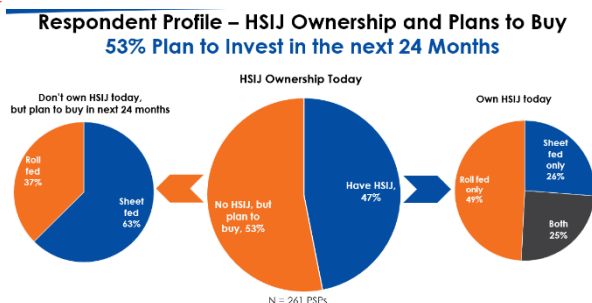


High Speed Inkjet Printing in Commercial Print Markets

A Research Study of Print Service Providers in North America and Western Europe That Are Using and/or Planning to Purchase a High Speed Inkjet Press in the Next 24 Months

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Forecast

We have aligned our segmentation with that used by the On Demand Printing & Publishing service. The placements and impressions forecasts are segmented by:

- Technology
- Paper size for sheet-fed machines
- Functionality
- Duty cycle range

■ Placement - Sheet Fed

Sub-Region											
(すべて)											
Region	Duty Cycle Range	Feed Type	Paper Size	2016	2017	2018	2019	2020	2021	CAGR '16-'21	
APJ	1.9M to 10M	SF	A3								
			B2								%
USA	1.9M to 10M	SF	A3								%
			B2								%
WE	1.9M to 10M	SF	A3								%
			B2								%
RoW	1.9M to 10M	SF	A3								%
			B2								%
総計											%

■ Placement - Roll Fed

Sub-Region											
(すべて)											
Region	Duty Cycle Range	Feed Type	Paper Size	2016	2017	2018	2019	2020	2021	CAGR '16-'21	
APJ	1.9M to 10M	RF	A3								
	>10M	RF	<24"								%
			>24"								%
USA	1.9M to 10M	RF	A3								%
	>10M	RF	<24"								%
			>24"								%
WE	1.9M to 10M	RF	A3								%
	>10M	RF	<24"								%
			>24"								%
RoW	1.9M to 10M	RF	A3								%
	>10M	RF	<24"								%
			>24"								%
総計											%

■ Print Volume by Application

Region	(すべて)										
Sub-Region	(すべて)										
Duty Cycle Range	(すべて)										
Paper Size	(すべて)										
Technology	(すべて)										
Feed Type	(すべて)										
Application	Metric	2016	2017	2018	2019	2020	2021	CAGR '16-'21			
Packaging	Coated Impressions B								%		
	Uncoated Impressions B								%		
Promotional	Coated Impressions B								%		
	Uncoated Impressions B								%		
Publishing	Coated Impressions B								%		
	Uncoated Impressions B								%		
Transaction	Coated Impressions B								%		
	Uncoated Impressions B								%		
Other	Coated Impressions B								%		
	Uncoated Impressions B								%		
総計											%

HSIJ – PSP Interview Questions

Country
Inkjet Press Format
1. Primary Business
2. Employees
3. Primary Customers
4. Printing Capabilities
5. 1st IJ Press - Year
6. Reasons for Purchase
7a. IJ Presses - Number
7b. IJ Presses - Brands
7c. IJ Presses - Models
8. Installation Issues
9. Data Regulations
10. Primary Applications
11. A4 Pages Per Month
12a. % of IJ Volume - From Toner
12b. % of IJ Volume - From Offset (including BW imprinting on shells)
12c. % of IJ Volume - From New Jobs
13a. Equipment Status - Toner
13b. Equipment Status - Offset
14. What New Capabilities Enabling New Work
15. What New Types of Jobs
16. What are Any New Billable Services
17. Profit Margins on IJ vs. Other Presses
18. How Decide if Send Job to IJ vs. Other Presses
19a. Longest Run on IJ
19b. Shortest Run on IJ
20. Best Run Length for IJ
21. IJ Running Cost to Shift Significant Amount of Offset
22a. % of IJ Costs - Paper
22b. % of IJ Costs - Ink
22c. % of IJ Costs - Service & Parts
22d. % of IJ Costs - Labor
22e. % of IJ Costs - Equipment
22f. % of IJ Costs - Other
23a. Price for Primary IJ Press

23b. Price for Related IJ Equipment, SW
24a. Monthly Spend - IJ Ink
24b. Ink Liters Per Month
25a. Monthly Spend - Printheads, Parts
25b. Average Life of Printhead
25c. Who Changes Printhead
26a. Monthly Spend - Maintenance
26b. Key Items in Maintenance
27a. Require 24x7 Maintenance (Y/N)
27b. Price for 24x7 Maintenance
28a. Number of IJ Paper Types
28b. Grades of IJ Paper
28c. Lightest Weight Paper
28d. Heaviest Weight Paper
29. Change Paper Types Per Day
30a. % of Paper - Untreated
30b. % of Paper - IJ glossy by Mill
30c. % of Paper - IJ Matte by Mill
30d. % of Paper - Treated On-site
30e. % of Paper - Treated Uncoated
31. Brands of IJ Paper - Best Results
32a. Priming Paper - In-line vs. Off-line
32b. Why Prime In-line vs. Off-line
33. % Paper Cost Difference - Mill vs. Self-treated
34. % Paper Cost Difference - Self-treated vs. Untreated
35. Impact on Maximum Run Length from Paper Treatment
36. Advantages of On-Site Paper Treatment
37. Importance of Having Same IJ and Offset Paper Brands
38a. Brands of Paper Desired for IJ
38b. Grades of Paper for IJ Desired
38c. Weights of Paper for IJ Desired
39. Frequency Try New Paper
40. How Re-designed Workflow for IJ
41. Importance of Auto Duplex and Multiple Drawers
42. Feeding and Finishing Bottlenecks
43a. % of IJ Jobs Needing Print Enhancement
43b. Desire to Have Print Enhancement In-line or Off-line

44. Items Would Change on IJ Press
45a. IJ Issues - Footprint
45b. IJ Issues - Power Consumption, Exhaust
45c. IJ Issues - Start-up Time
45d. IJ Issues - Ink Cost
45e. IJ Issues - Ink Durability
45f. IJ Issues - Printhead Reliability
45g. IJ Issues - Quality Consistency
45h. IJ Issues - Paper Compatibility
45i. IJ Issues - Drying Time
45j. IJ Issues - High Coverage
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46b. IJ Improvement - Reliability
46c. IJ Improvement - Daily/Job Set-up
46d. IJ Improvement - Workflow
46e. IJ Improvement - Running Speed
46f. IJ Improvement - Other
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47b. IJ Press % of Time - Running Job
47c. IJ Press % of Time - Unscheduled Repair
47d. IJ Press % of Time - Scheduled Repair
47e. IJ Press % of Time - Idle
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53b. Next IJ Press - Running Costs
53c. Next IJ Press - Quality

53d. Next IJ Press - Sheet Size, Web Width
53e. Next IJ Press - Paper Weights
53f. Next IJ Press - Paper Grades
53g. Next IJ Press - Special Inks, Colors
53h. Next IJ Press - Maintenance
53i. Next IJ Press - Quality Management
53j. Next IJ Press - Other
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54b. Hybrid IJ/Offset - Where Fit
54c. Hybrid IJ/Offset - Why Not a Fit
55. Other Comments
56. Other Comments
57. Other CommentA2:A124s