



KONICA MINOLTA

IPES CUSTOMER DEMO GUIDELINE

Demo is led by BDM or a sales representative. Demo scenario is fully in sales hands. The role of IPES staff is to fully support you and carry out demo for machines placed in showroom.

1. REQUIRED CUSTOMER INFORMATION

Company

– Company name

– Web page

– Number of employees

– Turnover

– Used printing technologies



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Personnel info

- Number of people attending

- Their job position

- What is their attitude to product (Pro or against)

- Arrival to DIS (date, hour)

- Estimated departure from DIS (date, hour)

Competitors

- Experience with competitors

- Experience with Demo

- Satisfaction with the Demo



Technologies

– Technologies requested for Demo presentation:

- | | | | | |
|-----------------------------|--------------------------|-----|--------------------------|----|
| – AccurioJet KM-1 | <input type="checkbox"/> | YES | <input type="checkbox"/> | NO |
| – MGI JetVarnish3D Evo | <input type="checkbox"/> | YES | <input type="checkbox"/> | NO |
| – AccurioWide 160 | <input type="checkbox"/> | YES | <input type="checkbox"/> | NO |
| – IJ Stand | <input type="checkbox"/> | YES | <input type="checkbox"/> | NO |
| – Harris&Bruno flood coater | <input type="checkbox"/> | YES | <input type="checkbox"/> | NO |
| – Tecnomac laminator | <input type="checkbox"/> | YES | <input type="checkbox"/> | NO |

Expectations

– What are customer's expectations

– Expected Demo scenario

– Setting of the demo process

Comments



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2. DEMO REQUESTS

AccurioJet KM-1

Standard substrates

- Standard substrates available in Flux
- Size: 500 x 700 mm
- Files submitted only via Flux
- File size: 500 x 700 mm
- Files need to be sent at least one week before

Customer substrates

- Customer substrates need to send to DIS at least one week before
- Substrates size: 585 x 750, 500 x 700, 450 x 640, 393 x 545
- File size: 585 x 750, 500 x 700, 450 x 640, 393 x 545

Quality mode

- Required quality mod
 - Rich, Standard, Eco, Alwan

Files

- PDF format is required
- Maximum size 1000 MB

MGI JetVarnish3D Evo

Files

- Mask files format: TIFF, 360 dpi, ICC profile included according MGI standards



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Substrates

- **Only coated or laminated substrates can be embellished**
 - **Formats:** min. 420 x 297 mm, max. 520 x 1200 mm
 - **Thickness:** min. 0,150 mm, max. 0,800 mm

iFoil Substrats

- **Formats:** min. 420 x 297 mm, max. 520 x 1200 mm
- **Thickness:** min. 0,150 mm, max. 0,400 mm

Varnish

- **Thickness**
 - 2D 7 μ - 20 μ m
 - 3D 20 μ - 232 μ m

Foils

- **Available foils**
 - silver matt, gloss
 - gold matt, gloss
 - red
 - green
 - blue
 - pink
 - sky blue

AccurioWide 160

Substrates

- **Available substrates:** tab
- **Printing on rigid media**
 - Max. width 1650 mm
 - Max. length 3200 mm
 - Min. thickness 1 mm
 - Max. thickness 45 mm



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- **Printing on flexible media**
 - Max. width 1650 mm
 - Min. thickness 0,2 mm

Quality mode

- **Requested quality mode**
 - Draft mode
 - Express mode
 - Production mode
 - Standard mode
 - High-quality mode

Files

- **Minimum resolution:** 150 dpi