

CONNECT®

What is *spencerMETRICS* CONNECT?

The award-winning *spencerMETRICS* system provides production printing equipment management with actionable information for cost savings through productivity improvement.

The system monitors asset utilization in real-time, analyzes operational efficiency on-demand, and guides management to continuously improve operational performance.

Automatically gathering press data from production printing equipment, the *spencerMETRICS* CONNECT system elegantly blends in operator knowledge, providing powerful analytics to identify root causes of excess downtime.

The cloud-based, patent-pending architecture demonstrates its value in single press as well as in multi-press, multi-plant, multi-location operations. Users range from in-plants to book printers to commercial shops doing mass personalization or trans-promo.

Industry average digital production press utilization is estimated at only 40-60%. Actual case studies have shown 5-8% improvement with *spencerMETRICS* – helping you to make more money – hundreds of thousands of dollars more per press.

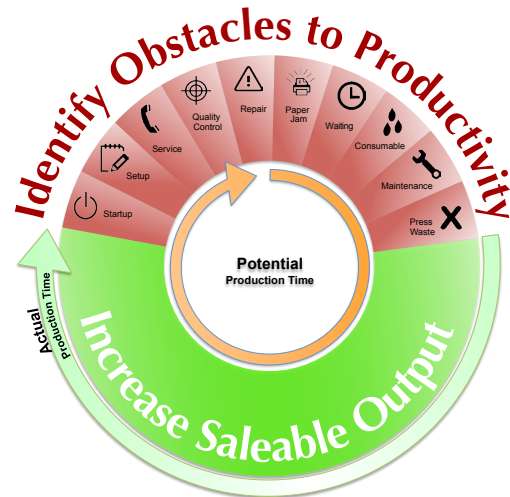
Is this Print MIS software?

Print MIS systems manage job flow while the press is printing – *spencerMETRICS* systems manage all the “care-and-feeding” activities around the press when it’s not printing. By minimizing this downtime – finding and eliminating wasted downtime – your presses are available to print revenue-producing jobs whenever they come – without overtime.

While MIS helps track order processing and job flow, *spencerMETRICS* helps manage all the other press activities – so *you have more time to produce jobs*.

Can I get this information from my MIS?

MIS systems do not provide enough detailed information about the shop floor to be “actionable” – to drill down and quickly identify root causes of printing productivity bottlenecks. *spencerMETRICS* clear, simple graphics enable *effective, timely corrective action* and a new focus on the opportunities.



How does *spencerMETRICS* get more detail?

By analyzing *operator knowledge with machine data*, *spencerMETRICS* systems enable you to identify and understand the root causes of production issues.

Operators know...

- why Print Quality was unacceptable
- the difference – Rework vs. Proofs and Production
- why the press is idling – approval, supplies, delays, busy operator, no work, etc.
- when a consumable or media is an issue

Press operators want to do a good job, and they need a tool to document issues in real-time and communicate the *shop floor reality* to management; they too want fewer obstacles and higher productivity with realistic expectations.

Do I have to modify my Press?

No press modifications – such as shaft encoders, cameras, or PLCs – are required. The *spencerMETRICS* CONNECT system uses network protocols such as JDF/JMF to communicate with production equipment and automatically get detailed data – without violating digital press lease agreements.

The included CONNECT Computer networks with your presses from your server room. Operator knowledge is captured on high-quality tablets – one for each press is also included with the system – giving operators the *easiest-to-use data capture* available.

The *spencerMETRICS*’ cloud-based SaaS architecture is cost-effective, flexible, and scalable – providing unmatched ROI.

Who should use *spencerMETRICS*?

If you have digital production presses – cut-sheet and web, ink or toner, color or mono – of various makes and models – you need the *spencerMETRICS* CONNECT system.

- *spencerMETRICS* systems are being used at in-plants, some with a single press and finishing equipment
- *spencerMETRICS* systems are being used at commercial printing companies, some with dozens of presses in multiple plants

The *spencerMETRICS* system can be configured to work with *any digital or conventional production press*; it is being used to manage large format printers, mailing and finishing equipment – and 3D printers as well.

What are typical findings?

- *spencerMETRICS* reduced Overtime by improving scheduling accuracy
- *spencerMETRICS* reduced Downtime by improving workflow and job planning, exchanging more PM and in-house repairs for fewer service calls, etc.
- *spencerMETRICS* improved Operator performance and job satisfaction by identifying specific training needs
- *spencerMETRICS* reduced Waste, Errors and Rework

Will I make more money with *spencerMETRICS*?

spencerMETRICS shows you how to *reduce costs* for labor and material; to *reduce waste*; to *save on overtime* and extra shifts; to make each click count. A recent white paper by InfoTrends found many printers have waste that exceeds 20% – eliminating waste increases your bottom line.

Increased productivity also flows directly to your bottom line. One customer documented over 8% higher productivity! What is that worth in your shop? (www.spencermetrics.com/calculator) What if you reduced overtime? Increased turnaround time? Eliminated 1 out of every 13 shifts? Maximized utilization – produced more jobs-per-shift *without increasing staff or equipment*?

Does operator knowledge reduce productivity?

Surprise! Studies have shown *productivity increases* simply by monitoring a person's tasks. And following a routine reduces errors and rework!

spencerMETRICS systems capture operator knowledge in short intervals after the operator has taken care of the press – on an extremely easy-to-use touch-screen tablet they already know how to use. Tablets are right at each press and unique to it. After signing in just once at the beginning of their shift, the system tracks press time, and simply leaves slots for operators to *identify key downtime activities* when they have the time.

In just a few seconds – 1 or 2 touches – operator knowledge is captured – with negligible impact.

There are no cumbersome bar codes to scan or constant typing at some remote terminal. Operators tell us *they wish other systems were as easy to use* (experienced CONNECT operators are available for interview). Note that the tablets securely block messaging, music, social media, games, camera, etc.

How do I access my press analytics?

At www.spencermetrics.com simply click on 'Client Login' and enter your unique credentials. *spencerMETRICS* cloud-based analytics are securely available in real-time through any web browser on any Internet-enabled device (smart-phones too) – from anywhere in the world.

What about OEE, Lean, CI, etc.?

The *spencerMETRICS* CONNECT system *automatically measures and calculates Overall Equipment Effectiveness* (OEE) – AVAILABILITY, QUALITY, PERFORMANCE, TEEP, etc. – and provides waterfall visualizations and Pareto charts – on demand! See our OEE White Paper.

When will I see the benefits?

Like any powerful tool, your benefits increase with use. You should start to see opportunities for improvement in just weeks, with continuing improvement over months – and years. ROI and value increase as your productivity increases.

Pricing?

The *spencerMETRICS* SaaS system is licensed on a modular per-press basis, allowing you to easily grow. The Data Entry Terminals (iPad-based) for each press and a CONNECT Computer for each site are provided as part of the system.

Operator and management training, software updates, and support are *all included at no extra cost*.

With installation and training *completed in less than a week*, you can be managing your production equipment more effectively almost immediately. Manage most presses for just dollars a day – contact us today!

Will CONNECT work on my equipment?

The *spencerMETRICS* CONNECT system is available today on many digital production presses – HP, Kodak, Ricoh, Xeikon, Xerox, etc. Released on a model-by-model basis, ask about CONNECT Beta opportunities for upcoming models; meanwhile try *spencerMETRICS* LE.

Do you have reference sites?

Let us know if you would like to talk with our users.