels of performance.

Sharing opportunities and risks

If the jointly agreed productivity target is reached, both partners benefit – you and HEIDELBERG.

Scalable packages. **Maximizing benefits.**

You can choose from individual and scalable solution packages with different scopes of services and monthly or outcome-based billing. You decide which services you wish to use to drive up your performance and overall equipment efficiency. HEIDELBERG puts together the ideal solution package and helps you with the implementation process.



Compact package with a major impact. Lifecycle.

Everything you need for highly productive and stable printing, combined in a single solution – consumables, services, and software for reduced administration and complexity and including monthly billing, depending on the range of services required.

Perfectly matched consumables and supplementary services such as color management and application consulting ensure stable production while maintaining consistently high quality. You also benefit from reduced paper waste and shorter makeready times. Digital services such as Performance Benchmarking and Performance Advisor provide clarity about how you're doing compared to your competitors and how you can become one of the best. The Prinect workflow enables you to automate manual steps.

At the same time, we relieve you of time-consuming tasks, giving you more time to focus on your customers and business.

Consumables

- Higher production speeds and stable quality – thanks to Saphira® consumables.

- Developed and tested for HEIDELBERG equipment and carefully selected for your requirements by experts – for shorter makeready times and maximum performance.

Service

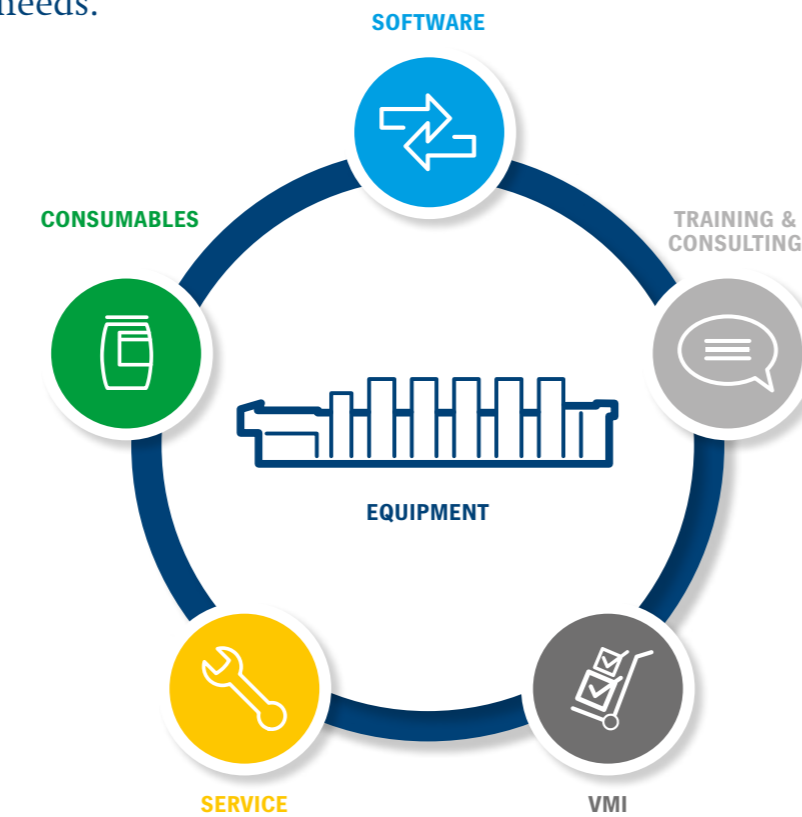
- Maximum machine availability thanks to professional maintenance and preventive measures.
- Fast response times thanks to worldwide service support and original service parts logistics.

Prinect software

- Industrial automated production thanks to intelligent integration of key processes in your print shop.
- Reduced touchpoints and throughput times for maximum output.
- Valuable insights into your business thanks to access to commercial and production data and analyses.

HEIDELBERG Contracts. Services at a glance.

The entire HEIDELBERG portfolio aims to make you more competitive. We help you make the right choices and support you in putting together the optimum solution package for your needs.



Our solution packages include the following products:

- ### Consumables
- Printing plates & CtP
 - Inks & coatings
 - Blankets
 - Rollers
 - Pressroom chemicals
 - Pressroom supplies

- ### Training & Consulting
- Performance data
 - Performance Benchmarking
 - Onsite evaluation
 - Onsite consulting
 - Prinect training
 - Press training
 - Postpress training
 - User and maintenance training

- ### VMI (Vendor Managed Inventory)
- Warehouse management
 - No capital commitment
 - Fast delivery times
 - No storage risk (e. g. shelf life)
 - Everything from a single source

- ### Services
- Print color management
 - Netprofiler
 - Remote agreement
 - Maintenance agreement
 - Labor agreement
 - Full Service agreement

- ### Software
- Prinect Production Manager
 - Prinect® Business Manager
 - Prinect Smart BI

Successful together through a strong partnership.

Our **customized solutions** comprising software, service, consulting and training as well as consumables and equipment **increase the productivity and effectiveness** of your print shop.

Thanks to the **strong partnership** with HEIDELBERG, you can concentrate on the essentials - your customers.

Full package for greater productivity. Subscription Smart & Plus.

Our Subscription packages build on the Lifecycle agreements to ensure you can benefit from an end-to-end system for industrialized print production. Billing is based on an agreed monthly print volume. This gives you certainty and is an example of how we support you to make your business even more competitive.

HEIDELBERG Subscription gives you easy access to a fully integrated print production system. Instead of purchasing individual services, you pay for an agreed monthly print volume. You set your productivity targets in conjunction with HEIDELBERG.

If these targets are met or exceeded, both you and HEIDELBERG benefit. HEIDELBERG provides an end-to-end system for industrial production, including consulting, expert know-how, and training. We take care of areas such as procurement management and training your staff, while helping you ensure your printing process runs optimally.

This gives you flexibility and an invaluable tool that frees you up to focus on successfully developing your business.

Equipment

- New technologies from HEIDELBERG such as Push to Stop, enable you to shorten job changes and throughput times.
- End-to-end networked processes and intelligent machines ensure maximum productivity and cost efficiency.
- Optimum performance no matter who is operating the equipment thanks to autonomous or navigated printing.

Training & Consulting

- Systematic and targeted training of your workforce to get the most out of your equipment.
- Consistently high quality thanks to optimized machine settings.

Vendor Managed Inventory (VMI)

- Inventory management of the agreed consumables at your site to always ensure that all materials are available.

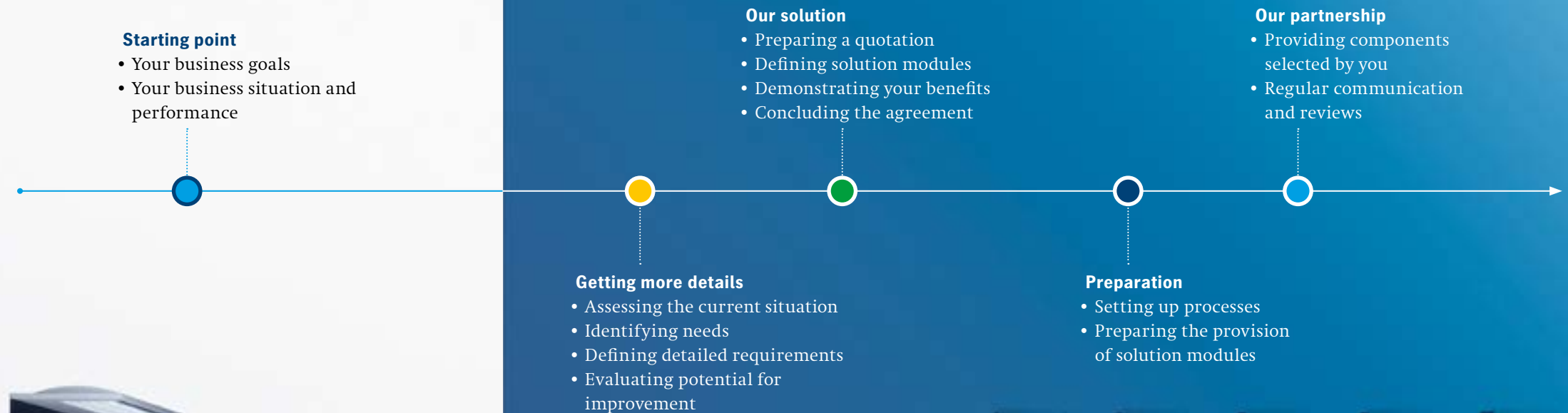
Hand in hand with HEIDELBERG. How the partnership works.

Boost your productivity and quality with HEIDELBERG Contracts tailored to your precise needs – and a strong partner you can rely on.

First, we take a look at your business needs, targets, and current situation. The more comprehensive our appraisal, the better we can create tailor-made solutions for you.

That's why we collect information about the consumables used, current consumption, and costs. We also record the key press performance indicators to determine your contract package needs.

Next, we produce a tailored solutions portfolio for you and agree a monthly consumption- or outcome-based package price. After concluding the agreement, we introduce the necessary measures and work closely with you on the road to greater profitability.



Added value. Digital services.

HEIDELBERG Contracts give you 24/7 access to a wide range of additional digital services via our HEIDELBERG Customer Portal. These include training content, the HEIDELBERG eShop, information, analyses and recommendations about the availability and performance of your press.

HEIDELBERG Customer Portal

The digital customer portal simplifies and speeds up workflows in administration, production, management, and procurement. It offers access to all the information and services you need to ensure efficient operations.



Online Training

The expertise of HEIDELBERG, covering everything from prepress to postpress, is available at the click of a mouse at all your sites. Your operators have the correct know-how at their fingertips to boost quality and productivity.

Maintenance Manager

This cloud-based application creates transparency regarding maintenance status and work required on your equipment. Using the digital workflow, you achieve high machine availability with minimal effort.

Vendor-Managed Inventory

The vendor-managed inventory solution from HEIDELBERG manages the entire logistics chain for consumables. This needs-based planning enhances your flexibility and means less capital is tied up.

Performance Services

Using KPIs such as throughput times, paper waste, and cost, you see at a glance how you're doing compared with your competitors (Performance Benchmarking). You can identify problem areas early on and put in place targeted improvement measures – for example, by using the recommendations from the Performance Advisor online tool.

Publishing information

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Simply get in touch. Talk to HEIDELBERG.

You and your company's success are our prime focus. We want to understand your business goals and requirements so that we can provide you with the best service. This enables us to devise the perfect solution for you.



For further information, go to:

➔ [heidelberg.com/contracts](https://www.heidelberg.com/contracts)



We look forward to hearing from you so we can explore the possibilities further, compile your customized offer, and answer any questions you might have about HEIDELBERG Contracts.

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