

**CANON CUSTOMER SUCCESS STORY PRESENTED AT HUNKELER
INNOVATIONDAYS 2025**

**CASE STUDY 1: CEWE/SAXOPRINT – Higher margins/Non-stop roll-to-roll
printing for streamlined finishing**

Located in Germany, SAXOPRINT is part of the CEWE Group, a leading European photo printing company that offers an extensive range of high-quality photo finishing products, including photobooks, calendars, wall art and other photo merchandise. With its state-of-the-art and fully automated printing lines and its highly competent employees, SAXOPRINT operates as both an offline commercial printer and an online printing company, guaranteeing its customers professional print products of outstanding quality at the best prices.

The relationship with Canon started when CEWE decided that sheetfed inkjet technology could be the solution to its challenge of finding a photobook production printing technology that met its needs in terms of quality and efficiency. Inkjet was a new technology for CEWE at that time, so having chosen to work with Canon, the two companies set up a joint multi-disciplinary 'inkjet transformation team'. This was a dedicated team of Canon colour and workflow experts and CEWE counterparts, who worked closely to meet the quality requirements for CEWE's photobooks and establish an efficient process to deliver them in the shortest timeframe and at a higher margin. CEWE also relied on Canon's long-term experience and expertise in sheetfed inkjet for training, quality optimisation and media onboarding. The technology solution deployed by Canon consisted of a varioPRINT iX3200, which has delivered the productivity and high-quality output expected.

Carsten Heitkamp, Member of the Board, CEWE Stiftung & Co. KGaA, comments: *"The varioPRINT iX3200 combines very high image quality with highly efficient printing. The quality of the prints reproduces brilliant images with a large colour gamut that makes them good enough to be used in our highly demanding photobook production. This, in combination with the outstanding availability and general efficiency of the press, gives us the opportunity to shorten our throughput time, save costs and increase our margin. We very much appreciate our partnership with Canon. We have open and honest conversations and get the support we require from all levels within the organisation – from professionals to professionals."*

Thanks to the success of that project and to the confidence it instilled in CEWE, Canon was again chosen as the digital print technology partner when SAXOPRINT was looking at inkjet as the basis for a complete production solution, including finishing, to fill the gap between very short run lengths printed with liquid toner and run lengths suitable for its multiple Heidelberg XL 106 offset presses. At that time, the conventional process required many manual steps, particularly in finishing, making fast time-to-market a significant challenge.

To begin with, a Canon Professional Services team analysed the highly automated SAXOPRINT workflow, built on Prinect software, and translated the results into concrete technical requirements. Those requirements were satisfied by an

automated, end-to-end solution with non-stop functionality, comprising a high-speed Canon ProStream 2133 webfed inkjet press and a Contiweb CD-N non-stop unwinder and CR-N non-stop rewinder. Canon collaborated closely with both Contiweb and SAXOPRINT on the customised integration and implementation of the solution, which was the first ever combination of the ProStream with both the Contiweb unwinder and rewinder.

The automated system has resulted in higher productivity, faster delivery times and reduced manual intervention for SAXOPRINT. Paper rolls can be changed during production without having to stop printing, as the Contiweb CD-N unwinder can automatically splice a new roll onto the one being printed. A sensor detects when the splice is due and the printheads in the ProStream are lifted to avoid damage.

SAXOPRINT can plan the content of a roll and insert a so called 'splice job' at whatever point it wants to end a roll. A sensor detects a mark in the splice job and the rewinder then ends the roll at the desired position. As each part of a multi-section job can be printed sequentially by the ProStream on the same roll, as soon as that roll has been printed, it can be immediately forwarded for finishing.

The inkjet solution has also had a positive impact on the sustainability credentials of both companies. The high level of automation, including the automated splice handling, has resulted in far fewer stops and an 88% reduction in paper waste.

As part of its investment in inkjet technology, SAXOPRINT also worked closely with Canon and Horizon to install the first ever inline finishing integration of the varioPRINT iX3200 sheetfed inkjet press with the highly productive Horizon iCE StitchLiner Mark IV booklet maker. With this fully automated booklet production system, the company has been able to take on increasingly demanding jobs, including even mixed media jobs, and very short-run orders. In addition, the degree of automation of the solution has resulted in reduced manual intervention, fewer potential errors and less downtime. And delivering environmental benefits, the water-based polymer pigment inks of the varioPRINT iX3200 are highly deinkable, supporting the sustainable recycling of the printed output.

Klaus Sauer, CEO, SAXOPRINT GmbH, remarks: *"The ProStream 2133 offers offset quality with high productivity and flexibility. In combination with the Contiweb non-stop CD-N unwinder and CR-N rewinder, we can produce short run products in a very efficient and highly automated manner, with the minimal need for manual intervention and the optimal use of the operator's time."*

CASE STUDY 2: Datagraphic – Accelerating sustainable growth

A leading UK provider of secure document automation and digital transformation solutions, Datagraphic is a B Corp certified company that manages the production, delivery and response handling of millions of time-critical business communications for public and private sector clients. This predominantly involves customer and employee-facing documents – from council tax bills and medical appointments to payslips and pension letters.

The company was looking to replace its existing presses to keep up with increasing demands from same-day service level agreements and evolving client needs. The aims of the new investments were to increase productivity and further reduce the company's environmental impact at its carbon-neutral facility to support its 'net-zero by 2050' Science Based Targets initiative (SBTi) approved target.

After a rigorous procurement process, Datagraphic took the decision to invest in a mix of Canon sheetfed and webfed inkjet technology and, in 2024, installed a varioPRINT iX3200 followed by a ColorStream 8133. The company selected these highly automated systems not only for their unprecedented speed, productivity and quality but also for their positive impact on Datagraphic's sustainability commitments. Both presses contribute to lower energy consumption and reduced paper waste, and their water-based inks, which contain no VOCs and emit no ozone, support print recycling, thanks to their high deinkability.

However, Datagraphic chose to work with Canon not only for its technology but also for its experience in installing it. A feasibility study, as the initial step in the overall project management, confirmed that the print room would need to be redesigned to accommodate the new presses. Canon UK then developed and seamlessly executed a phased implementation plan to install the new technology while allowing Datagraphic to continue to run its existing machines and meet same-day client service level agreements (SLAs). To support those SLAs, Canon now provides Datagraphic with a guaranteed 2-hour response time and uses pro-active maintenance to maximise the systems' lifetime, minimise unplanned operational disruptions, ensure a safer working environment, and increase operational efficiency and productivity.

Sarah Butler, Managing Director, Datagraphic *"From the outset, Canon's enthusiasm matched ours for developing a long-term partnership based on shared values to help us continue our growth journey and do it with a proven partner in a sustainable way."*

In a climate where organisations are feeling pressure to use smarter processes, reduce their environmental impact and operate more cost-effectively, our investment demonstrates Datagraphic's forward-thinking approach. The ColorStream 8133 is the second addition to the UK production centre this year, having already introduced the Canon varioPRINT iX3200 in summer 2024."

CASE STUDY 3: Exakta – On demand even for a run of one

Exakta Print, one of the leading commercial printers in Sweden, is the print division of the Exakta Group, the largest privately owned marketing services company in the country. Although it has a presence in vertical sectors such as publishing, pharma, retail, public authorities and manufacturing industries, it is best known as Sweden's leading supplier of school yearbooks, cornering 80% of the market. The company also specialises in integrating e-commerce platforms with efficient print production, offering a wide range of high-quality products, while using print on demand to save costs and improve sustainability.

Exakta wanted to streamline work processes to meet the challenge of more frequent and shorter print runs between 300 and 1,000 copies, run lengths that were neither short enough to be automatically printed digitally on its liquid toner machines or long enough to be printed on an offset press.

Keeping up with demand wasn't an issue for Exakta, but making the right decision on which press to use for those runs of between 300 and 1,000 copies was. For the company to remain profitable, competitive and be agile enough to handle this demand pattern, investment in a new print solution was required.

Seeking a digital solution that was robust enough to operate 24/7, could deliver offset quality and accommodate offset-scale print runs, while also cost-effectively handling the increased demand for shorter print runs, the company invested first in a ProStream 1000, followed by a ColorStream 6700. With the support of Canon Professional Services, Exakta has successfully transitioned jobs from sheetfed offset to web-fed inkjet and benefitted from the ProStream's dynamic handling of varying format lengths, which enables the seamless and non-stop printing of jobs. The 'ZeroGap' functionality of the press further unlocks additional productivity, going beyond the fixed section length of 12 inches and opening up entirely new application possibilities. Exakta also took advantage of Canon Colour Consulting, which provides tailored colour profiles that ensure high accuracy and high precision across all designs and includes tailoring profiles to industry-specific standards or optimising them for different quality levels.

This mix of Canon technology and services has delivered consistent offset quality and colour reproduction with inkjet, given Exakta much greater flexibility and allowed the company to optimise production and to extend its product range. Developing its relationship with Canon further, Exakta has since also added a sheetfed varioPRINT iX3200 to its inkjet portfolio.

Exakta's digital workflow is automatically managed through Canon PRISMAproduction, which enables the flexible web inkjet production of varying formats without paper waste. Managing multiple jobs on a single roll requires precise digital and physical oversight of each print job. With the Roll Ticket functionality in PRISMAproduction, Exakta is able to monitor and precisely control each job between printing and finishing, boosting efficiency and ensuring greater reliability throughout the production process. When a roll change is reported, the system automatically generates a PDF "roll ticket" that outlines all jobs printed between the last and current roll change. This document is immediately sent to

the designated email address for printing and attaching to the roll. PRISMAproduction's powerful reporting tools also allow Exakta to analyse the overall performance of their production, identify optimisation potential and make well-informed decisions.

Patrick Andersson, Managing Director, Exakta *"Quality has always been an essential driver for us – we can't afford for it not to be. We knew we needed a more agile digital print solution, but we weren't convinced we would be able to match the quality of offset print. But once we'd seen the Canon ProStream in action, we knew we could have the best of all worlds: flexibility, agility, performance and quality."*

CASE STUDY 4: The Power to Move in Action – MAIN Druckservice

MAIN Druckservice is a commercial printing company owned and run by the Kuhse family, with facilities in Hamburg and Darmstadt in Germany. Through a long-standing partnership that began in 2008, Canon has supported the company's evolution from a transactional printer into a thriving and versatile commercial printing operation.

Its trust in Canon solutions, from continuous feed toner to advanced inkjet systems, culminated in their investment in a Canon ColorStream 8133, signed at Hunkeler Innovationdays 2023 and chosen for its superior print quality, productivity and application diversity. Demonstrating its confidence in Canon and its supply capabilities, MAIN Druckservice now also orders paper for the ColorStream via Canon Imaging Supplies, certain that the paper it receives is of the right quality and suitability for the press.

The investment has delivered a remarkable and rapid return as it's been crucial to MAIN Druckservice winning a further multi-year contract with their customer SGD, part of the Klett Group, which is one of the leading educational companies in Europe. The ColorStream 8133 has also delivered additional new work from a number of online printers in that demanding market segment.

As a result of all this business growth, MAIN Druckservice's print volumes have increased from 72 million to 84.7 million A4 pages annually.

Their investment in the ColorStream, its water-based pigment inks and its capability to print on uncoated and recycled papers has also helped to boost the company's sustainability credentials, which have become imperative for new business tenders. Similarly, the system's automation features make it easy to operate with minimal training and reduce waste.

Nicolas Kuhse, Joint Managing Director, MAIN Druckservice *"Unlike other suppliers who can be patronising and offer what best suits them, Canon treat you as a partner and offer advice about solutions and projects."*

Armin Kuhse, Joint Managing Director, MAIN Druckservice *"What's really important for us is that we have such a close relationship with Canon. It's more like a partnership and that's what we're really happy about because it's not like a customer and the service provider in a usual business relationship. And that partnership with Canon is what we really value."*

CASE STUDY 5: Podiprint: Next-Level Print-on-Demand Book Production

Based in Spain, Podiprint specializes in digital print-on-demand book production with a focus on generating sales opportunities across the entire commercial chain. Their approach facilitates availability and enhances conversion, guided by a core philosophy: sell first, produce later.

Podiprint successfully achieves this by directing its services toward efficient and sustainable production management. Its value proposition replaces the traditional printing, distribution, and sales model—based on overproduction—with a system that adjusts production to real-time demand, delivering within 48 hours. This eliminates stock shortages, keeps titles permanently available, minimizes returns, and enables publishers to control investments and costs effectively.

Podiprint produces both color and monochrome books in a wide range of formats, including hardcover, softcover, and perfect-bound books, all with high-quality binding and stapling. The company also offers publishers an optimized book lifecycle management service through digital printing for traditional distribution, aligning print runs with real market demand. Additionally, Podiprint is a partner of Bibliomanager.

Bibliomanager is a global company that helps publishers manage on-demand book production, distribution, and sales in markets such as Argentina, Spain, Mexico, Colombia, Peru, Ecuador, Uruguay, Chile, Brazil, Guatemala, Portugal, and the USA. Through its partnership with Ingram as a Global Connect member for Spain, it further expands the range of available titles in its market's commercial chain, offering over three million references for sale and print-on-demand.

Podiprint had been a Canon customer for many years when it approached Canon for help in tackling key challenges: increasing its market share in monochrome book production, reducing costs and delivery times, and strengthening its sustainability commitments by minimizing print runs and adopting print-on-demand to cut waste. After a comprehensive vendor evaluation process, Podiprint chose to continue with Canon for several reasons: its robust technology and extensive portfolio, its experienced team of digital book production experts, and the fact that Canon was already a reliable, long-term partner that had provided transparent and precise information throughout various project phases. Another key factor in the decision was Canon's strength in solution design and delivery, including seamless integration of printing hardware, software, and end-to-end workflow solutions. Ultimately, Canon's ability to offer comprehensive and responsive service, including support at Podiprint's production center in a remote region of southern Spain, sealed the deal.

Following this partnership, Podiprint installed two high-speed Canon varioPRINT 6270 TITAN toner printers and a ColorStream 6900 monochrome inkjet press, significantly increasing its monochrome printing capacity. Meanwhile, its color print-on-demand capabilities were greatly enhanced with the installation of two varioPRINT iX3200 sheet-fed inkjet presses and a ColorStream 6700 roll-fed inkjet

press. The addition of a Meccanotecnica sewing machine, two Horizon perfect binders, and two semi-automatic three-knife trimmers completed the highly productive setup. Canon successfully managed the supply and integration of both its presses and third-party finishing equipment, then moved on to automating Podiprint's workflow.

To achieve this, Canon Spain's Professional Services team designed and implemented a custom end-to-end workflow solution for Podiprint, developed specifically to meet its post-processing equipment requirements for seamless and automated operations. Fully integrated with PRISMAproduction, the system optimizes every step of the production process to enhance efficiency.

The solution intelligently enriches jobs based on post-processing needs by adding cover and end sheets and applying necessary marks. The workflow also enables automated batch processing, ensuring jobs are grouped according to predefined criteria and leveraging dynamic imposition along with a data matrix to facilitate precise cutting and finishing. This customer-centric approach highlights the flexibility of Canon's workflow design with PRISMAproduction, ensuring Podiprint can efficiently manage its production process while adapting to the specific needs of its finishing equipment without disruptions.

Beyond reducing costs by minimizing manual touchpoints, the system's benefits for Podiprint include faster time-to-market, with delivery times now as short as 24 hours, improved service for its customers, and the flexibility needed to enhance the entire book supply chain.

Miguel Ángel Sánchez Maza, General Manager of Innovación y Cualificación, S.L. (Podiprint), comments: *"Our partnership with Canon has existed for many years, and our company has continued to grow during this time. With its expertise in book production, the Canon team has not only provided the right printing solutions at different stages of Podiprint's growth but has also played a key role in optimizing our workflow to make it more automated, faster, and more efficient. Canon has been—and continues to be—an important partner for us in the ongoing development of our service offering for publishers. For example, we participate every year in the Canon Future Book Forum, where we exchange ideas directly with international publishers and gain valuable insights into the future needs of the publishing market. We look forward to the next chapter with Canon."*
