

TRENDS IN PRINT: IN-PLANT



THE INDUSTRY IS EVOLVING, NOT DYING.

FUTURE SUCCESS LIES IN THE ADAPTATION OF CHANGE.

In an Amazon world we are hard-wired to expect the right now experience with no additional costs incurred. Online ordering, quick turnaround times and free shipping is the expectation, not an anomaly. In-Plant survival is becoming more difficult with balancing efficiency with the customer expectations set in a consumer world. Is your business ready for it?

THE MARKET WON'T WAIT FOR YOU. MAKE SURE YOU'RE KEEPING UP.

CHANGE DRIVERS:

#1. CREATING AN ACTIONABLE PLAN

In-Plants and print organizations struggle with what success looks like. If you don't create and drive an actionable plan, there is no ability to determine performance success or failure in order to expand what is working or course correct what is not. Determine what KPIs matter to your business in order to determine overall performance: sales, retention, production costs and overall performance - *KPIs for In-Plants*.

#2. MIS: THE IMPORTANCE OF OPERATIONAL METRICS

Real-time data visibility from your MIS and workflow processes ensures the ability to make on the spot changes, resulting in better decision making. The key to a good metric is the ability to course correct and make the changes to immediately to achieve the desired effect, keeping productivity up and costs down with minimal disruption.

#3. CHARGEBACKS, PRODUCTION AND TRACKING

In-Plants need to prove their worth. You need a system that can estimate, track, manage and report on your true cost of doing business, automated and in real-time. Recouping costs and improving accountability through detailed job costing information proves your worth.

Change is never easy. It requires buy-in, an actionable business plan, expectation setting and the training of product, people and processes to drive your future success.

"I can't count how many times I've needed information on the fly. Building reports out of our MIS is just something we couldn't get along without."

Brian Trott, US Senate

"Simply to say 'we've grown or changed' means nothing. Without a starting metric or documented KPIs you have no visibility into performance: good or bad."

Greg Chomondeley

"The visibility we get from real-time access to our information from both within as well as outside - is game-changing."

Ron Underwood, Our Daily Bread Ministries

Is your business staying competitive offering the top required In-Plant MIS needs in the market?

76% Accounting & Chargeback Integration

74% Real-Time Cost Estimating

72% Reporting Capabilities

"By having actual cost data and robust job tickets we can streamline what we are module charging our customers and reduce questions, and time, from the people doing the work."

Tim Hendrix, Oregon State Printer and Program Manager

"Determine what KPIs matter to your business in order to determine overall performance."

KPIs for In-Plants

IN-PLANT PRINTING: FOLLOW THE 9 STEPS FOR SUCCESS

Customers want it right now without the added cost.

Speed requires accuracy to maintain productivity while meeting customer expectations.

Maintain a balanced approach to ensure success now and into the future.

1. Ensure cost accuracy
2. Manage workflow automation through W2P, Print MIS and PDF solutions
3. Have an up-to-date staffing strategy
4. Develop a best practices training program to ensure current and ongoing productive processes and procedures
5. Provide exceptional service representing the voice of the customer
6. Set measurable metrics and KPIs
7. Have a value-based profit and pricing strategy
8. Implement a demand strategy for growth
9. Continually drive innovation for new products and services

Excerpts from Howie Fenton Consulting, Nine Steps for In-plant Profitability, 2020

YOU MUST HAVE QUESTIONS. WE HAVE ANSWERS. AVANTI IS COMMITTED TO YOUR SUCCESS

Contact Us: wehaveanswers@avantisystems.com

www.avantisystems.com

1.800.482.2908

AskAvanti@avantisystems.com



avanti
WE HAVE ANSWERS®

At Avanti, our goal is to help you deliver more jobs, in less time, with the confidence in knowing that every aspect of your shop is integrated into one powerful platform.

Award-winning, JDF-certified Avanti Slingshot® allows for the sophistication required by today's Print and Marketing Services Providers. The platform is able to manage multiple lines of business, handle large/grand format, digital and offset print, as well as mail and fulfillment workflows.

Connect islands of automation, eliminate breakpoints in your workflow, and get the information you want – when you want it, and where you want it – easily, with Avanti Slingshot®.

From order entry through to production and billing, Avanti Slingshot enables you to work more efficiently, control your costs and move more jobs through the shop with ease.