

HP customer case study: Buchbinderei Schmidkonz GmbH employs HP Indigo Services to relocate to an innovative environmentally-friendly site, double capacity and provide mission-critical support services during its peak season

Industry: Printing

HP Indigo Services helps Schmidkonz generate 50 per cent energy savings



“The move to a new innovative production facility has doubled our production capacity and facilitated the introduction of an environmentally-friendly heating solution. Our natural gas usage consequently equates to an energy saving of 50 per cent compared to conventional heating systems. HP Indigo Services managed the relocation perfectly, just ahead of the business-critical PhotoBook peak season. We had no problems during the season because the value-added peak season services delivered by HP Indigo Services provided the ideal safety net.” Peter Schmidkonz, managing director, Buchbinderei Schmidkonz GmbH

Objective:

Buchbinderei Schmidkonz GmbH wanted an energy-efficient solution to heat its new print facility and appropriate support services to minimise downtime during the relocation process and during its peak PhotoBook season.

Approach:

- Established whether the technology associated with HP Indigo digital presses could accommodate its environmental requirements.
- Engaged with HP Indigo Services about relocating its whole operation within its required 48 hour time frame.
- Requested that HP Indigo Services provide additional support during its business-critical peak season.

Business benefits:

- A fast, efficient, high-quality digital printing capability with twice the capacity.
- An environmentally-friendly heating system that offers energy savings of up to 50 per cent.
- Reduced risk of downtime during peak seasons due to 24/7 remote support, on-site and standby engineering support and operator training.
- End-to-end program management and on-site services maximise uptime and hence business revenue.
- Secure data transfer and storage ensures efficient end-to-end workflows.
- No loss of production during relocation to a new printing facility.



Buchbinderei Schmidkonz GmbH, a well-established Bavarian digital printing and bookbinding company, operates a modern, highly automated and environmentally-friendly facility in the city of Nittenau, 140 kilometres north of Munich. This family-owned organisation crafts attractive and durable books, calendars and PhotoBooks of all sizes and offers single and multiple print runs.

Heating system offers environmental breakthrough

HP Indigo Services recently facilitated the introduction of an innovative, environmentally-friendly solution to support the construction and relocation to the company's new digital printing production site. This modern building doubles production capacity whilst maintaining the same natural gas consumption as the older facility. Buchbinderei Schmidkonz

Customer solution at a glance

Primary applications

- Digital printing

Primary hardware

- 4 x HP Indigo 5000 digital presses
- 2 x HP Indigo 5500 digital presses
- HP Digital Front-End Production Manager

Primary software

- HP Digital Front-End Production Manager

HP Services

- HP Indigo Services

employs six HP 5000/5500 Indigo digital presses and the latest workflow, finishing and bookbinding technologies.

HP Indigo Services also provides special service programmes during the business-critical peak season months of November and December when the company prints 30 per cent of its PhotoBooks; production can reach 6,000 per day.

“Our new two-storey production facility has no conventional heating system,” explains Peter Schmidkonz, managing director, Buchbinderei Schmidkonz GmbH. “By coupling a heat exchanger to the presses, we do not use energy to cool down their imaging oil. The natural heat gained by the oil during the printing process maintains the building at 21°C throughout the year.

Experienced staff provide one-stop-service end-to-end

Before introducing its radical system, the initial challenge was to move the entire print facility to the new site within 48 hours with minimal loss of production. This was essential because the business-critical peak PhotoBook season was imminent.

HP Indigo Services de-installed all the company’s cutting-edge technology, reinstalled it to the new site and introduced ramp-up programme management to shorten the time needed to re-establish full, sustainable production capacity. This included moving the HP Indigo digital presses and the advanced HP Digital Front-End Production Manager hardware and software that secure data transfer and storage and the end-to-end digital workflows.

“From a project management and technological perspective, HP Indigo Services supported the construction of, and move to, the new building perfectly. The integration of its experienced staff with our in-house technicians was outstanding,” comments Schmidkonz.

After establishing the new production facility with its novel heating system, Schmidkonz has witnessed energy savings of about 50 per cent whilst virtually doubling print capacity.

Customised support protects peak season

Following a successful relocation, Buchbinderei Schmidkonz asked HP Indigo Services to boost support and safeguard production during the forthcoming peak season. Services included round-the-clock remote support, on-site and standby engineering support and training to enhance the operators’ capabilities.

“HP Indigo Services offered the perfect holistic solution to support our peak season. It customised our needs exactly and there was not one significant issue during this mission-critical period,” says Schmidkonz.

“The 24/7, after-hours remote support and on-site uptime kit undoubtedly provided the most useful protection against downtime. Print service providers simply must have these types of enhanced services in place especially during their business-critical peak production seasons. HP Indigo Services certainly provides peace-of-mind,” concludes Schmidkonz.



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