



KONICA MINOLTA

**YOU**  
WANT TO SHAPE  
THE FUTURE

**WE**  
TAKE YOUR BUSINESS  
TO THE NEXT LEVEL

# EXHIBITION GUIDE DRUPA 2016

31 May – 10 June, Hall 8B, Booth A65, Düsseldorf



**drupa**

31. Mai –  
10. Juni 2016  
Düsseldorf  
[www.drupa.de](http://www.drupa.de)

# WE TAKE YOUR BUSINESS TO THE NEXT LEVEL!

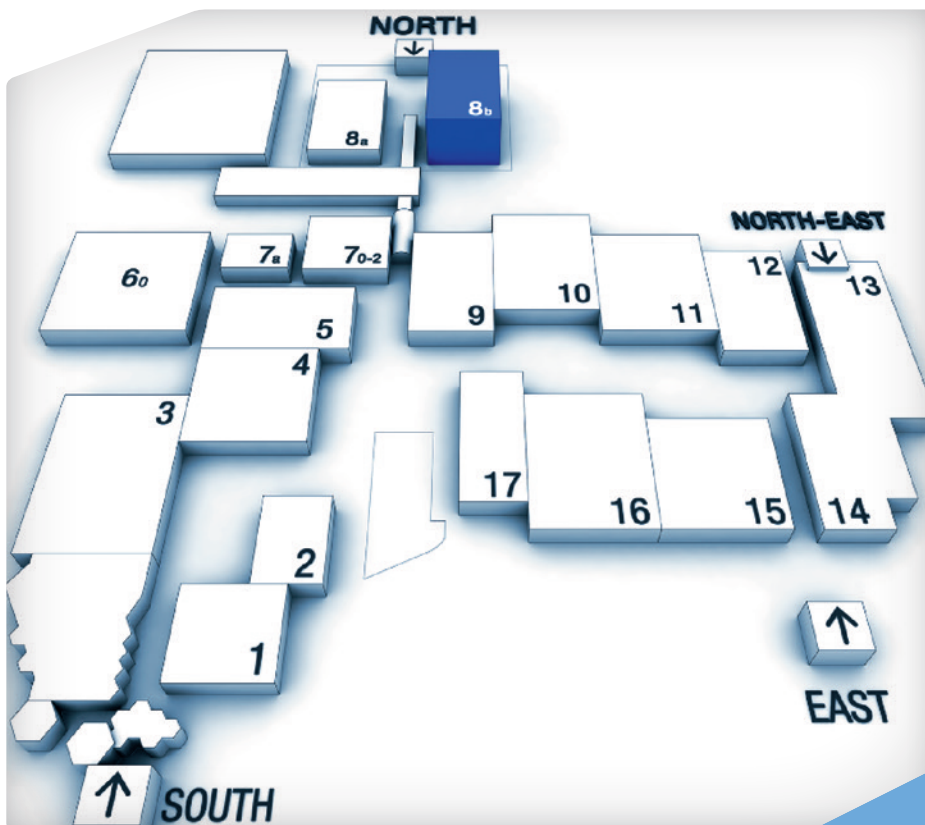
At drupa 2016, Konica Minolta will be demonstrating thought leadership by presenting innovative business concepts, including industrial inkjet, label printing, and marketing automation. New products, such as the bizhub PRESS 1250e series, and the commercial launch of AccurioJet KM-1, our revolutionary UV sheet-fed digital press, will no doubt draw the crowds to our booth A65 in Hall 8B.

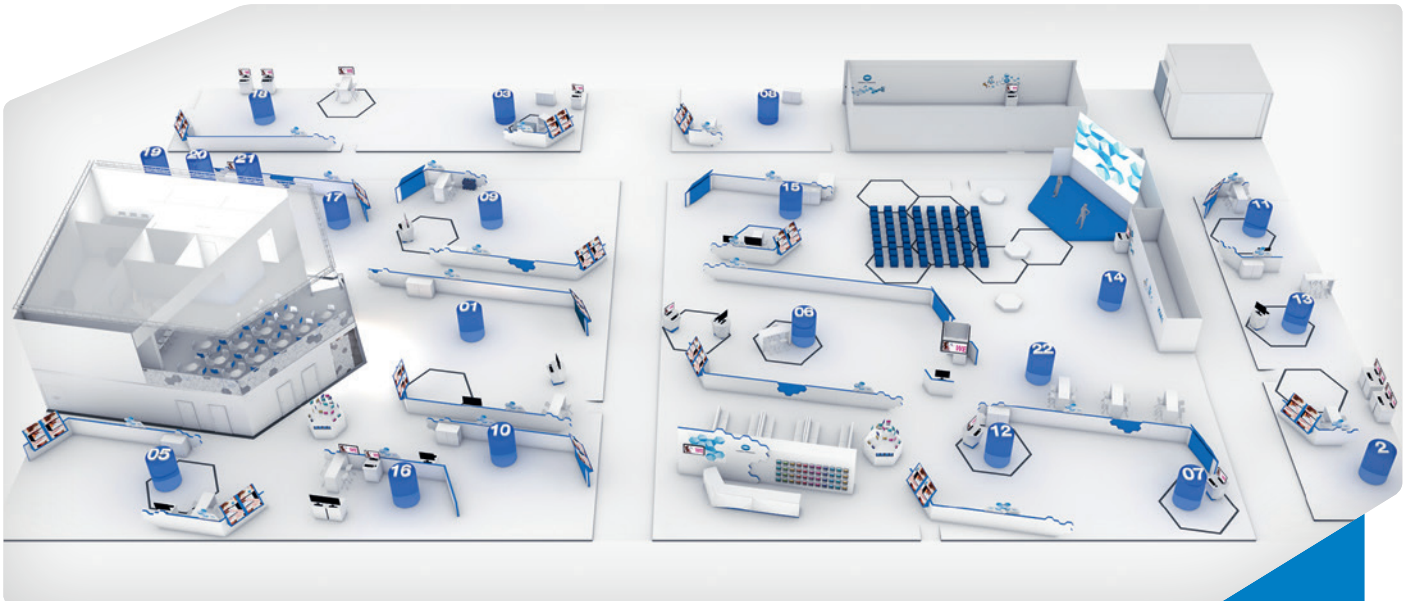
All our exhibits perform in “real-life” production printing applications that outline the benefits of digital technology and offer ample opportunity for hands-on experience.

Our fundamental goal is to anticipate your needs and turn your ideas into reality, by delivering innovative and meaningful solutions that drive your business. We will be happy to show you how we can enable you to grow your business and generate more profit.

**Summarising the main points of our 22 business zones, this exhibition guide gives you a first insight before and a helpful reminder after your visit to the Konica Minolta booth at drupa 2016!**

- Discuss your needs with one of our Production Printing Specialists who will guide you in choosing the optimal product to suit your specific requirements!





Almost all of our print samples focus on the Konica Minolta drupa show band "Alice Francis" and provide real-life examples of the marketing materials required by a band, such as posters, banners, post cards, photobooks, calendars and much more ...

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# BIZ 01

## POINT OF SALES

Experience Konica Minolta's world of wide format with the different applications Point of Sales and CAD printing in BIZ 01. Using a wide format cutter, we will demonstrate how easy it is to create and produce sophisticated materials and POS applications on demand.

### Hardware shown:

- KIP 890
- KIP 940
- EFI H1625LED
- Valiani Wide Format Cutter

### Software shown:

- EFI Fiery XF
- Caldera Grand RIP V 10
- KIP Graphic Pro/ KIP Technical Print Kit
- EFI DirectSmile VDP Studio

### Benefits:

- Print on a wider range of substrates
- Hybrid technology for printing on rigid and flexible media
- High speed printing with single pass technology
- Toner-based wide format technology for indoor & outdoor applications



EURO 2016 schedule



Tour poster

# BIZ 02 / BIZ 13

## POST CARD KIOSK / PHOTO STUDIO

BIZ 02 (Post Card Kiosk) and BIZ 13 (Photo Studio) are merged into one business zone. Why not slip away to another time for a little while and become a member of our band Alice Francis! With AccurioPro Flux, we will create and personalise your special souvenir of the experience – expect your personal surprise!

### Hardware shown:

- bizhub PRESS C71hc

### Software shown:

- AccurioPro Flux Essential
- AccurioPro Flux Premium
- LeadPrint

### Benefits:

- Automate complex workflows and reduce the need for manual operation
- Explore new business fields
- Get print jobs directly from tablets and smartphones
- LeadPrint: Web-to-print solution offers 24/7 service

# BIZ 03

## BOOKS ON DEMAND

The books-on-demand market segment is expected to grow dramatically as of now! Which is why we highlight this application in BIZ 03 as one of today's top 3 printing applications. The combination of bizhub PRESS 2250P with a perfect binder for inline finishing and the AccurioPro Flux software provides a perfect and highly efficient workflow for our PP customers.

### Hardware shown:

- bizhub PRESS 2250P
- Morgana Creaser

### Software shown:

- AccurioPro Flux

### Benefits:

- Attract new customers with on-demand book publishing
- Provide unique and individual solutions for customers' varying needs
- Offer one-stop-shopping
- Attractive cost reductions with automated book creation, compilation and submission



# BIZ 05

## CARD MAILING

The Magic Cube is the first all-in-one automatic vault, personalising and mailing system. From a non-personalised card to the finished mailing or banded card stacks, the Magic Cube completes all tasks fully automatically. The combination of the Magic Cube and the bizhub PRESS C1070 considerably enhances your flexibility as a service provider enabling you to print whatever layout your customers desire on plain paper – preprinted forms or letterheads are no longer needed!

### Hardware shown:

- bizhub PRESS C1070
- Otto Künnecke Magic Cube

### Software shown:

- Otto Künnecke software application

### Benefits:

- Print full-colour letterheads, stationery and other documents on demand
- No need of extra warehousing and in-time logistics of mailing components
- Fully automatic, variable production of small badges in 24/7 operation
- Compact solution with a small footprint of just 20 sqm

## BIZ 06

### COLOUR-MATCHED BROCHURE PRINTING

Take a look at this presentation of an automated workflow, easy colour management, and inline finishing with highest efficiency – all thanks to AccurioPro Flux applications. The comparison of offset versus digital will show you that the digital prints match the preprinted offset sheets. As another highlight in this area, our experts are available to advise you on ISO 12647, Fogra VPS and the German QSD standard.

#### Hardware shown:

- bizhub PRESS C1100 with Watkiss
- bizhub PRESS C1100 with Plockmatic
- bizhub PRESS C1070P with SD-513

#### Software shown:

- AccurioPro Color Care
- AccurioPro Color Care Server
- AccurioPro Cloud Eye
- AccurioPro Flux

#### Benefits:

- Reduce manual labour and hidden costs
- Make print room operation more profitable
- Reduce the amount of job preparation before printing
- Improve customer loyalty

## BIZ 07

### TACTILE FINISHING

The JETVARNISH 3DS with iFoil-S opens up a new world of opportunities for digital print shops, commercial printers and dedicated finishing companies. In this business zone, we show you how to create added value with tactile finishing, demonstrating this with different applications from high-grade posters to our readily compiled Digital1234 board game. Interested visitors can have their Digital1234 board game personalised with Planet Press.

#### Hardware shown:

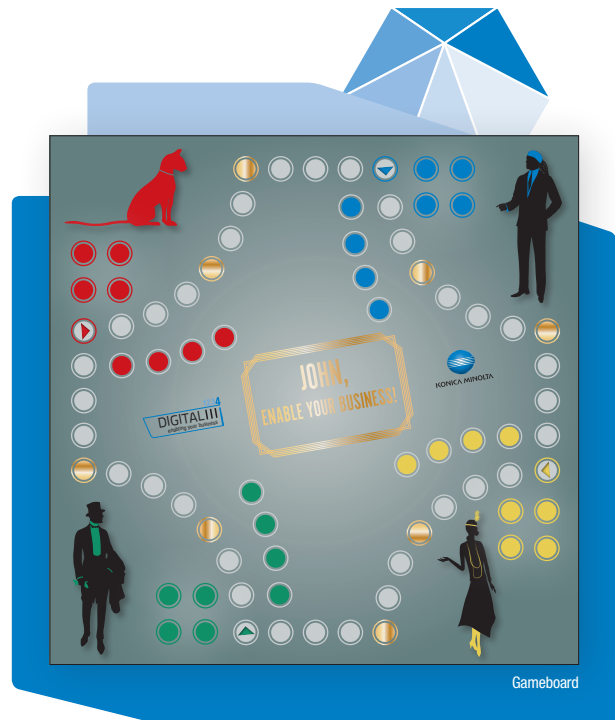
- bizhub PRESS C1100
- MGI JETVARNISH 3DS & iFOIL-S
- Bagel Minilam B3
- Morgana AeroCut Quatro

#### Software shown:

- VDP option for JETVARNISH
- DaVinci

#### Benefits:

- Advanced value-added finishing
- Generate a healthy profit with inline finishing
- Spot varnishing and/or hot foil stamping for run lengths down to one



# BIZ 08

## PRINTING OF PERSONALISED PACKAGING

In this area, personalised packaging blanks are produced on the bizhub PRESS C1100, which is shown together with a Digital Flexo Cut system to cut out the blanks for further finishing in an automated packaging solution with inline folding and gluing. The seamless integration of our digital printing press into such a packaging environment shows a high degree of automation and how to achieve cost-saving production runs.

### Hardware shown:

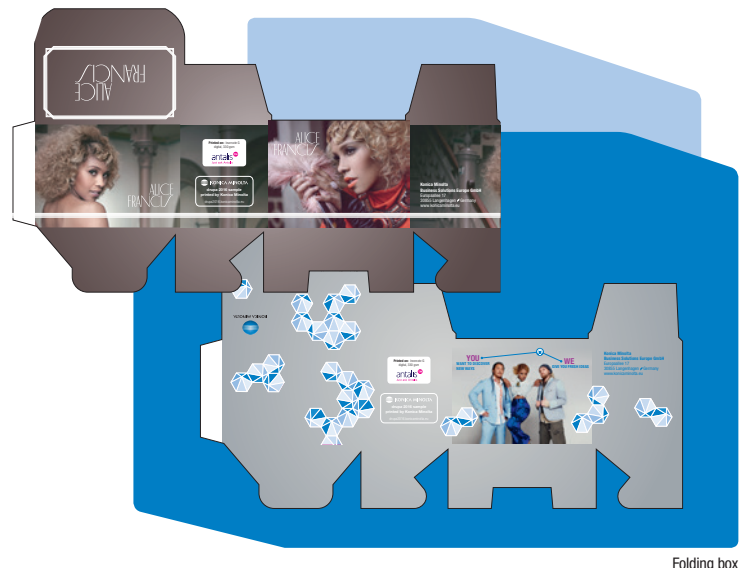
- bizhub PRESS C1100
- Digital Flexo Cut
- ROPI Automatic Packaging Solution with Creasing, Folding and Inline-Glueing

### Software shown:

- AccurioPro Flux Essential / Flux Forms

### Benefits:

- On-demand printing of full colour packaging
- No need for extra warehousing and in-time logistics of packaging components
- Cost savings due to automation
- Eco-friendly solution



Folding box

# BIZ 09

## LABEL PRINTING

Here, we demonstrate the capabilities of our bizhub PRESS C71cf label press with the production of several live print samples – from printing to finishing, including die-cutting, varnishing and foiling. Beyond this, spot varnishing and hotfoiling of the printed materials will be available on the MGI JETVARNISH 3D-W + iFoil, as well as die-cutting and slitting of the finished prints.

### Hardware shown:

- bizhub PRESS C71cf
- MGI JETVARNISH 3D-W + iFoil
- DC330 Mini (GM Finisher)

### Software shown:

- AccurioPro Label Impose

### Benefits:

- Perfect for expansion into new markets and complementary use with existing analogue machines
- Reduce your print run lengths
- Faster delivery times
- Personalisation and versioning as well as production of on-demand runs



# BIZ 10

## MULTI CHANNEL MARKETING

In BIZ 10, the focus is on the important market trends customisation and multi-channel communication: With PlanetPress® Connect, you have a comprehensive output management tool for every step of a communication workflow in corporate environments. We show you how to easily create personalised business communications including print, HTML, e-mail and web – all of this using just a single solution!

### Hardware shown:

- bizhub PRO C1060L

### Software shown:

- Capture OnTheGo
- PlanetPress® Connect

### Benefits:

- Drive customer loyalty
- Take advantage of market opportunities
- Boost productivity
- Easy-to-use tool

# BIZ 11

## BUSINESS CARD PRINTING

This is a complete workflow for business card production, including possibilities for spot varnishing and inline foiling. See the extensive media capabilities of the Konica Minolta digital presses live!

### Hardware shown:

- bizhub PRESS C1070
- MGI JETVARNISH 3DS (together with BIZ 07)
- Duplo DC-616 Pro (together with BIZ 02/13)

### Software shown:

- AccurioPro Flux

### Benefits:

- Draw your customers' attention with a diversified product range
- Achieve differentiation from your competitors
- Easily add value to print products





# BIZ 12

## CALENDAR PRINTING

Showing you how to attract the attention of your customers, we create personalised photo calendars by combining EFI Digital Store Front with EFI DirectSmile in this business zone. Taking advantage of spot varnishing, calendars can be enhanced with glossy effects, making a calendar an ideal one-to-one marketing solution.

### Hardware shown:

- bizhub PRESS C1085
- GBC finisher (GP-501)
- GBC offline binding equipment

### Software shown:

- EFI DirectSmile VDP Studio
- EFI Digital Store Front

### Benefits:

- Higher customer loyalty
- Enhance customer attention
- Easy to create and operate
- One-to-one marketing solution

# BIZ 14

## B2 INKJET PRINTING

The print industry is changing fast on the back of digital communication, creating not only new opportunities but also new challenges. The essential question is how to remain innovative? Our vision is to explore and give shape to our customers' ideas. At drupa 2016, experience first-hand the launch of our revolutionary B2+ Inkjet Press AccurioJet KM-1 and touch the future of colour inkjet production!

### Hardware shown:

- AccurioJet KM-1
- KM-C
- MGI JETVARNISH 3D Evolution

### Benefits:

- Move short-run offset to digital inkjet for enhanced efficiency and profitability
- Hybrid printing: Integrate AccurioJet KM-1 into existing offset processes
- Duplex printing and larger sheet sizes
- Print on packaging board, lightweight papers and textured stock



Invitation card



Concert ticket



# BIZ 15

## BEYOND 5<sup>TH</sup> COLOUR

Introducing true iFOIL for a finish that exceeds the quality even of 5-colour systems, we show you how to open up a new world of business opportunities and differentiate from your competitors!

### Hardware shown:

- MGI Meteor Unlimited Colors

### Benefits:

- Offer real value-added business
- Boost your profits
- Distinguish yourself from your competitors
- Real professional solution against competitors' 5<sup>th</sup> colour sales argument

# BIZ 16

## INNOVATION AVENUE

As the digital world meets the physical world, the rise in multi-channel communication is gaining momentum. We are proud to showcase our developments in areas such as augmented reality, marketing services and production automation – all of which can drive additional opportunities for print for your business!

### Hardware shown:

- Konica Minolta Augmented Reality Studio
- ScissorHand
- Marketing Automation Platform Markomi

### Benefits:

- Expand your capabilities to become a marketing services company
- Explore new tools and solutions for rich multimedia experiences
- Future technology trends and applications where print is still an important part of the marketing mix
- Combine offline and online marketing techniques
- Take advantage of effective, best-practice marketing strategies

# BIZ 17

## INKJET TECHNOLOGY CORNER

The presentation in this area includes a display of Konica Minolta's new industrial high-performance inkjet print heads and the launch of Konica Minolta's worldwide leading MEMS technology for inkjet print heads. We also show the wide variety of possible print materials for inkjet print heads, including for example direct printing on bottles and cans.

### Benefits:

- Launch of Konica Minolta's world-beating MEMS technology for inkjet print heads
- New industrial high-performance inkjet print heads with high-speed full-colour roll-to-roll inkjet print technology
- Print heads push speeds to over 70 metres/minute while delivering excellent print quality on a wide range of materials

# BIZ 18

## ENTERPRISE PRINTING

Have you come to drupa by plane? In this business zone, you can print your flight tickets – we demonstrate mobile printing with PageScope Mobile. In addition to this, we also show an entire workflow for the production of various personalised notebooks with different covers using AccurioPro Flux Premium, the bizhub systems and the finisher.

### Hardware shown:

- bizhub PRO 958
- bizhub PRO 1100
- bizhub PRESS 1052e

### Software shown:

- SafeQ
- eCopy Share Scan
- AccurioPro Flux Premium

### Benefits:

- Manage server-located jobs directly from the panel of the bizhub PRO 1100
- Authentication, accounting and mobile printing with SafeQ
- Unified operation of the bizhub PRESS 1052e with new Fiery: Use identical to bizhub colour presses



Notebook



## BIZ 19

### INDIRECT SALES LOUNGE

**This area of the booth is reserved for the exclusive use of our authorised German Production Printing Partners.**

Our authorised Production Printing Partners take an essential part in the success of Konica Minolta and therefore play an important role on our booth at drupa 2016. This area has been set aside for the German partners enabling them to invite their customers and prospects to discuss how bizhub systems, applications and workflows from Konica Minolta can enhance their business.

## BIZ 20

### DIGITAL1234 LOUNGE

Here, we give you the opportunity to “do the free Business Health Check” and find out the strengths and the weaknesses of your printing business. We also give you details about the business tools we make available to identify opportunities for cutting costs, adding new services, increasing profits and making your entire operation more productive.

**Product:**

- Digital1234 Business Development Program in general, as well as the Business Scorecard

**Benefits:**

- Cut costs, add new services and increase productivity in order to enhance profitability
- Spend less time on the technology, more time on improving the business
- Combine innovation with operational improvements for long-term business growth





# BIZ 21

## PROKOM LOUNGE

We focus on improving our members' business through continuous development, 360° feedback and knowledge sharing. PROKOM members are our greatest asset and we take pride in investing in their future.

### Product:

- PROKOM PPD community

### Benefits:

- Gain access to exclusive seminars, programs and conferences
- Share knowledge and explore networking opportunities
- Evolve your business continuously through e-learning
- Learn to drive efficiency using our practical guides
- View exclusive blogs, articles and whitepapers directly on your desktop, tablet or mobile phone

# BIZ 22

## WORKFLOW AUTOMATION

This area mainly focuses on the world premiere of the new Konica Minolta umbrella solution concept AccurioPRO, integrating the JT Suite and other global solutions for easily connected workflows and highest efficiency.



### Hardware shown (together with BIZ 06):

- bizhub PRESS C1100 with Watkiss
- bizhub PRESS C1100 with Plockmatic
- bizhub PRESS C1070P with SD-513

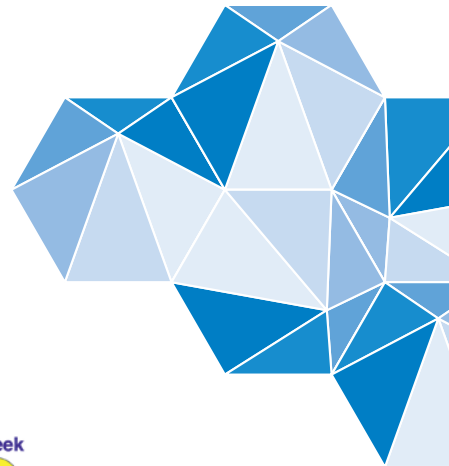
### Software shown:

- AccurioPro Flux
- AccurioPro Conductor

### Benefits:

- Reduced print costs
  - Simple JDF connection to existing prepress equipment
  - Semi-automatic operation thanks to fast post-press connection via barcode and JDF
  - Easy automation of production workflows
  - Enhanced security, productivity and profitability
  - Customisation and flexible automation of varied processes
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# OUR PARTNERS





KONICA MINOLTA



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