

# Digitalni tisk danes

Admir Joldič

Vodja programa produkcija

Xerox Slovenija d.o.o.



# Korporacija Xerox

Sedež:

*Norwalk, Connecticut, USA*

Zaposleni:

*65.000, s prevzemom ACS 130.000*

CEO:

*Ursula M. Burns*

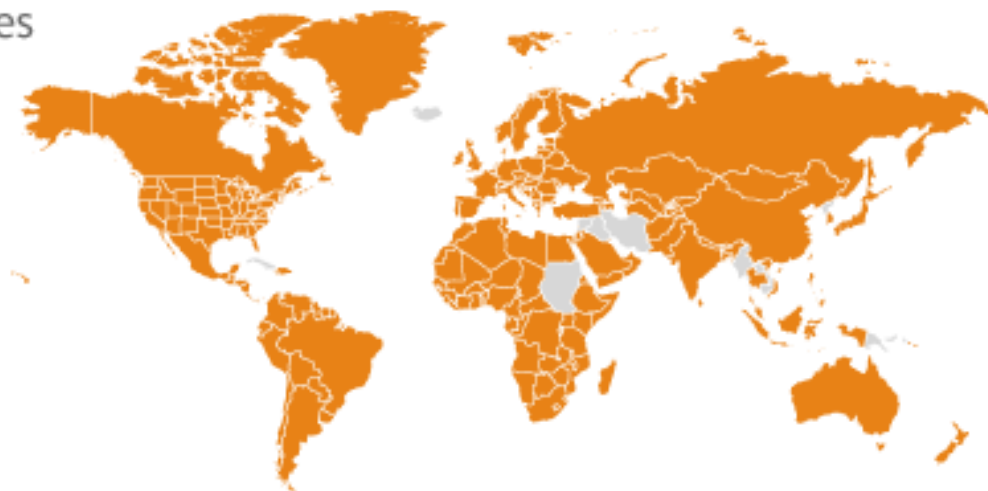
Letni promet v 2009:

*15.2 mlrd USD*



# Korporacija Xerox

160 countries



# Xerox po regijah

## ■ North America

- Canada
- United States

## ■ Developing Markets

- Africa
- Eastern Europe
- Latin America
- Middle East
- South Asia
- Russia

## ■ Fuji Xerox (joint venture)

- Asia Pacific
- Australia
- New Zealand

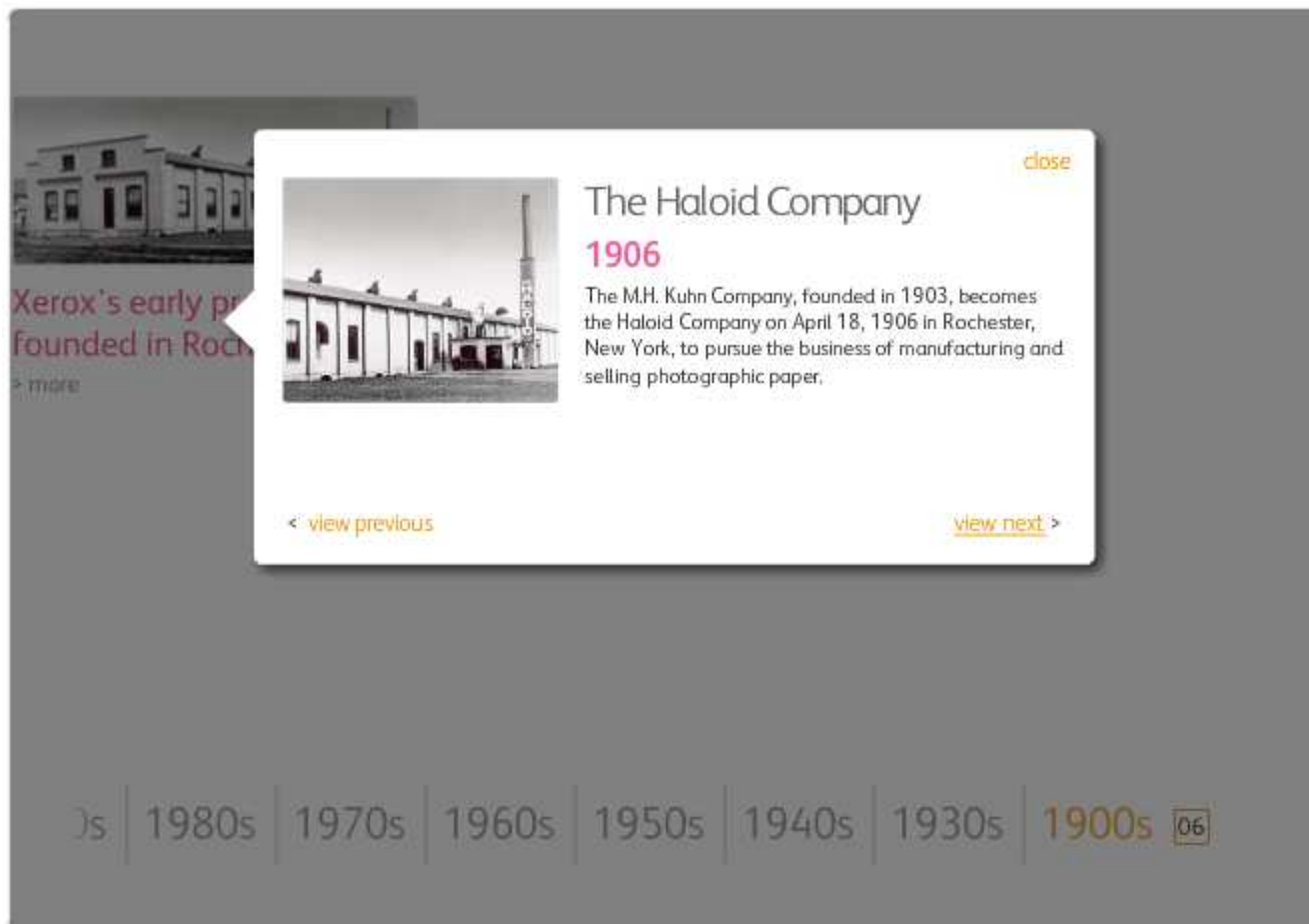
## ■ Europe

- Austria
- Belgium
- Denmark
- Finland
- France
- Germany
- Greece
- Holland
- Italy
- Norway
- Portugal
- Spain
- Sweden
- Switzerland
- UK





# Zgodovina Xeroxa 1906-2010



The screenshot shows a digital timeline interface. A central white card is displayed over a dark grey background. The card features a small image of a factory building on the left. To the right of the image, the text reads: "The Haloid Company" in a large font, followed by "1906" in a smaller, pink font. Below this, a paragraph states: "The M.H. Kuhn Company, founded in 1903, becomes the Haloid Company on April 18, 1906 in Rochester, New York, to pursue the business of manufacturing and selling photographic paper." The card has a "close" button in the top right corner. At the bottom of the card, there are navigation links: "< view previous" on the left and "view next >" on the right. Below the card, a horizontal timeline is visible with decade markers: "0s", "1980s", "1970s", "1960s", "1950s", "1940s", "1930s", and "1900s". The "1900s" marker is highlighted with a small box containing the number "06".

Xerox's early pr  
founded in Roc  
- more

[close](#)

The Haloid Company

**1906**

The M.H. Kuhn Company, founded in 1903, becomes the Haloid Company on April 18, 1906 in Rochester, New York, to pursue the business of manufacturing and selling photographic paper.

[< view previous](#) [view next >](#)

0s | 1980s | 1970s | 1960s | 1950s | 1940s | 1930s | 1900s **06**

# Zgodovina Xeroxa 1906-2010



## Haloid Company Stock

1936

In order to raise funds for purchase of the Rectigraph Company, the Haloid Company issues its first offering of public stock on September 16.

close

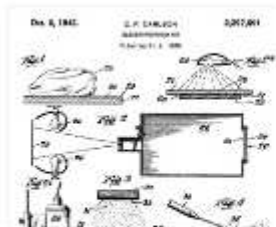


## First Xerographic Image

1938

Inventor Chester Carlson, pursuing the concept of electrophotography in his spare time, makes the first xerographic image in his Astoria, Queens, New York City lab — a handwritten notation of "10-22-38 ASTORIA".

close



## Electrophotography Patent

1942

Chester Carlson receives U.S. patent No. 2,297,691 on October 6 for electrophotography — later called xerography — the technology that will revolutionize the world of document imaging.

close



## Xerography and Xerox

1948

Xerography is formally announced on October 22 at the Optical Society of America Annual Meeting in Detroit, Michigan — the same year the word "Xerox" is trademarked for future use.

close



## Xerox Corporation

1959

The fast, economical Xerox 914 — the first automatic, plain-paper commercial copier — is announced to the public on September 19 in a televised demonstration and subsequently revolutionizes the industry.

close

## Automatic Duplex

1970

We introduce two-sided copying, which reduces paper costs, saves time previously spent reinserting pages, saves paper storage space and lessens the environmental impacts of making and using paper.

close

# Zgodovina Xeroxa 1906-2010



## Ethernet

1973

An internal memo coins the term 'Ethernet' to describe a proposed system of interacting workstations, files and printers, linked via coaxial cable within a local area network, which components can join or leave without disturbing data traffic.

close



## PC Innovations

1974

Xerox PARC terms its cut-and-paste bitmap editor as 'WYSIWYG'; demos Bravo, the word-processing program that leads to Microsoft Word; and introduces device-dependent imaging, which enables page description languages like Postscript.

close



## Xerox.com

1986

Foreseeing the tremendous growth and utility of the Internet, we register www.xerox.com — the seventh '.com' top-level domain name to be registered with the Department of Defense.

close



## Alto Personal Computer

1973

Xerox PARC prototypes Alto — the world's first personal computer — with the first 'what-you-see-is-what-you-get' (WYSIWYG) editor, first commercial use of a mouse, graphical user interface (GUI) and bit-mapped display.

close



## GUI

1975

Xerox PARC debuts the first graphical user interface (GUI), which uses icons, pop-up menus and overlapping windows with simple point-and-click control — an innovation that will dramatically influence PC interface design.

close



## 50 Series for 50 Years

1988

Fifty years after Chester Carlson produced the first xerographic image in his Astoria, Queens, New York lab, our 50 Series copiers launch to recognize his game-changing achievement.

close

# Zgodovina Xeroxa 1906-2010



## The Document Company

1994

A partially digitized red "X" makes its debut as the new corporate symbol in red — a change from blue — supported by a signature underscoring our leadership position: The Document Company — Xerox®

close



## Touch-Screen Technology

1995

Anticipating the handheld device explosion of the following decade, Xerox PARC-developed technology that enables simple, single-stroke touch-screen input for palm-sized devices is patented.

close

## Solid Ink Printing

2000

We launch the Phaser 850 color printer — our first to utilize non-toxic, cost-saving solid ink technology — and raise the bar for office color printing with brilliant quality prints at a market-leading 14 pages per minute.

close



## XMPie

2006

Adding to our business solutions portfolio, we acquire XMPie, a leading provider of variable information software, which enables personalized marketing programs across print, web, email and more.

close



## New Corporate Identity

2008

Our new logo features the Xerox name in vibrant red, all-lowercase type, adjacent to a spherical symbol with lines that form an "X" to represent our connection to customers, partners, industry and innovation.

close



## ColorQube™ Multifunction Printer

2009

Combining our advanced multifunction product leadership and proven solid ink technology, the ColorQube 9200 series delivers breakthrough business advantages in cost, speed, ease of use and sustainability.

close



# Zgodovina Xeroxa 1906-2010



The screenshot shows a digital timeline interface. A central white card is highlighted, displaying the ACS logo (a stylized 'A' with a red triangle) and the text 'A XEROX Company'. To the right of the logo, the text reads: 'Xerox acquires Affiliated Computer Services, Inc. (ACS) 2010'. Below this, a paragraph states: 'By purchasing ACS, the worlds largest diversified business process outsourcing (BPO) firm, we become a \$22 billion global leader in business process and document management.' Navigation links include '< view previous' and 'view next >'. A 'close' button is in the top right corner of the card. At the bottom of the interface, a horizontal timeline shows decades from '2010s' to '1940s', with '2010s' selected and highlighted with a small square icon.

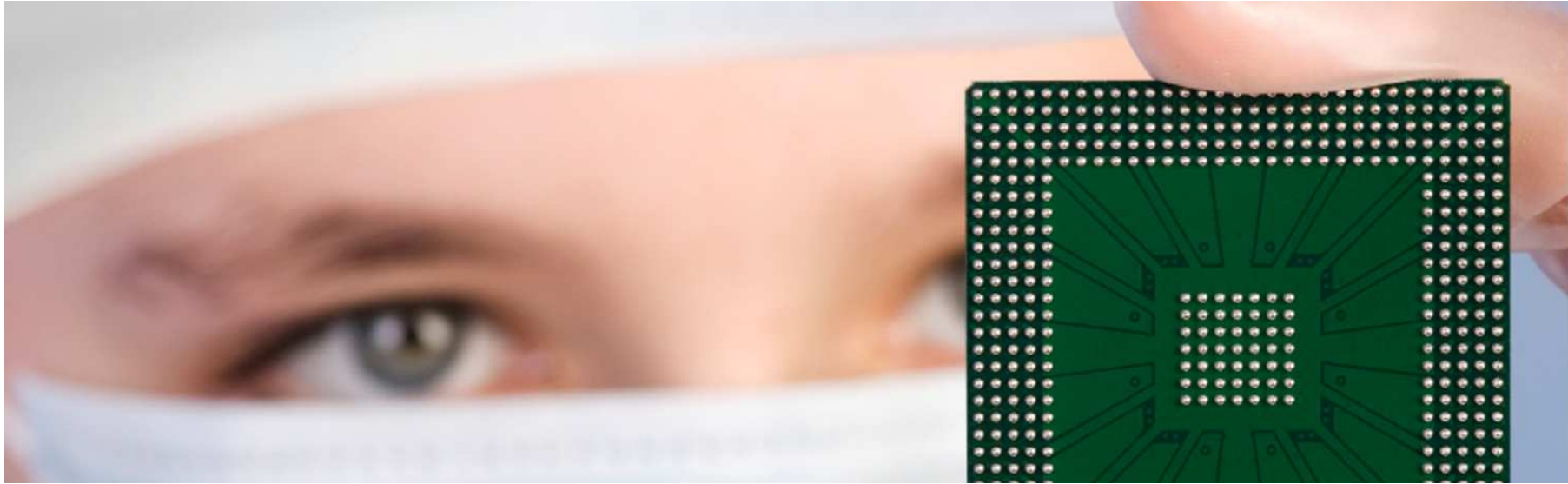
Xerox acquires Affiliated Computer Services, Inc. (ACS) 2010

By purchasing ACS, the worlds largest diversified business process outsourcing (BPO) firm, we become a \$22 billion global leader in business process and document management.

< view previous view next >

2010s 10 | 2000s | 1990s | 1980s | 1970s | 1960s | 1950s | 1940s

# Naša vlaganja v inovacije



Innovation keeps us in the forefront of our industry.

- Broadest portfolio of documents systems, software and solutions in industry.
- Five percent of revenue dedicated to R,D&E.
- 55,000 worldwide patents\*.
- Four R&D centers: U.S., Canada, Europe.

We received the U.S. National Medal of Technology, "recognizing over fifty years of innovation..."



\*Earned in partnership with Fuji Xerox



# Xerox Slovenija



Ustanovitev: 1994

Sedež: Bravničarjeva 13, Ljubljana

Število zaposlenih: 18

Način poslovanja: Partnerska mreža, Distribucija, Direktna prodaja

Lastništvo: Xerox LTD.

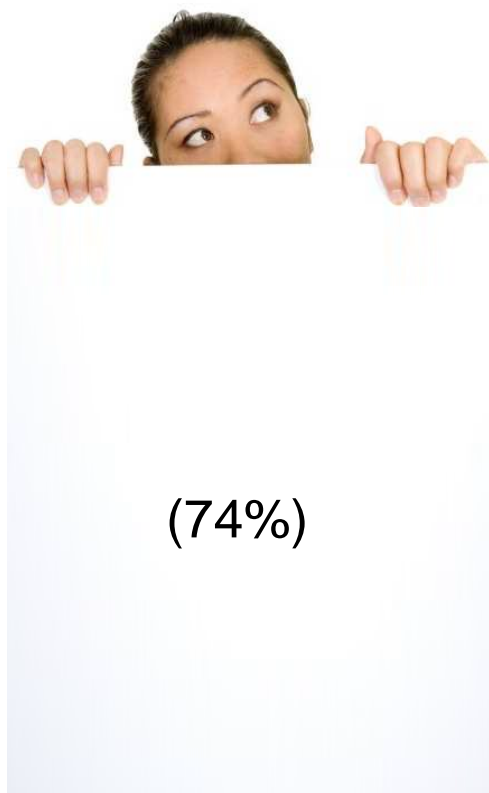
Rast 2009-2010: 23%

# Glavne usmeritve





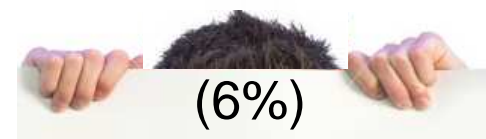
# Kako vidimo gospodarsko situacijo danes?



Stanje se izboljšuje

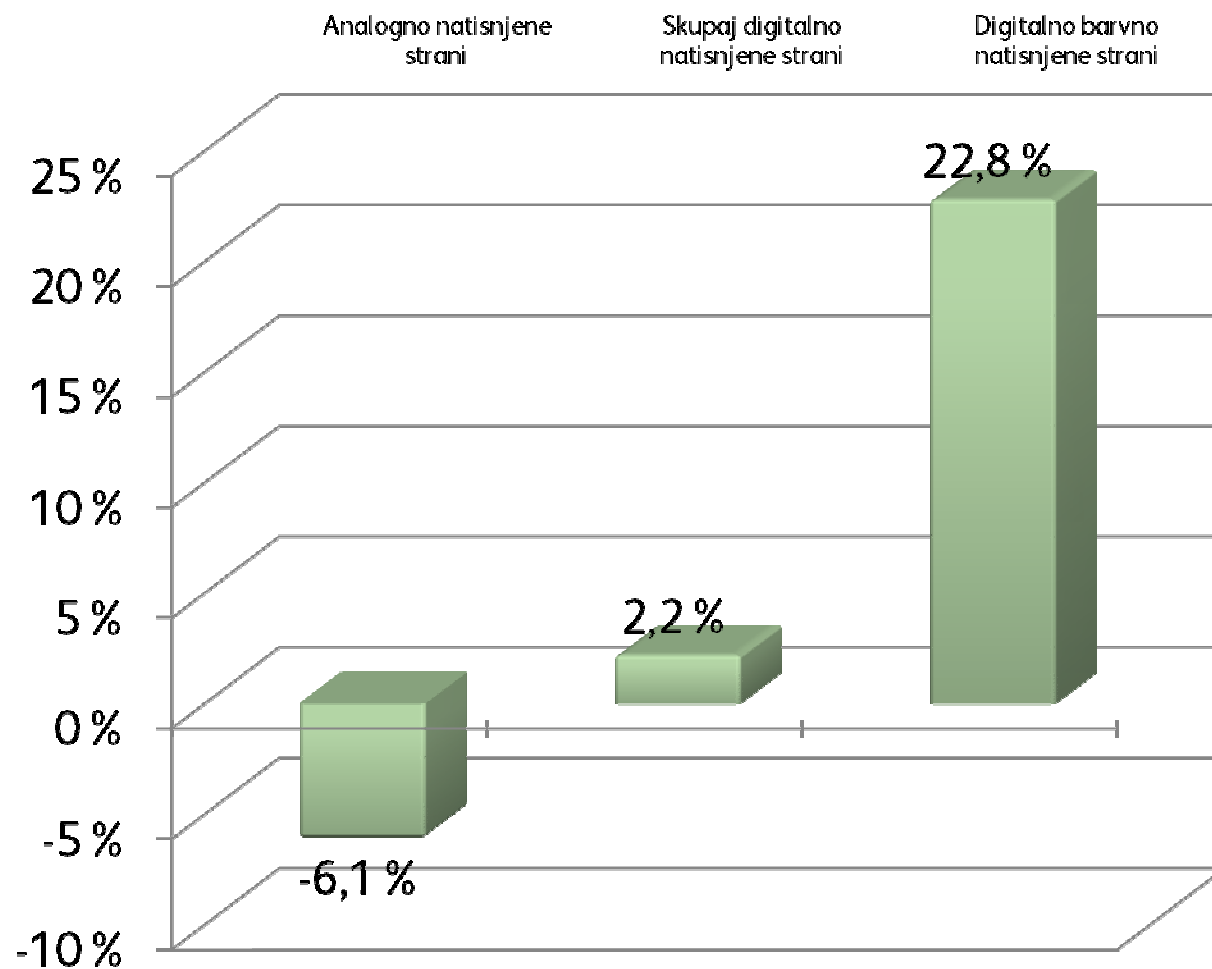


Smo na dnu



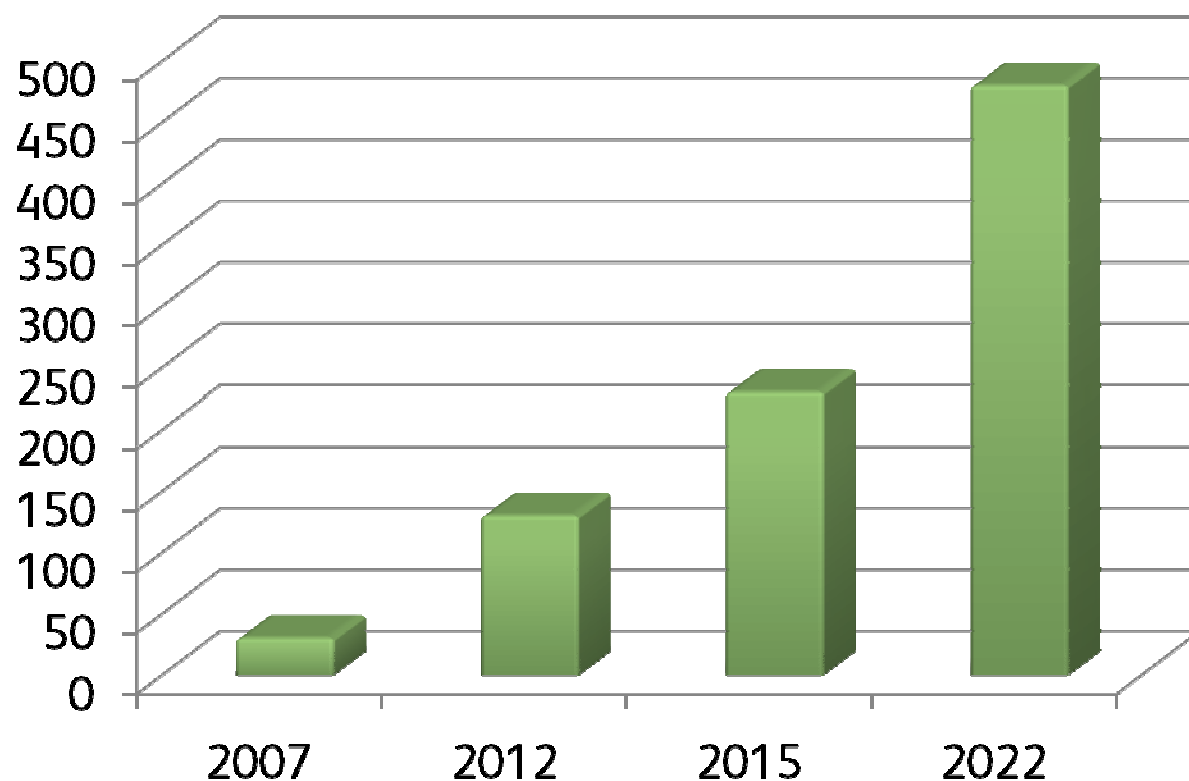
Gre na slabše

# Smernice – Prihodnost je digitalna?



Rast digitalnega tiska v 2008-2009 in upad analognega.

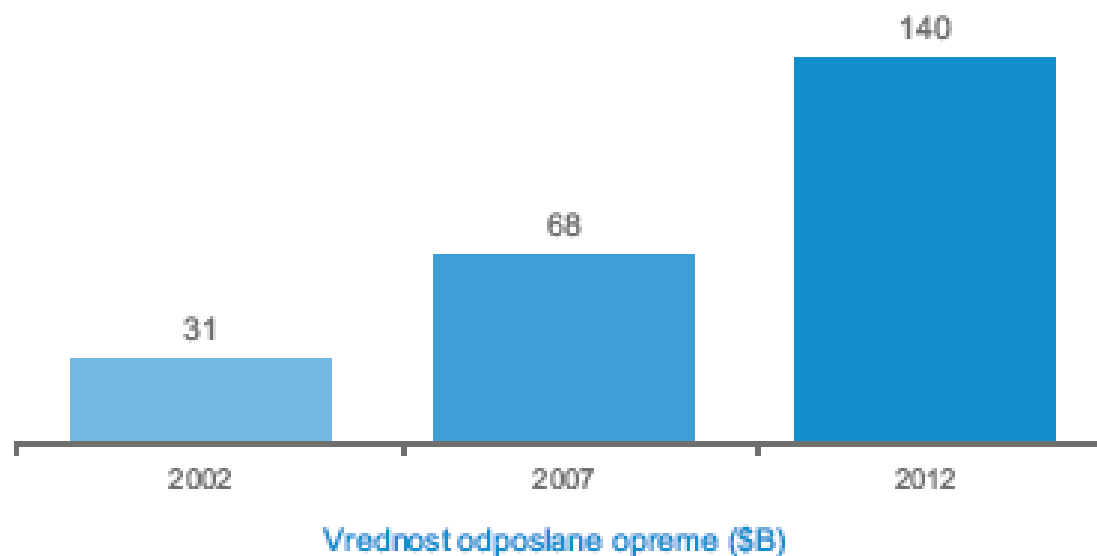
# Smernice – Prihodnost je digitalna?



Predvidena 100-bilijonska rast digitalno natisnjenih barvnih strani do leta 2012. Vir: Caslon

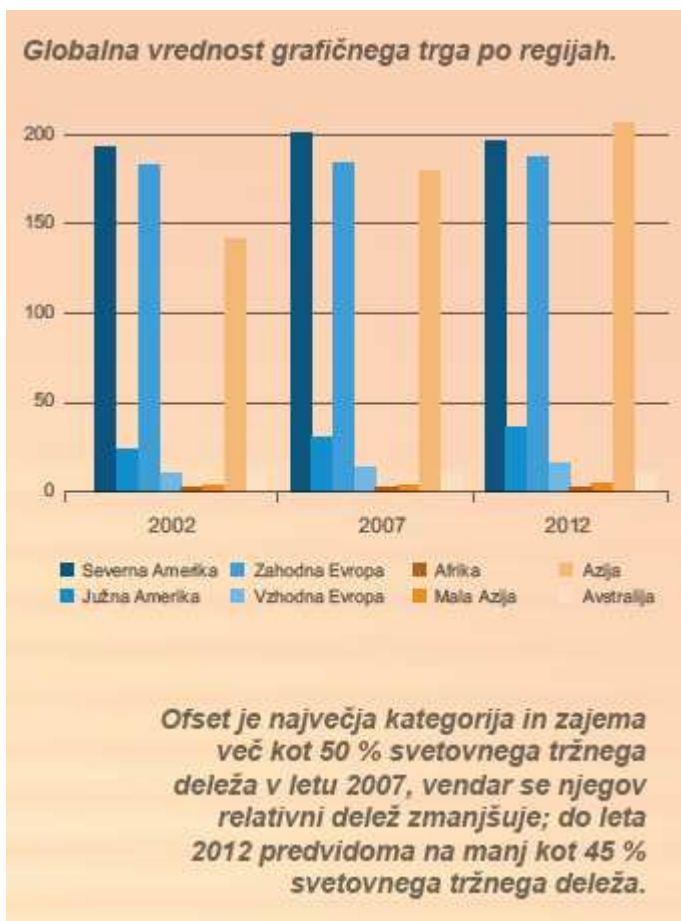
# Smernice – prihodnost je digitalna?

*V letu 2007 je bila skupna tržna vrednost digitalnega tiska 53,9 milijarde evrov, torej za 122 % več kot leta 2002. Pričakuje se, da se bo ta vrednost podvojila v naslednjih petih letih.*





# Smernice – prihodnost je digitalna?

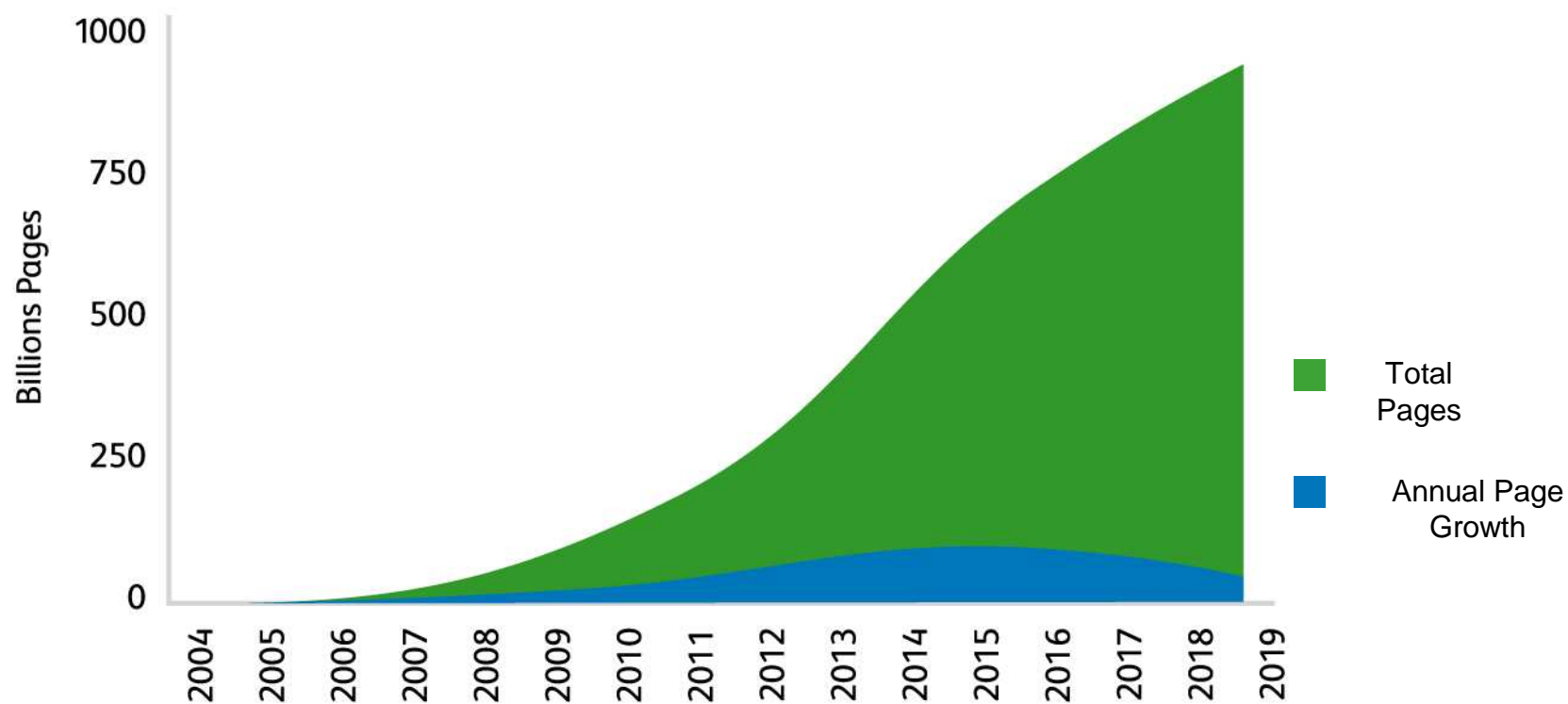


Da bi razumeli dramatične spremembe v grafični industriji, moramo najprej razumeti, kako je strukturirana.

Po podatkih agencije za svetovanje na področju grafične industrije – Pira Internacional je globalni grafični trg ocenjen na več kot 491 milijard evrov v letu 2007 in se bo predvidoma povečal samo za 5,5 odstotka, na 518 milijard evrov do leta 2012 v stalni valuti .

# Smernice – Prihodnost je digitalna?

Do 2013: 100 mlrd novih strani letno



Source: Caslon 2007

# Zakaj rast Digitalnega tiska?

## Manjše naklade / krajši roki



Več kot 48 % tiskarn zaznava vse manjše naklade. Vir: NAPL

Danes 78 % vseh barvnih naročil šteje manj kot 5000 kosov.

Vir: Strategies for Management Commercial Print

59 % tiskarn občuti pritisk krajših rokov. Vir: NAPL

24-urna realizacija večine naročil je nekaj povsem običajnega. Vir: Interquest

## 1:1 marketing



V 28 % predstavlja dodano vrednost. Vir: InfoTrends / CAPV June '04

Danes je 30 % digitalnih barvnih tiskovin personaliziranih oziroma variabilnih. Vir: Interquest  
V 54.4 % je digitalni tisk variabilen,

1:1 marketing je v letu 2009 ključnega pomena za investicije tiskarn v digitalni tisk. Vir: NAPL  
V 47.1 % je neposrednega naslavljanja v digitalnem tisku v letu 2009 ključnega pomena za investicije tiskarn v digitalni tisk. Vir: NAPL

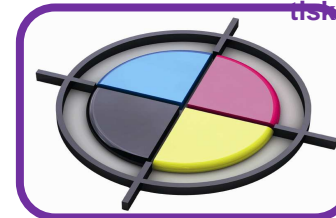
## Spletna orientiranost



30 % ponudnikov tiskovin ponuja tudi spletno naročanje oziroma spletni tisk. Vir: InfoTrends / CAPV

18 % več naročil letno je oddanih prek spletnih vmesnikov. Vir: InfoTrends / CAPV

## Rast barvnega digitalnega tiska



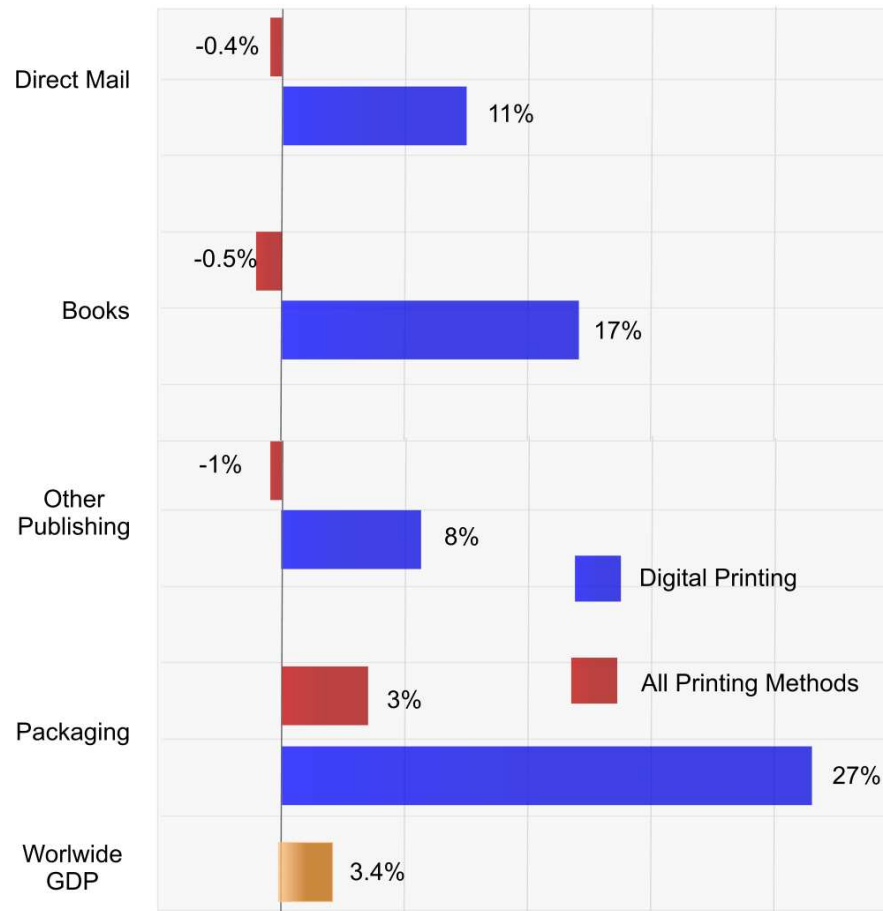
Rast digitalnega produkcijskega tiska v zahodni Evropi je predvidena z 21 bilijonov izpisanih strani v letu 2007 na več kot 215 bilijonov strani do leta 2015.

Vir: Caslon & Company  
Do leta 2012 je predviden delež skupaj globalno izdelanih tiskovin več kot 21 %, v letu 2007 je ta znašal 11 %. Vir: Pira International

Delež dobička od vseh prihodkov se je od leta 2006 dvignil s 14 na 22,4 %, v letu 2010 še vedno raste skupaj z vse večjim obsegom naročil in posledično več prihodki.

Vir: NAPL

# Projekcije rasti digitalnega tiska



## Projected Annual Growth Rate For Printed Products 2005-2015:

- Among major print applications, only Packaging is forecast to keep pace with GDP
- Digital printing is a growth opportunity everywhere... especially packaging

Sources:  
PIRA, 2006  
Caslon & Co., 2006  
US Government, 2006



# Smernice – prihodnost je digitalna?

## Explozivna rast v barvah

1. Največja rast v Severni Ameriki in Evropi
2. V 2007 barvni digitalni tisk doživel 40% porast, na več kot 30 mlrd natisnjenih strani v S. Ameriki in več kot 21 mlrd v zahodni Evropi
3. V 2012 se pričakuje porast na več kot 145 mlrd strani v S. Ameriki in več kot 100 mlrd natisnjenih strani v zahodni Evropi
4. Črno/beli tisk je še vedno sposoben preživeti in najti tržno nišo

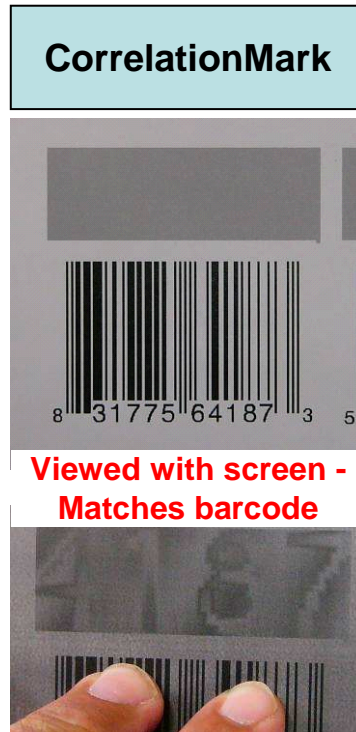


# Enostavna možnost zaščite aplikacij v digitalnem tisku

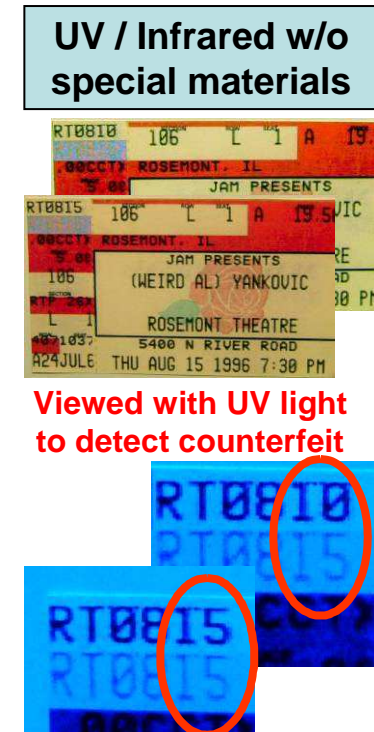
Xerox has a portfolio of digital printing features that are:

- Difficult to duplicate or counterfeit
- Adds no cost to the printing process
- Fully variable to suit run length as short as unit of 1

Roughly 7% to 8% of world trade every year is in counterfeit goods  
**Interpol**



Viewed with screen -  
Matches barcode



Viewed with UV light  
to detect counterfeit

# Najbolj rastoči trgi

## Digitalni tisk embalaže

Se uporablja v farmacevtski in kozmetični industriji, kjer je tako omogočen tisk »na zahtevo« in personaliziranih podatkov, kot so posebne informacije za kupce, klinična testiranja, profesionalni testni vzorci in podobno.

Pričakovana rast v tem delu je s 580 milijonov v letu 2005 na 6 milijard dolarjev do leta 2015.



# The Solution:

Stora Enso  
**Gallop**  
Powered by Xerox

- Critical Customer Requirements:**
- Enhanced light fastness (magenta)
    - Aqueous coating
  - Automated back end to minimize manual operations



**Stora Enso Gallop  
DC58 Die Cutter**

**Xerox iGen4  
Digital Production  
Press**

**Epic CTi-635 Inline  
Coater**

**Stora Enso Gallop  
Buffering Stacker  
Line**



# Najbolj rastoči trgi

## Trg foto aplikacij

Je eden najbolj rastočih v zadnjih letih. V času, ko tudi na področju fotografije prevladuje digitalna tehnologija, je čedalje več povpraševanja po fotoknjigah, koledarjih, ...

Ponudniki storitev digitalnega tiska s pomočjo interneta in drugih vmesnikov ponujajo preprost način ustvarjanja fotoizdelkov.

Raziskave podjetja InfoTrends kažejo na to, da se bo ta trg večal za slabih 25 % do leta 2012.



# Kako prodati digitalni tisk?





Prodajati je treba rešitve!

Namesto prostih kapacitet  
vaših strojev - **kupcem**  
**prodajajte rešitve njihovih**  
**problemov!**

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Mitja Košak: Solos  
d.o.o.



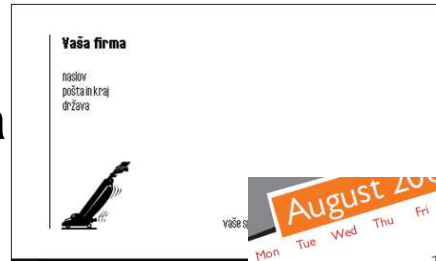
Novosti, izboljšave, ...!

»Hitrejši stroji in boljša organiziranost zdaj niso več najpomembnejši, konkurenci prehovajo tisti, ki kupcu ponudijo novost, izboljšani izdelek, ne glede na to, na katerem stroju je narejen.«

Mitja Košak: Solos  
d.o.o.

# Variabilni tisk – kaj to je?

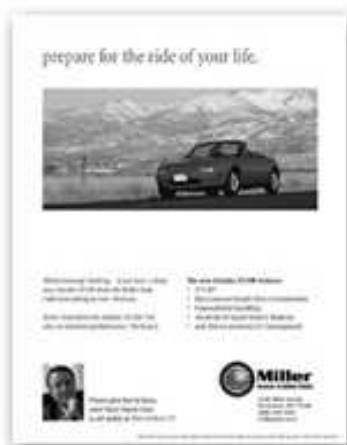
- Naslov na kuverti?
- Naslov na dopisu?
- Dotisk bar kode, serijske številke?
- Transakcijski tisk?
- Slikovna personalizacija



Številka v državi	Znesek v dinarju	Ime in kraj plačila
+12V 00042272386	62,00	ACD-NEVDOR-PLAČ. 12 KRALJ. D
+12V 00042293082	902,40	ACD-NEVDOR-PLAČILA 22
+12V 00042561061	10,96	ZAKOD ZA ZDRAVSTVENO ZAJMA
7010093099999	0,92	OB. RIJAL DORISTI 30.09.10
+CMS CLT2-1002791090		POS nakup SUPERMARKET BRD
+CMS CLT2-1002830692	11,45	POS nakup INTERSPAN VIC 1
+CMS CLT2-1002647642	33,96	POS nakup BRANA VELENCIJS
+CMS CLT1-1002891600	9,82	Bankomat dolg NAZIVAN 12
+CMS CLT2-1002835467	70,00	POS nakup PE MUELLER HUBO
+CMS CLT2-1002876702	13,93	POS nakup LEKARNA L2 PE 5
+CMS CLT2-1002880204	9,22	POS nakup SUPERMARKET BRD
+12V 00042469930	9,37	ZAVRHOVALEVNICA MARIBOR 8
+12V 00042461192	50,00	TRILAV 22. d.d.
+CMS CLT2-1003042147	23,89	KOPER
+CMS CLT2-1003058173	16,95	POS nakup NAM SHOP CI 206 LJUBLJA
+CMS CLT2-1003051614	30,58	POS nakup INTERSPAN VIC LJUBLJANA
+CMS CLT2-1003083915	14,46	POS nakup Rotter Ljubljana - PIZ. L
+CMS CLT2-1003084137	26,90	POS nakup TRIZESKI SALON SIMPLE 3
7010093099992	11,98	POS nakup SUPERMARKET BRD LJUBLJA
	1,99	Številki vodenja računa
		30.09.2010



# Moč personalizacije



1



2

Plus  
44%



3

Plus  
45%



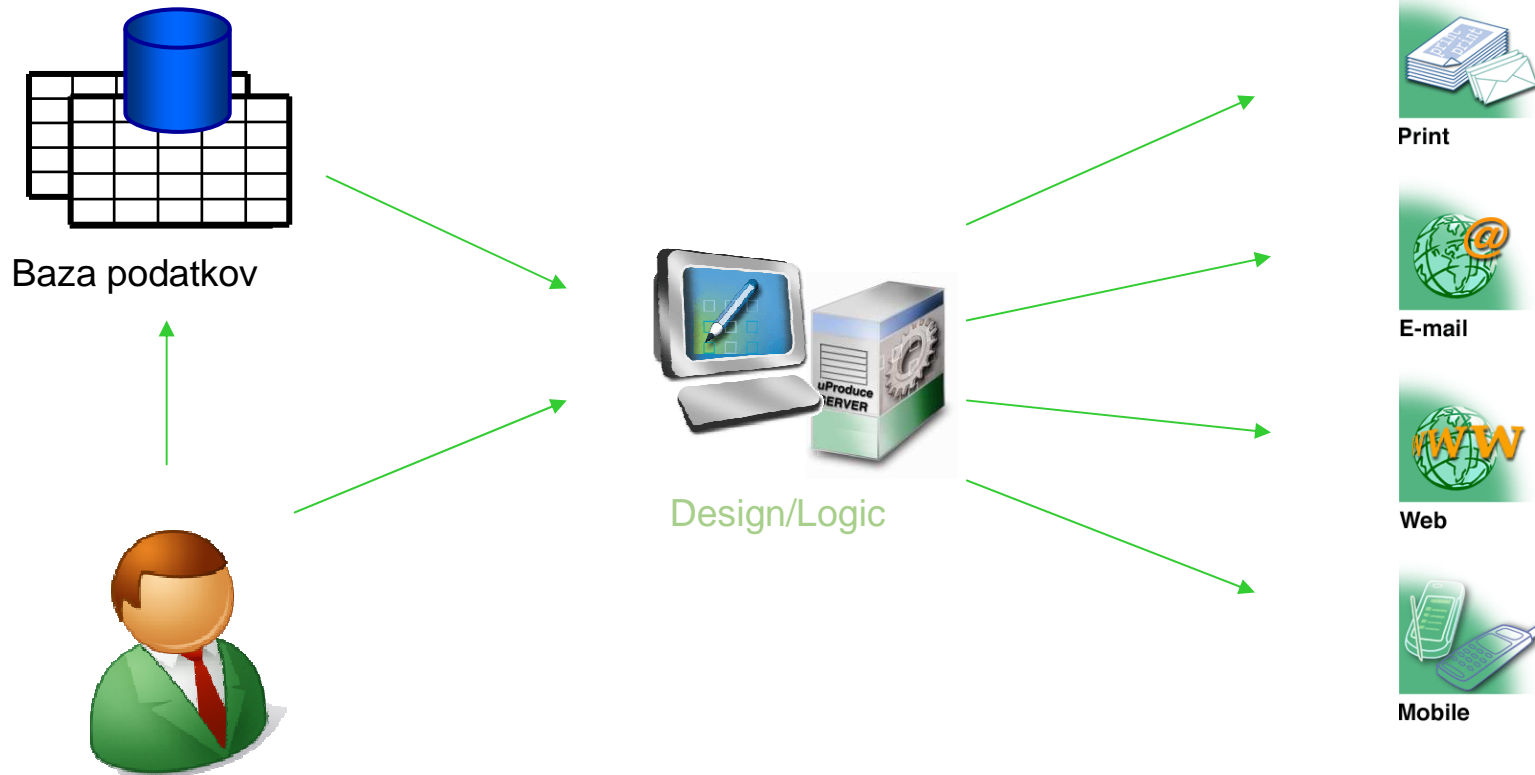
4

Plus  
135%

5 Plus  
500%



# Kaj potrebujemo za tisk Variabilnih podatkov?

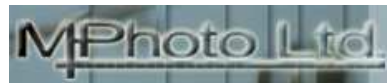


Naročnik

**GMC**  
SOFTWARE TECHNOLOGY

**XM<sup>®</sup>**  
**PIE**

**FreeFlow<sup>®</sup>**  
Digital Workflow Collection



# Primeri dobre prakse:

AV Studio Velenje, [www.fotonaredi.si](http://www.fotonaredi.si)



fotonaredi.si

Prijava

Včlanite se | Geslo?

Foto  
izdelki

Navodila

Cenik

Informacije

Kontakt



## Foto čokolada!

Sladko presenečenje mamljivega okusa. Temna, mlečna ali bela. To je personalizirana čokolada v škatlici z vašo fotografijo!



## Foto knjige

Najlepši spomini si zaslužijo dostojno mesto. Zberite jih v kakovostno izdelano foto knjigo trde vezave, ki vas bo vselej znova popeljala v čas najlepših trenutkov.

## BREZPLAČNA Foto knjižica!



## Včlanitveno darilo

Foto knjižica ki vam jo ob včlanitvi podarimo je brezplačna, spomini ki jih hrani so pa neprecenljivi.



# Kaj lahko Xerox ponudi?



# We Invented the Industry

- 1953: First full-color xerographic prints developed in Xerox lab
- 1972: Launched Xerox® 6500, the world's first color xerographic machine
- 1993: Xerox 5775, first Xerox digital color xerographic copier
- 1996: Xerox DocuColor® 40
- 2000: Xerox DocuColor 2000 Series
- 2002: Xerox DocuColor 6060™; Xerox DocuColor iGen3®
- 2003: Xerox DocuColor 5252
- 2004: Xerox DocuColor 8000
- 2005: Xerox DocuColor 240/250 and DocuColor 7000
- 2006: Xerox DocuColor 5000
- 2007: Xerox DocuColor 260 and DocuColor 7000AP/8000AP
- 2008: Xerox DocuColor 5000AP, Xerox 700 and Xerox iGen4®
- 2009: Xerox DocuColor 7002/8002 Digital Presses
- 2010: Xerox Color 800/1000 Presses



Chester Carlson invents xerography



Xerox 700 Digital Color Press



Xerox iGen4 110



Xerox DocuColor 7002/8002



Xerox Color 800/1000 Press

# Award-Winning Technology



National Medal of Technology  
 “Recognizing over fifty years of innovation in marking, materials, electronics and communications”

**iGen3<sup>®</sup> and iGen4<sup>®</sup>**

**DocuColor<sup>®</sup> 7000AP/8000AP/7002/8002 Family**

**DocuColor<sup>®</sup> 5000AP**

**Xerox<sup>®</sup> 700**

**DocuColor<sup>®</sup> 242/252/260**



## Trenutna situacija na trgu:

- velik javno finančni primankljaj, stavke
- potrebna dokapitalizacija NLB,
- banke ne odobravajo oz. so zaostrole odobravanje novih kreditov,
- podaljšanje kratkoročnih kreditov je oteženo ...
- državni uradniki obnavljajo hiše brez računov...

# Xerox ponuja naslednje finančne rešitve



# Xerox vam ponuja naslednje možnosti nakupa

1. **Plačilo opreme ob dobavi**
  2. **Operativni leasing – veliki posli**
  3. **Finančni leasing – od enega do več tiskalnikov**
- \* Začetek Xerox finančnega leasinga v avgustu 2010.
  - **Prednost leasinga:**
  - namenjen predvsem pravnim osebam, ki z investiranjem v osnovna sredstva skrbijo za svojo konkurenčnost, bančne kredite pa uporabljajo kratkoročno za obratna sredstva



# Zakaj XEROX finančni leasing?

- Kontakt z enim samim partnerjem
- Informacija o davčni številki
- Mesečni obroki so fiksni ves čas pogodbenega razmerja
- Možna menjava “staro za novo” tehnološko naprednejšo pred potekom veljavne leasing pogodbe brez dodatnih stroškov
- Ni stroškov odobritve leasing
- Možnost leasinga brez pologa

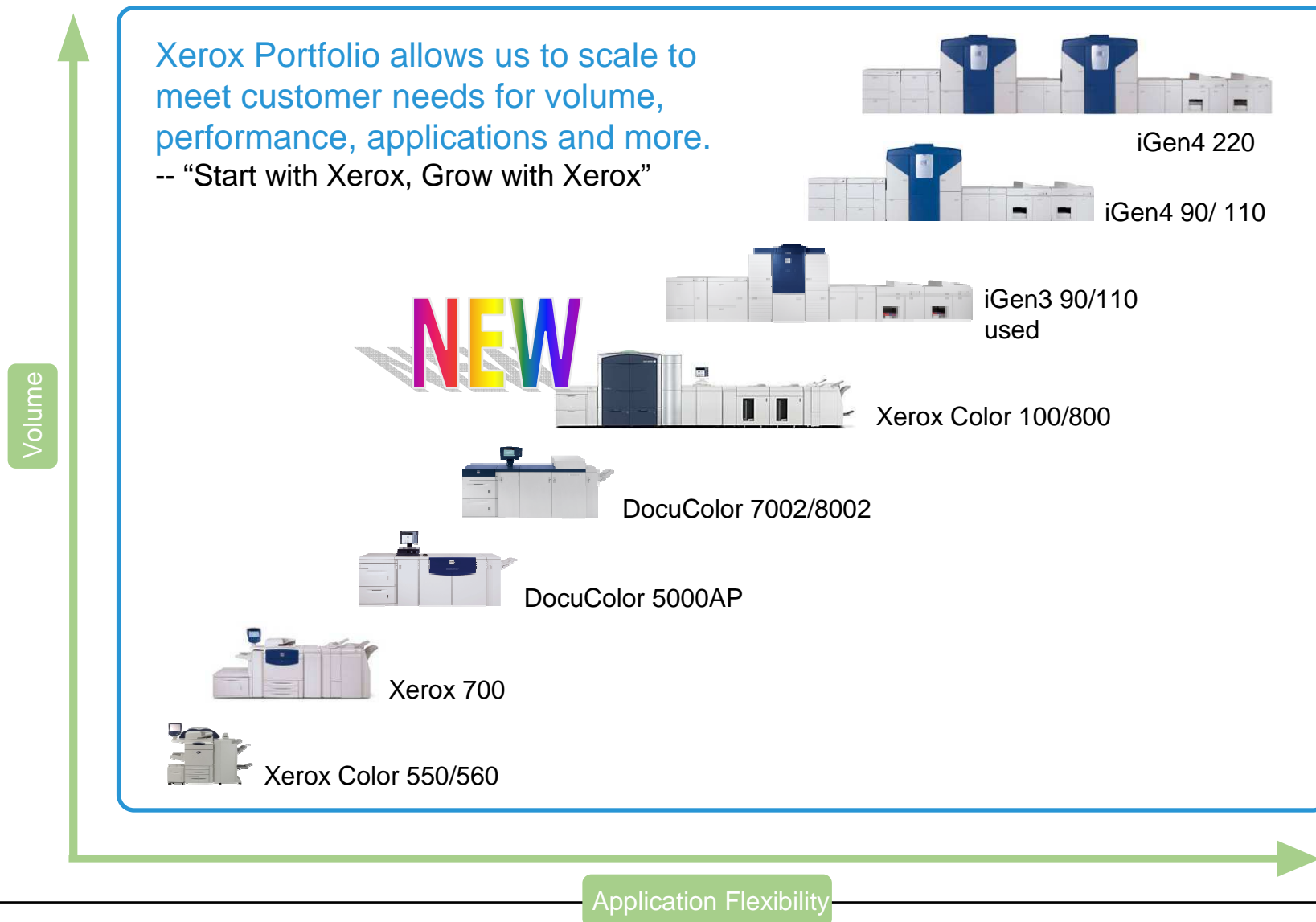
# Pogoji za pridobitev Xerox finančnega leasinga:

- Minimalna vrednost brez DDV: 5.000,00€
- Leasing tudi za ne-Xerox opremo, če le ta ne presega 25% vrednosti celotnega posla
- Doba trajanja 24, 36, 48 ali 60 mesecev
- Možnost izbire finančnega leasinga z ali brez prehoda pravnega lastništva ob poteku pogodbe
- **Xerox leasing lahko posredujejo samo partnerji, ki so zato pooblašteni s strani Xerox-a.**
- **Kontakti:**
  - [www.xerox.si/partnerji](http://www.xerox.si/partnerji)
  - [rosanda.seslar@xerox.com](mailto:rosanda.seslar@xerox.com)

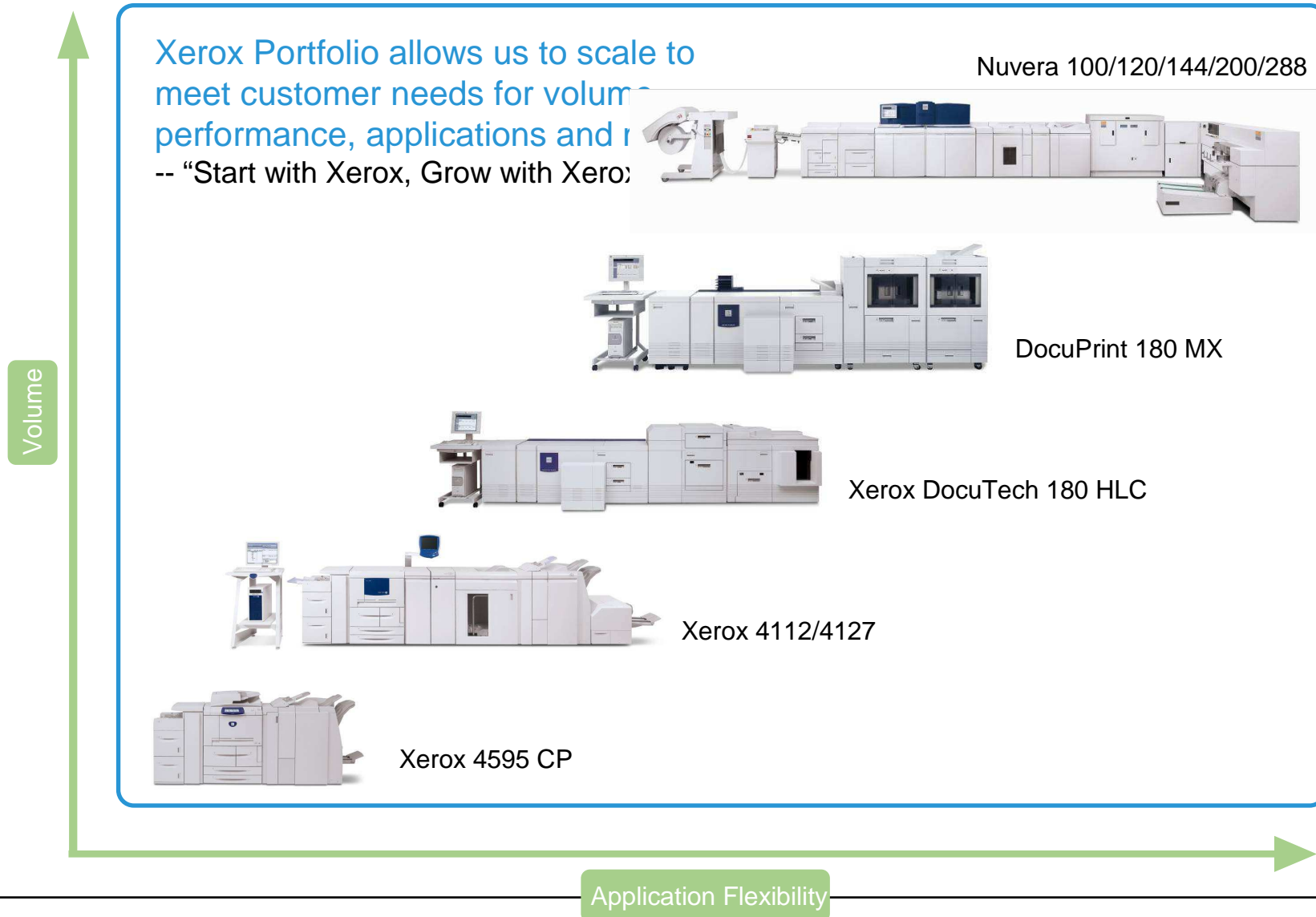
# Od najmanjšega do največjega



# Xerox Color Portfolio 2010 – rezan format



# Xerox BW Portfolio 2010 – rezan format



# Xerox CF (Continuous Feed) - rola

Xerox InkJet  
oz. SolidInk  
tehnologija



Xerox 490/980



Xerox 650/1300



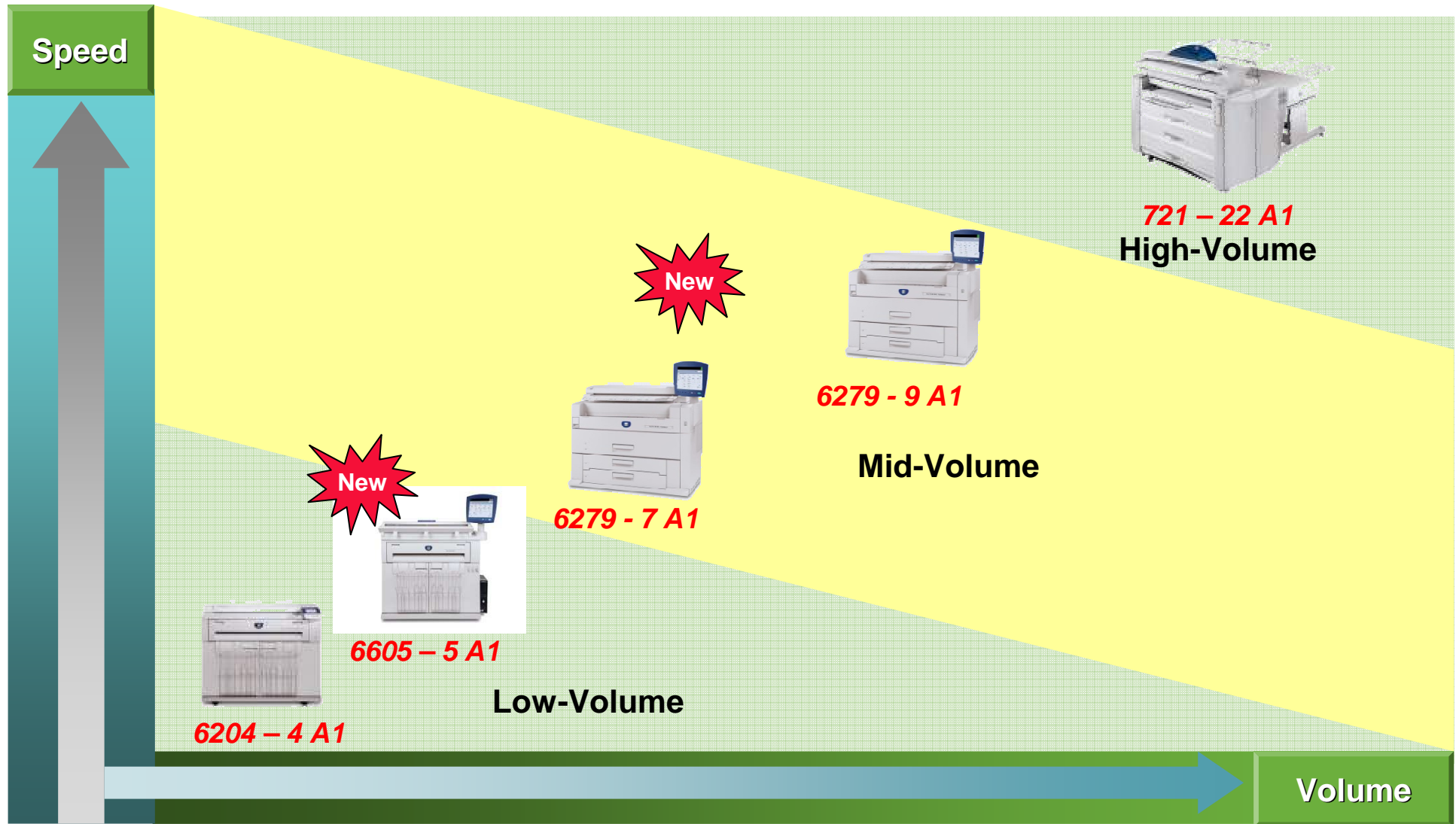
Xerox 495



# 2010 Wide Format Colour CAD and GA Portfolio



# Wide Format Monochrome Products



# Portfolio strojne in programske opreme Xerox Color 550/560

- Excellent printout quality
- Front to Back registration from all trays is +/- 1.0 mm
- Finishing that supports coated paper
- Support for EFI, Creo, and FreeFlow Print Server



# Portfolio strojne in programske opreme

## Xerox 700 Digital Color Press



- 70 ppm Colour & Monochrome
- True Production capabilities
- New internal paper trays handle 13" x 19.2", uncoated and coated simplex
- Auto duplex 60-220 gsm coated and uncoated
- Low melt EA toner – Matte finish, higher speed, less energy
- Large Paper Supply
- Front to Back registration from all trays is +/- 1.00 mm
- Finishing that supports coated paper
- Support for EFI (bustled, Standalone, Splash), Creo, and FreeFlow Print Server
- Robust production capabilities at an entry-level price



# Portfolio strojne in programske opreme Xerox DocuColor 5000AP



- All paper weights at rated speed – 50 ppm
- Auto-Duplex up to 300 gsm / 110 lb. Cover
- Feeding, Finishing and DFE Choices same as current DC 5000
- Installs from 1<sup>st</sup> July 2008
- Building on the success of the DocuColor 7000AP / 8000AP products



# Portfolio strojne in programske opreme Xerox DocuColor 7002/8002



## Nekaj glavnih novosti:

- Inline spectrophotometer
- Nov "low gloss" toner za mat izpis
- Razširjen izbor dodelavnih enot
- Avtomatska kalibracija
- Širok izbor medijev

- All paper weights at rated speed – 70/80 ppm
- Auto-Duplex up to 300 gsm / 110 lb. Cover
- Feeding, Finishing and DFE Choices same as current DC 8000





# Portfolio strojne in programske opreme

## Xerox Color 800/1000

5. barva



Standard Capabilities

Print

Rated speed

Colour 800 Press: 80 ppm  
Colour 1000 Press: 100 ppm

Recommended average monthly volume

Colour 800 Press: 180,000 pages per month  
Colour 1000 Press: 250,000 pages per month

Digital Front Ends

- Xerox FreeFlow Print Server
- Xerox EX Print Server, Powered by Fiery
- Xerox CX Print Server, Power by Creo Print Server Technology

Finishing

Booklet Making, Finisher, Folder, Hole Punch, Lay Flats, SquareFold Trimmer, Stacker, Stapler, Tape Bound

Media Types

•Coated and uncoated papers, bright papers, carbonless paper, DocuCard, labels, business cards, glossy brochures, window decals, durable/synthetic papers, greeting cards, tabs, embossed, polyesters and custom solutions. Mixed stocks supported

# Portfolio strojne in programske opreme Xerox iGen 4



- A whole new look!
- Over 400 new parts
- Includes many new technology patents



# Portfolio strojne in programske opreme Xerox – pestra izbira RIP-ov

FreeFlow® Print  
Server



- “Windows” like environment with high-level security
- Flexible and customizable workspace
  - In-Rip Imposition
- Automatic Image Enhancement
  - Tab Purge and Recovery

Xerox CX Print Server,  
Powered by Creo



- Pre- and Post-RIP Capabilities
- Supports Brisque and Prinergy Workflow
- Mixed-Size Document Recognition
  - Step and Continue
- Real-Time Imposition Preview

Xerox EX Print Server,  
Powered by Fiery™



- Market Leader
- Optimized PDF Support
- Altona Suite Certified
  - 2400 dpi black for enhanced smoothness
- Command WorkStation® “How To’s”



# Portfolio strojne in programske opreme

## Xerox 4112/4127



### Standard Capabilities

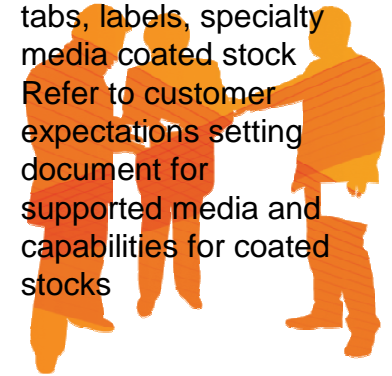
Rated speed  
Recommended  
average monthly  
volume  
Digital Front Ends

Simplex or duplex  
printing  
4112: 110 ppm  
4127: 125 ppm  
70,000 - 700,000  
pages per month  
FreeFlow™ Print

### Finishing

Server  
Booklet Making,  
Finisher, Folder, Hole  
Punch, SquareFold  
Trimmer, Stacker  
Carbonless,  
DocuCards, Document  
Folders, synthetics,  
tabs, labels, specialty  
media coated stock  
Refer to customer  
expectations setting  
document for  
supported media and  
capabilities for coated  
stocks

### Media Types



# Portfolio strojne in programske opreme Xerox Nuvera



- Nuvera 100 EA
- Nuvera 120 EA
- Nuvera 144 EA
- Nuvera 100 EA
- Nuvera 288 EA

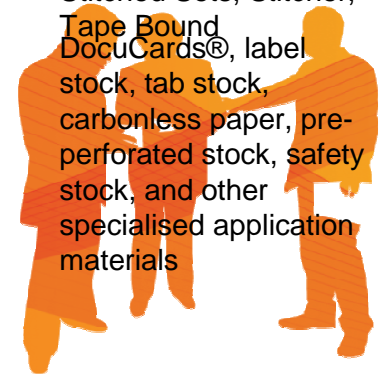


# Portfolio strojne in programske opreme

## Xerox DocuTech 180 HLC - dvobarvno



- Standard Capabilities High-volume network printing and 3rd-party finishing
- Optional Capabilities Scanning Capabilities
- Rated speed 180 ppm
- Recommended average monthly volume 1,500,000 impressions per month
- Digital Front Ends FreeFlow DocuSP Controller
- Finishing Binder, Booklet Making, Bypass Transport, Case Bound, Flats, Perfect Bound, Stacker, Stitched Sets, Stitcher, Tape Bound
- Media Types DocuCards®, label stock, tab stock, carbonless paper, pre-perforated stock, safety stock, and other specialised application materials





# Portfolio strojne in programske opreme Xerox Continuous Feed 490/980




- TransPromo, Direct Mail
- Fastest toner based full color printer
- “Transaction / Business” color quality
- 986 images per minute (226 Feet Per Min)  
twin duplex
  - Non Contact - Flash fusing
- No special paper, simple to maintain



# Portfolio strojne in programske opreme Xerox Continuous Feed 650/1300



Transaction, Books, Direct Mail  
Flash fusing & High Quality  
Flexible Substrates  
1300 images per minute (300 Feet Per Min) twin  
duplex



Two Roads Outfitters  
537 Pacific Drive  
Seattle, WA 98104

Mr. Nathaniel Walsh  
303 Shady Pine Trail  
White River Junction, VT 05609

Account Number  
4200 1213 8014 0910

Statement Date  
1/10/17

Minimum Payment  
\$38.42

**Spring Skiing in Aspen**

Join the world's best skiers for an unforgettable week of snow sports, world-class dining and shopping. Full itinerary at [www.tworoads.com/bsa](http://www.tworoads.com/bsa)

Date	Ref. Number	Description	Amount
02/04	42389	Payment - Bank pay	\$424.38
02/04	36871	PPD/credit with Xerox account	\$14.00
02/04	36861	Minimum spring shoes and magazines	\$140.06
11/04	41768	Xerox outdoor travel accessories	\$131.33
11/04	41665	Minimum spring shoes, camping tent, camping stove	\$268.85
07/04	47822	Xeroxing DVD's, books and magazines, gloves and mitts	\$517.73

**20% off** Valid on all White River and Two Roads Outdoor Gear

Account Number	New Balance	Minimum Payment
4200 1213 8014 0910	\$0.00	\$38.42

Amount Enclosed: \$

# Portfolio strojne in programske opreme

## Xerox Continuous Feed 495



### **Engine Architecture**

2 engines in one frame

### **Resolution**

600 (or 240) dpi

### **Imaging Technology**

LED Imaging

Flash Fusing



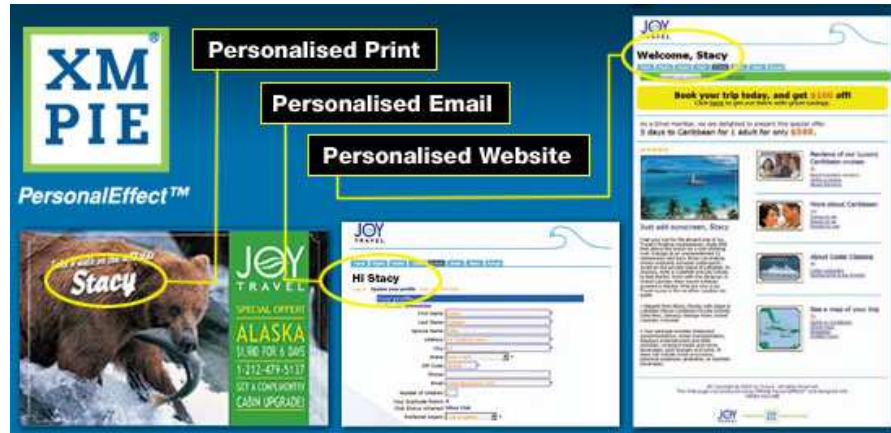
# Portfolio strojne in programske opreme

## Kuvertirni sistemi KERN



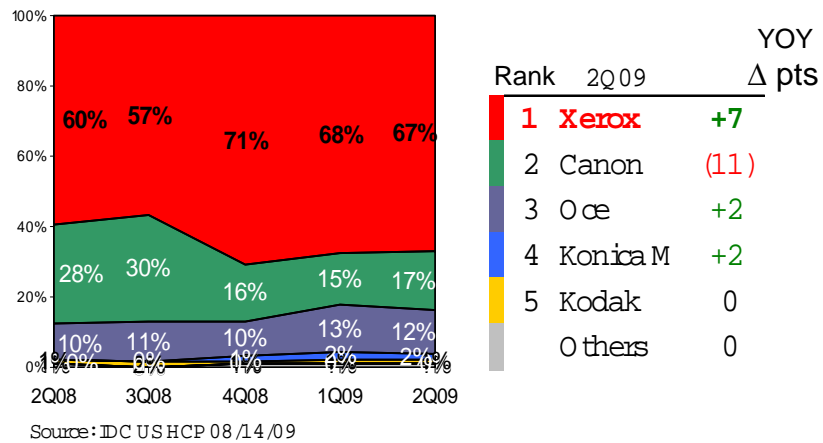
# Portfolio strojne in programske opreme

## Programska oprema

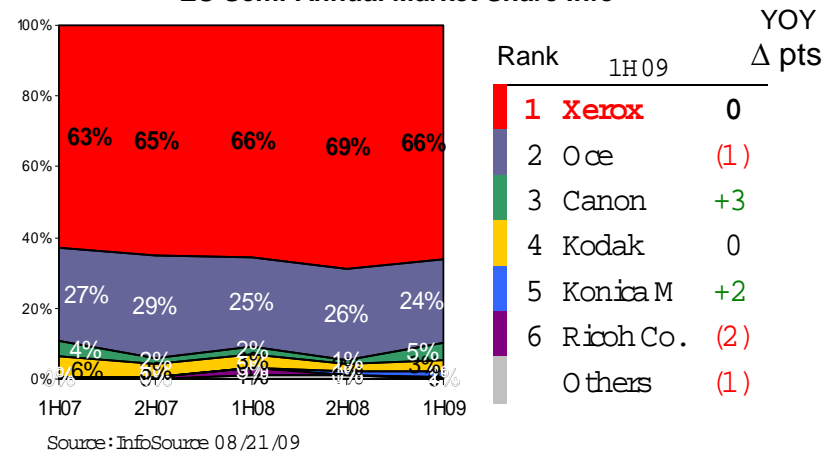


# PSG Market Share USA / EU

US Quarterly Market Share Info



EU Semi-Annual Market Share Info





# Partnerstvo



Primer: Xerox Ducati

- Zaupajte nam,
- da skrbimo za
- opremo, tiskanje in
- čas raje pametneje
- uporabite za ukvarjanje
- z vašo osnovno dejavnostjo.



With Xerox You can WIN all situations!

