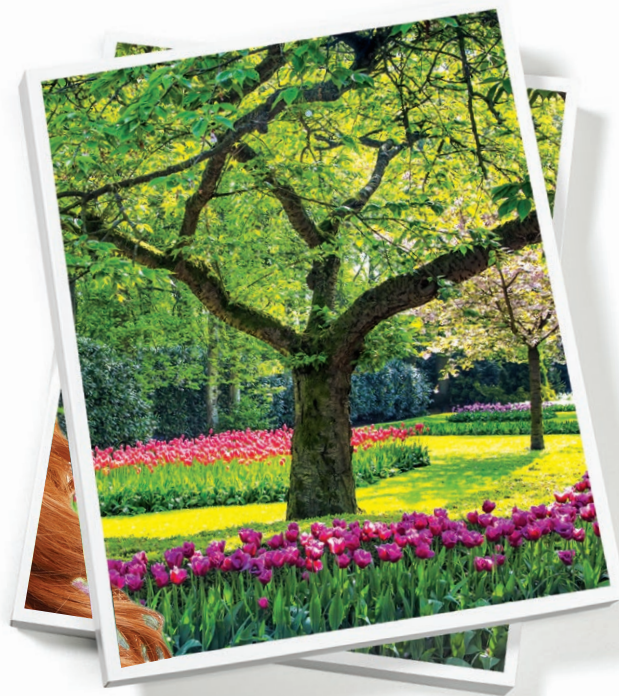
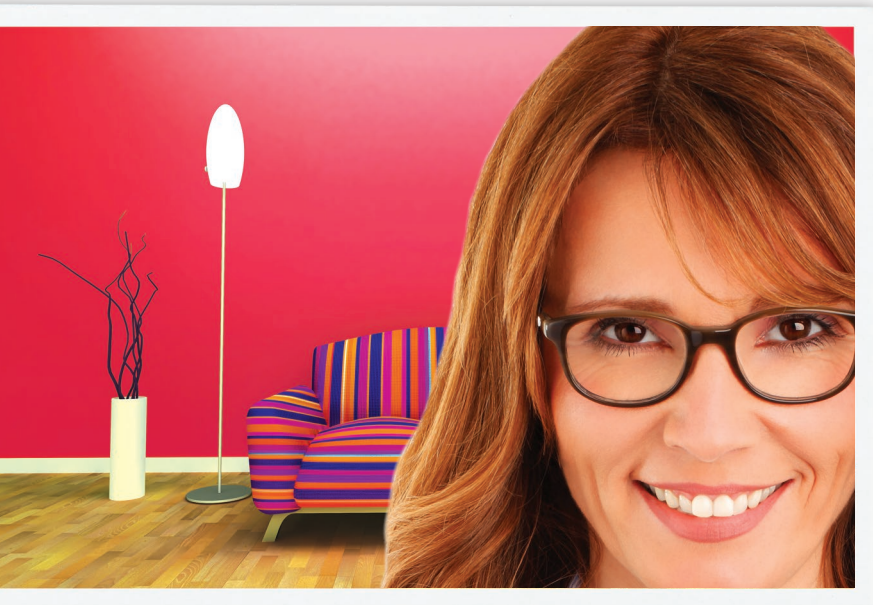




Canon Production Solutions Professional Services



UNLEASH THE FULL POWER OF PRINT.

Expand Your Business Potential

What if you could expand the types of printing jobs you offer today? What if you could streamline the job submission capabilities for your clients, optimize your color capabilities, and integrate your workflows and processes? Would customers be interested in faster turnarounds, variable data printing, and additional types of media?

A production printing system from Canon can help extend your product offerings into areas that have been traditionally viewed as only possible with offset printing. In addition to expanding functionality, a digital printing system can also enable smaller production runs and faster turnaround times for your print jobs.

Canon Professional Services can help your organization seize new opportunities for production printing. Canon's industry-leading printing technology and supporting solutions enable a wide variety of print jobs. Canon has assembled a team of professionals that can help you expand and optimize your business.



Business Questions

1

How automated and integrated are your production printing processes today?

2

How are your customers ordering and submitting their jobs?

3

Do you have established operating procedures and processes for color output to optimize your color quality and repeatability?

4

What operational challenges do you face when implementing new hardware and software?

THE CANON EXPERIENCE

The Canon Professional Services team offers a proven process to help you succeed in the development and deployment of digital printing solutions within your business. With a focus on getting you results quickly, the Canon Professional Services team can identify areas of your current workflow that can be optimized or approached in a more cost-effective manner.

There are a number of factors that must be considered prior to the deployment of production printing systems within your organization:

- Have you mapped out your current and future workflow requirements to maximize your return on investment?
- What is the right amount of training for your organization to quickly maximize the capabilities of your new solutions?
- What new capabilities would you like to offer or expand?

Whether you're expanding or developing your production capabilities, transitioning your workflows, or integrating new systems, it's critical to have an implementation plan that achieves your deployment time lines and objectives. The Canon team's knowledge and experience will accelerate the deployment and training processes and help ensure a smooth, successful transition.



The Process

ASSESSMENT AND NEEDS ANALYSIS

A custom plan based on your unique needs.

Building the case to grow your business and expand services begins with a thorough investigation of current capabilities and understanding the key requirements and potential gaps to achieve future goals. The type of print jobs you offer today and what you'd like to offer tomorrow is a great place to start. An assessment and needs analysis will help identify existing pain points and fresh new opportunities, and then detail the requirements for solutions tailored to your business objectives. The Canon team of experienced professionals can help build a customized implementation plan and identify required support programs or additional solutions to help you achieve your objectives quickly.

INTEGRATION SERVICES

Maximize your capabilities.

The Canon team will help you determine the steps required to seamlessly integrate your production printing hardware and supporting software platforms into your existing infrastructure. The integration process works to optimize production print platforms with core business systems. The Canon team is experienced with integrating with commercial printing prepress systems, back-office platforms, host data streams, and legacy data and print streams.

SOLUTIONS TAILORED TO YOUR NEEDS

Achieve your ideal mix of supporting solutions.

In many cases, a new production printing system brings with it an opportunity to review current workflow processes and supporting programs. Web-to-print solutions may also encourage new access to your system and increase its use. Variable data printing services that manage mailing lists and customize content to further expand your product offerings are increasing in popularity. The Canon Professional Services team is well versed with many Canon and industry-leading partner solutions, and can help determine the right solution for your business. It can help ensure that it's integrated properly into your business operations, saving you time and ensuring customer satisfaction.

IMPLEMENTATION AND TRAINING

Get up and running quickly and seamlessly.

Whenever new workflows are implemented or new software is required, it's critical to have an installation and implementation plan in place. The Canon Professional Services team is experienced in this area. It develops a plan to help access the right personnel and get your solution up and running quickly.

Key steps to system architecture design and solution deployment include helping to ensure proper training for key team members, integration into current systems, establishing processes for optimizing color quality, and understanding new workflow processes and new product offerings. The team will work with key personnel and various users so that they're proficient with the new solutions and workflow processes.



PROJECT MANAGEMENT

Accelerate your deployment
and maximize your investment.

Integrating new software, workflow improvements, and product offerings into your business can be a complex endeavor. You need to be confident that, before any new product offering is made available, the system functions as designed, and your team is competent in delivering its services to customers. Canon project managers help plan and manage the implementation of your solution by setting schedules, coordinating resources, identifying and troubleshooting potential roadblocks, and maintaining your installation schedule. Canon's support helps ease the burden on your time, so you can focus on running your day-to-day business operations.

BUSINESS DEVELOPMENT

Put your production printing system
to work for you, faster.

Keeping up with the latest developments in printing technology can be difficult. The Canon team can help you turn these new technologies into services and product offerings that will benefit you and your customers. The Canon Essential Business Builder program is designed to help you develop and grow new services. And it offers a range of marketing and sales tools, sales training and development programs, and business mentoring support.

Production Printing, Beyond the Press

Expanding your digital production printing system capabilities is a significant investment for your business.

The Canon Professional Services team will help ensure that all aspects of your investment and deployment are thoroughly considered. Think beyond printing hardware and give your business every opportunity to maximize its return on that investment by uncovering new business opportunities, streamlining tasks, reducing costs, and preparing your business for new success.

The Canon logo, consisting of the word "Canon" in a bold, red, sans-serif typeface.

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