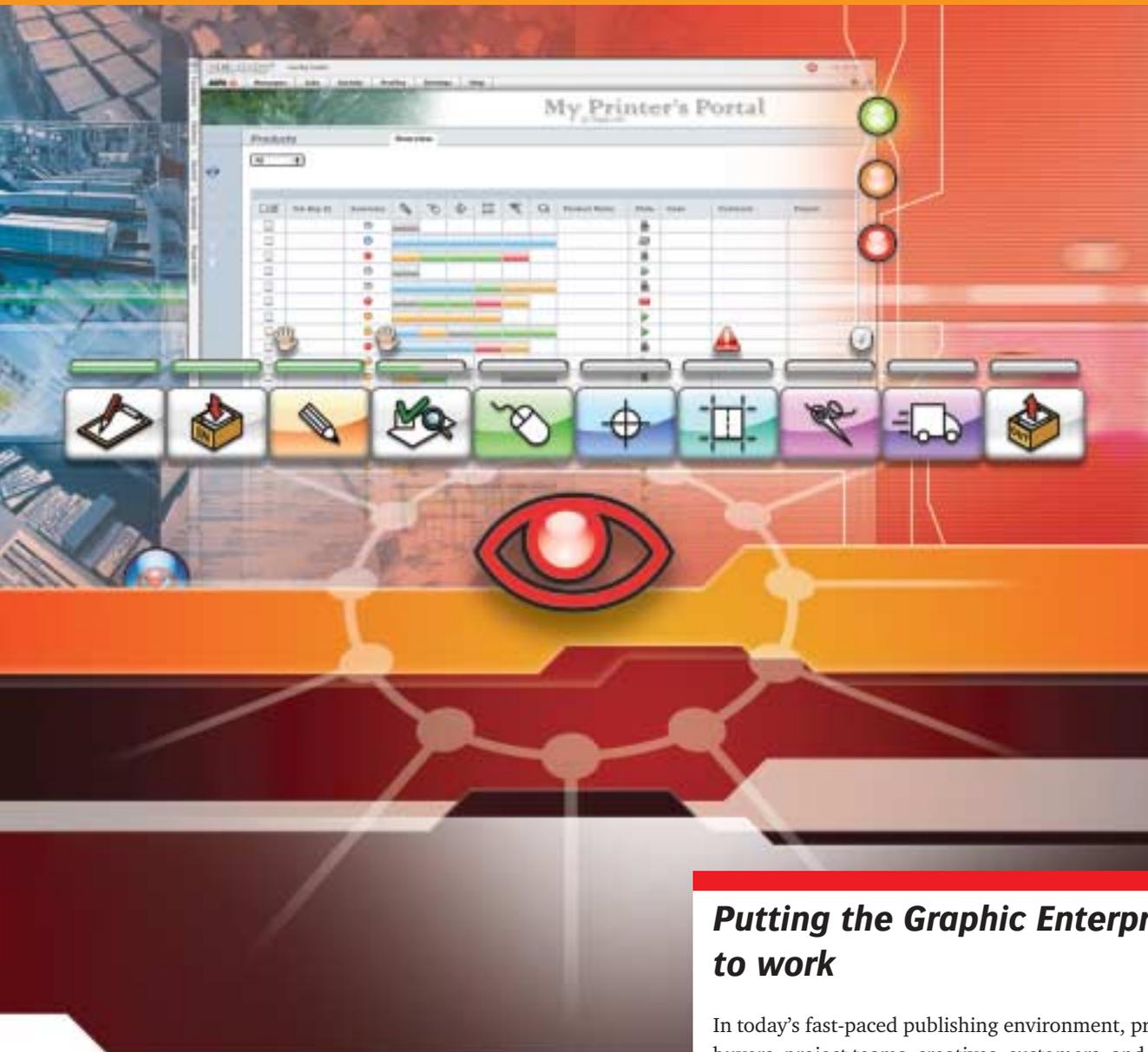


Online collaboration for print and publishing professionals

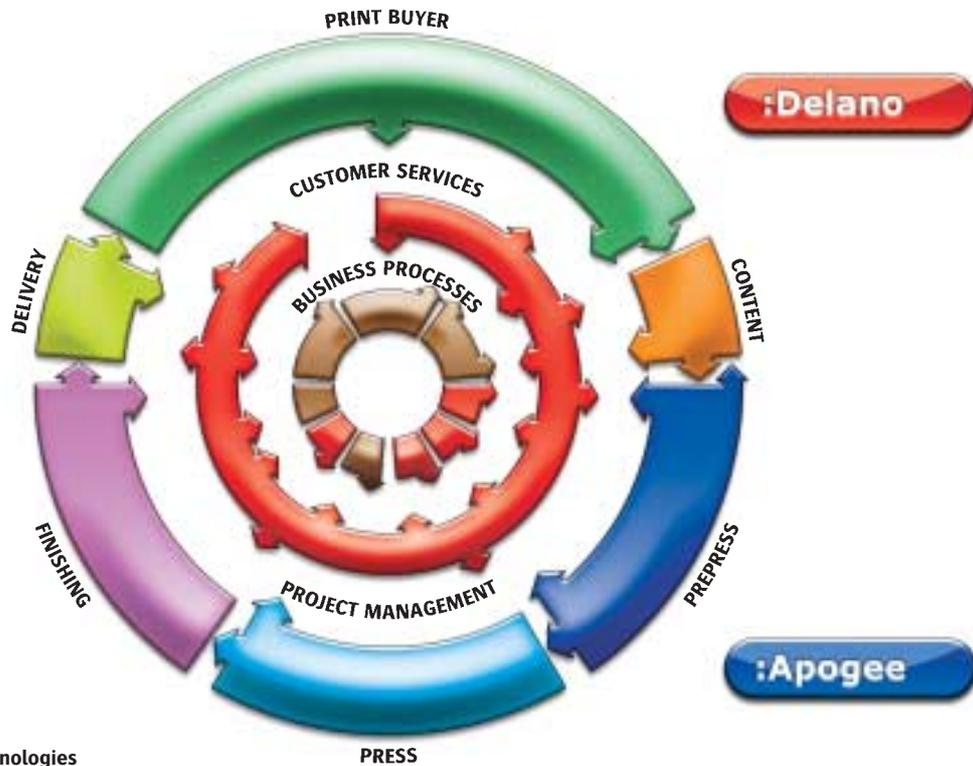
:Delano



Putting the Graphic Enterprise to work

In today's fast-paced publishing environment, print buyers, project teams, creatives, customers, and production partners are confronted with communications chaos. We face a rapid growth in short-run jobs, highly automated workflows and a continuous revolution in the world of electronic communications. Print professionals and creatives have to collaborate like never before, to speed last-minute changes and efficiently control digital assets. Amidst all the change, one thing remains constant: the challenge to reduce costs and streamline the entire publishing process – while maintaining the highest standards of quality. :Delano helps you to organise, automate, integrate, synchronise and communicate your business from customer Product Intent to an End Product Delivery and helps you to bring your customer service to a higher level.

:Delano



Enabling Technologies



Portable Document Format



Job Definition Format



Job Messaging Format

:Delano embraces your entire production process, integrating with your workflow solutions — from customer Product Intent to the delivery of a high quality End Product.

:Delano

:Delano is a whole solution for customer focused project management and consists of several building blocks that can be configured into different configurations.

It is a standards-compliant, open platform for process integration and ongoing enhancements of operations.

:Delano helps print providers achieve the right organization for Internet production. It provides tools for defining the environment, resources, infrastructure, and practices for managing customer relationships and production tasks.

:Delano keeps everybody informed, wherever they are, and whatever their role in the process, by establishing a digital messaging system that links workcenters together. The :Delano user interface provides a common window, visualization of processes, nomenclature, and method for direct customer communication as well as entry of job-related information and digital content. Every user has a message box and can receive messages online or via email. Language is user selectable.

:Delano organizes the information and communication about the printing product and processes, helping to synchronize operations within the plant, between the plant and its customers and suppliers, and from stage to stage of the workflow.

:Delano helps to automate the workflow even more and improve overall efficiency. Workflow automation is key to improved efficiency, cycle time reduction, and greater productivity.

:Delano serves to integrate a broad range of functions and processes. It is a system that links the administration and business processes (customer service, estimation, order entry, supply chain) with the production processes (prepress, press, postpress). Every integration reduces overhead, eliminates duplication of effort, speeds up work, and reduces the cost to complete a function.

Inside the :Delano World, project teams and customers share a common virtual workspace where they inspect, track, preview, review, proof (remote or on-site) and approve all project-related information in real time. Data is gathered in an intelligent JDF-enabled Digital Job Bag, which can be used to streamline production, analyse 'best in class' workflows, provide full job descriptions and automate re-runs.

Using graphic icons and an intuitive user interface, :Delano helps customer service representatives (CSRs) or production managers create and fine-tune best-practice workflows – resulting in fewer errors, increased productivity, stronger business relationships, and faster project turnaround. Built on the concept of open digital workflows and driven by industry standards such as PDF, JDF and XML, :Delano is the right job management solution for today's fast-paced, cost-conscious printing and publishing environment.

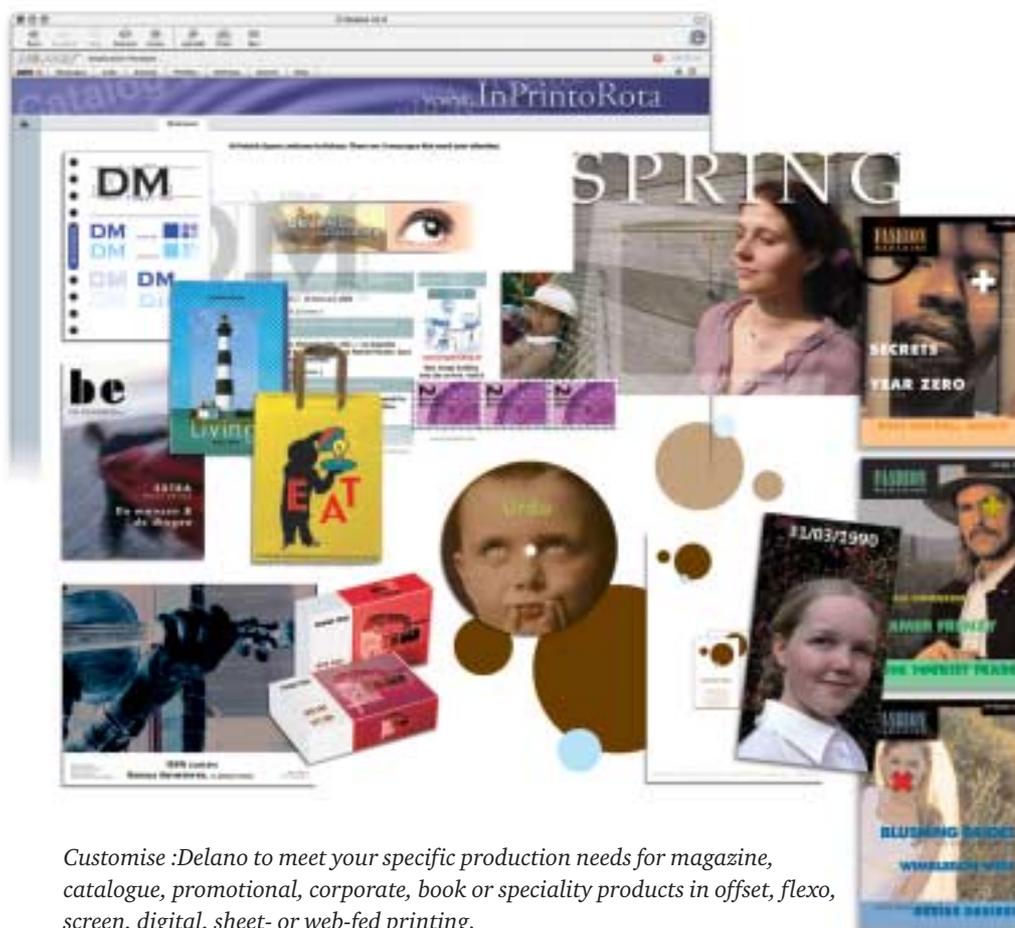
Who will benefit from the :Delano solution?

:Delano was born out of decades of print production experience and developed in collaboration with creative, prepress, printing, and finishing teams.

Small and mid-sized print shops or creatives use the organisational strengths of :Delano to enhance their planning, production flow, and collaboration with partners and third-party suppliers.

Large, multi-national printers appreciate the automation tools and the improvement of communication channels through a multi-lingual interface, enabling colleagues to co-ordinate a variety of diverse production processes, equipment, skills, and cultures among different plants.

You can tailor :Delano to meet your specific production needs for commercial, magazine, catalogue, promotional, corporate, book or speciality products in offset, flexo, screen, digital, sheet- or web-fed printing. Everyone involved with project management, customer relations, or print production can achieve new efficiencies with :Delano.



Customise :Delano to meet your specific production needs for magazine, catalogue, promotional, corporate, book or speciality products in offset, flexo, screen, digital, sheet- or web-fed printing.

:Delano



Project Planning

The process of planning, staffing, and tracking multiple projects or a single job is greatly simplified thanks to the easy-to-use, workflow-savvy capabilities of :Delano. The :Delano project directory features tasks and resources, identified with text and a simple graphic icon. To build a new, customised Product Definition, you can select icons from the directory into a TaskChain. Task Actors are selected and notified when a job needs attention. All production-related information is gathered in the intelligent Digital Job Bag for a high-level overview of your workflow and easy job ticketing.

Customer Relationships

:Delano establishes a common workspace that simplifies and accelerates project planning and production processes, keeping your team focused on a shared goal. :Delano establishes a strong link to your customers, raising customer satisfaction today while building long-term relationships that continue to generate new business far into the future.

Prepress Production

Agfa's expertise in workflow and prepress systems adds robust Preprint functions to :Delano. Combining standard file formats (JDF and Adobe PDF) with a Hot Folder system, :Delano performs file management and processing tasks automatically — as defined by instructions in the Product Definition. Importing files, creating thumbnails, generating proofs, and preparing files for output have all been time-consuming, repetitive tasks in the past. With :Delano, these steps are implemented securely and accurately, without manual intervention.



Customer Relations



Planning



Creative



Prepress



Press



Finishing



Binding



Shipping



Product Delivery

Organise

:Delano automates and accelerates a print job in six critical stages of project management: Project Planning, Customer Relationships, Prepress Production, Print Production, Post Press Operations, and Product Delivery.

TaskChains

Once a CSR is notified of a customer job request (Product Intent), building a project workflow (Product Definition) with :Delano is an easy process. :Delano features a library of predefined project tasks, identified with text and a simple graphic icon. To build a new Product Definition, the CSR selects icons from the directory into a TaskChain.

TaskChains can be customised to meet the needs of each specific project, while drawing upon the knowledge gained from past projects. If a new project is similar to a previously completed job, a “best-in-class” TaskChain that has worked well in the past can be recalled and re-used, further accelerating the planning process.



Print Production

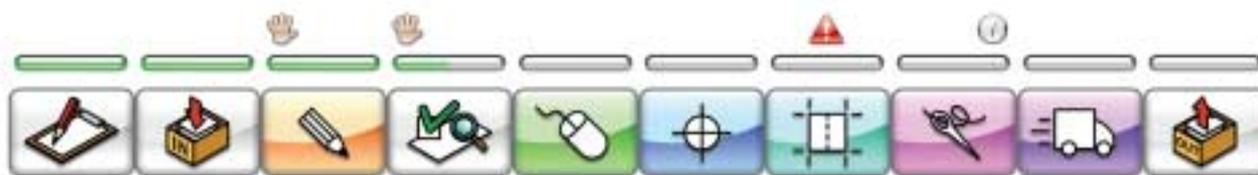
:Delano incorporates many timesaving benefits during the print production process. Pages that have been imported, assembled into proofs, and approved by the customer in the Preprint stage will be assembled by prepress workflow solutions into flats for output. Upon notification of approval, :Delano knows to import the job files directly from the proofing TaskChain module — and to alert the team member responsible for scheduling press time.

Post Press Operations

:Delano continues to provide pertinent instructions to the project co-ordinator after a print product leaves the shop. Handling, packaging and even distribution information can easily be added to the TaskChain for streamlined post press operations. This reduces errors and increases productivity so your customers can count on delivery before reaching the deadline.

Product Delivery

At the end of the production process, :Delano streamlines shipping a final product to the customer, thanks to enhanced staffing features outlined in the JDF-enabled Digital Job Bag.



Building a TaskChain is intuitive and easy. This graphic communications tool helps you create a customised and workflow-savvy project plan.

The :Delano TaskChain is elegant in its simplicity, but rich in content.

By double-clicking on an icon, you can access a full set of task specifications – from design standards to photography guidelines to printing and delivery requirements. :Delano offers every team member access to a common set of design, prepress, and printing terms – avoiding confusion and delays. This collaborative approach helps to communicate assignments and expectations to team members quickly and efficiently.

Staffing With Ease

With a project TaskChain built and approved, you can start to staff the project, assigning each task to an Actor (operator). Thanks to the Web-based, multi-lingual features of :Delano, you can bring together the best project team regardless of time or geography. Writers, designers, photographers, prepress professionals, print

personnel – and even customers – all have access to :Delano via any standard Web browser. Whether Task Actors are in an Internal or External Work Centre, :Delano ensures that everyone on the team has all the information they need to move the project forward without delay.

With pre-defined access privileges, each team member sees a common set of up-to-date product or project information, summarising their task assignments and deadlines.

Task Actors can view this data in their own language and from their own location – at any time. :Delano interfaces with external e-mail systems, so all project communication is centralised in one virtual workspace. This all-digital approach offers a more efficient alternative to phone calls, faxes, and e-mails that often results in duplicate efforts and lost time.

:Delano

Automate

:Delano Inspect is a fully automated module designed to process all incoming files, file information or meta-data. Native file review and correction can be a time-consuming and error-prone process that demands accuracy and an eye for standardisation from your staff. With Inspect, these tasks are performed automatically, precisely, and consistently. Inspect contains and directs three major functions: GateKeeper, Preflight and Page Processing.



GateKeeper



Preflight



Certified PDF



Delano Inspect

GateKeeper

File Recognition — As a project moves into the prepress stage, files received are automatically recognised by the GateKeeper, necessary for further conduct and handling of the files.

Naming Convention — This innovative, fully automated file naming convention recognises the names of a customer or job in an incoming file, and assigns the file a :Delano project-specific name. This process assures that all files, objects, and digital assets pertaining to a job can be easily sorted, searched, and accessed for future use.

By using the naming convention tool the reception of files can be fully automated resulting in automatic processing and product status views showing what has been received and what has not been received.

Eliminating lots of unnecessary file handling in today's workflow solutions.

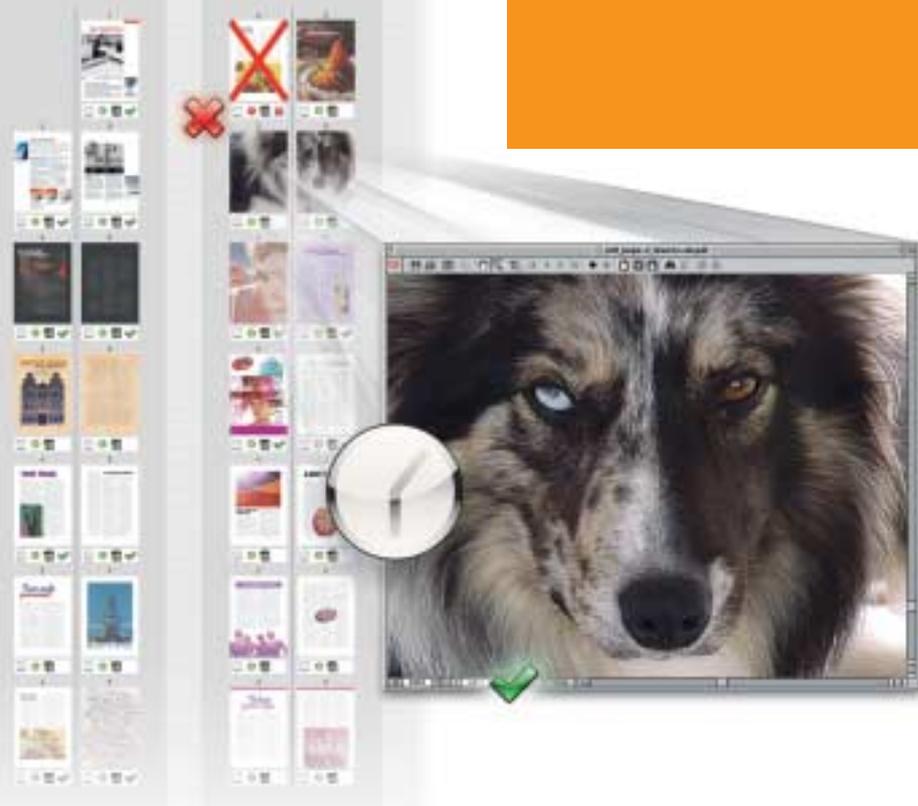
Mapping — :Delano organises file mapping structure using a customised Hot Folder and pointers throughout your network. This assures that all job-related digital assets are sorted, searched, and accessible for future use.

Preflight

:Delano Preflights all incoming files rigorously, and further automates the process by notifying Task Actors when errors occur, once all innovative problem solving capacities of :Delano are expired. Thanks to the user management features of :Delano, only the appropriate players are notified. This essential step ensures the fast and accurate processing of files throughout each production step.

Page Processing

Using Agfa's innovative technology, :Delano guarantees that PDF files capture all design elements within the source document. The software verifies whether PDFs are production-ready and reliable. To minimise the risk on errors :Delano incorporates the latest Certified PDF technology, enabling you to automate the pre-flight and monitor the profiles and changes in the PDF. This



Customers are notified by :Delano when preview proofs are available. Thumbnails, certified PDF-files, and content proofs can all be reviewed on screen.

information is stored by :Delano. The result is delivery of reliable, production-ready, “certified” PDF and TIFF files.

Preview Generation — The GateKeeper Page Processing subsystem organises and directs incoming files to the appropriate :Delano module. When PDF and PS files are received in :Delano, the page Processing subsystem imports the pages and automatically generates three types of files: production-ready “certified” (PDF) files, proofing files, and preview files.

Benefits of Preview Generation — Incoming files are viewed and checked for errors on screen, without using other systems or opening files in their original application. Moving this inspection upfront in the production stream, away from the prepress production, allows modifying in a phase where the cost of correction is negligible.

Visualisation of Work in Progress — Ad pages, covers, inserts, pictures or other job components are not always delivered continuously. :Delano gives the CSR a visual feedback of missing job elements in all stages of the production in real-time.

Automated Error Handling and Messaging

Should an error occur during file delivery, Inspect immediately recognises the nature of the problem and automatically notifies the person responsible for correcting the mistake. :Delano will append this message with the proper specifications for file delivery.



If errors occur in the process, :Delano automatically notifies the appropriate person to correct the problem.



customer approval



resubmit



accept



reject



PDF preview

:Delano

Integrate

Today's business environment of mergers and acquisitions has resulted in many hybrid workflows and production systems. :Delano makes existing legacy systems work more effectively, through an open approach, XML-based technology, enhanced job ticketing, and the ability to read, write and direct JDF information. :Delano can integrate any professional solution into a new :Delano World, where costs are reduced, processes are accelerated and profitability is increased.

Open Approach

:Delano is built on the concept of open digital workflows. It supports professional design, prepress, or pressroom systems, integrating seamlessly into your existing production environment and leveraging your legacy systems. Its Web-based approach keeps your options open, enabling you to integrate :Delano into your workflow today, while ensuring future compatibility.

Job Definition Format (JDF)

:Delano supports industry standards defined in the JDF specification for prepress and post press, and can therefore function as a JDF editor. In this capacity, :Delano acts as a task translator between JDF-enabled devices.

Inter-departmental Reports

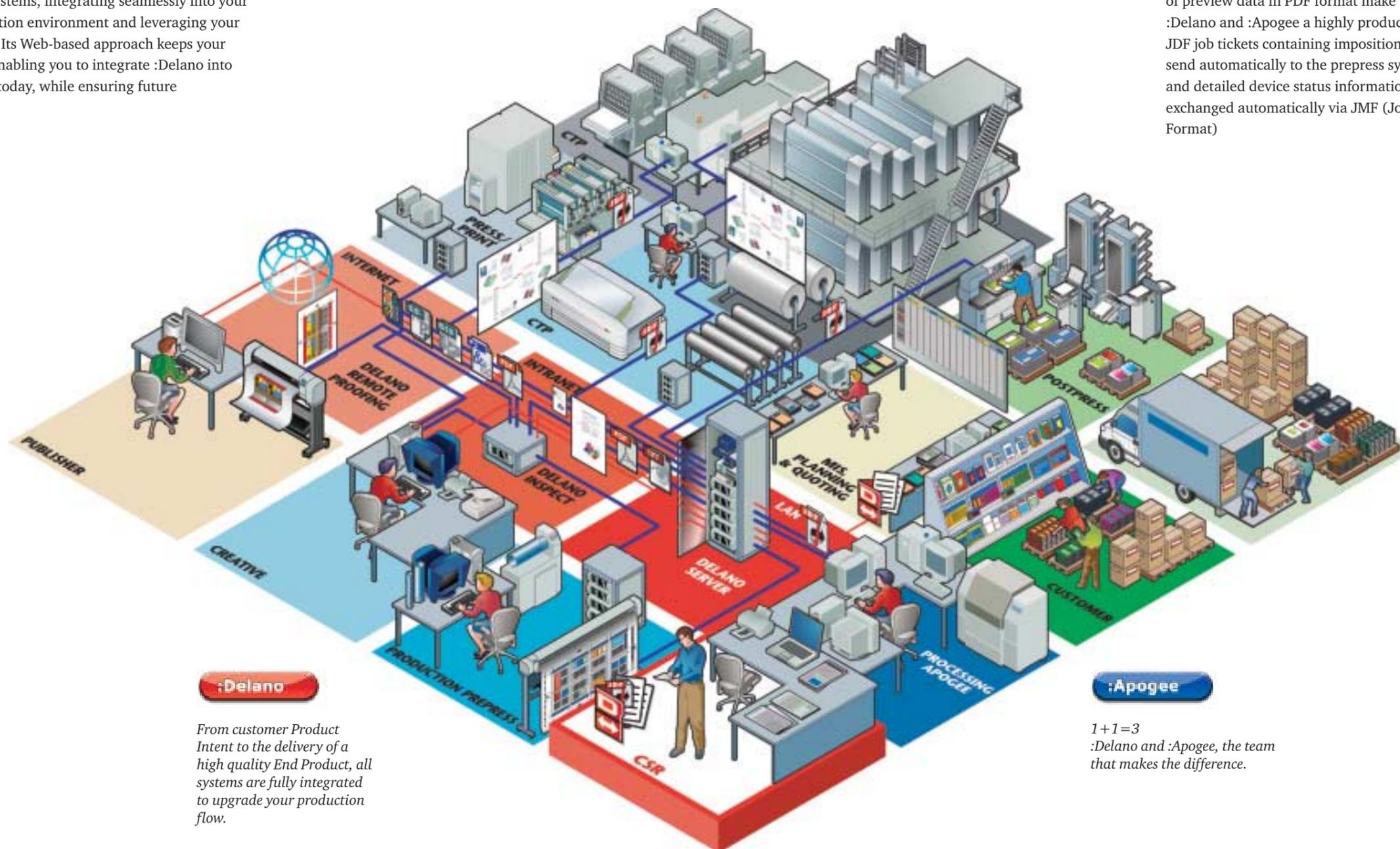
Job knowledge and experience is maintained by :Delano in an intelligent JDF-enabled Digital Job Bag, including every detail of who, what, when, where, and how much. Through the export of standard ODBC™ or ASCII format data, :Delano can share valuable information with other departments such as QA, Purchasing, Estimating, HR, Prepress, Printing, Accounts Payable, and others. Sharing strategic information leads to well-informed decisions on future projects and contributes to overall company process improvements.

Easy, Expandable Implementation

Although the project management capabilities of :Delano are sophisticated, the system is extremely easy to implement. A modular system approach lets you achieve new levels of efficiency in simple steps — without requiring new staff members or extensive training. If you want world-class project management, now there's a solution: :Delano.

:Apogee-enhanced Prepress Workflow

While :Delano can interface with any professional production environment, it does offer enhanced project management capabilities when tied to the :Apogee workflow solution. An automated file naming convention, thumbnail generation, and import/export of preview data in PDF format make the link between :Delano and :Apogee a highly productive combination. JDF job tickets containing imposition information are sent automatically to the prepress system for imaging and detailed device status information can be exchanged automatically via JMF (Job Messaging Format)



Job Definition Format



Job Messaging Format



Delano Intelligent Job Bag

:Delano

From customer Product Intent to the delivery of a high quality End Product, all systems are fully integrated to upgrade your production flow.

:Apogee

1+1=3
:Delano and :Apogee, the team that makes the difference.

:Delano



Synchronise and accelerate the proofing process while reducing your courier costs, through :Delano's innovative features — enabling customers to proof remotely.

Synchronise

:Delano Remote Proofing — The need for accurate Remote Proofing is a crucial issue as digital and distributed workflows become more common. The reasons are clear: courier costs and time consuming print proofs must be minimised in order to maintain profitability. Based on the file transfer of certified PDFs, and its open XML-based structure, :Delano manages and enables remote proofing on any professional proofing system. In collaboration with Agfa's state-of-the-art :Sherpa digital proofing solutions, :Delano assures accurate delivery of high quality proofs from printer to customer.

Remote Proofing and Approval

The Remote Proofing subsystem is managed in a collaborative and organised way. :Delano creates a Hot Folder on the customer's server and sends certified PDFs or TIFFs for review, which can be processed on any proofing device. Digital integrity and colour consistencies are ensured with a combined :Apogee/:Sherpa solution. Proofs can be output for different needs: a single-page sublimated proof for high-impact presentations, a reader-spread colour contract proof or a plotted imposition proof for mock-up or blueprint replacement. Agfa's proven colour management systems ensure perfect proofs at the customer's site.

Customer Benefits

Using :Delano during remote proofing helps avoid time and costs associated with unnecessary content proofing. The customer can proof content at an early stage using a standard Web-browser. Ready-made pages of imposed flats are available real-time, online for the customer. :Delano embraces standard solutions and supports the use of Adobe Acrobat to review and annotate pages and collaborate between different parties in the proofing cycle.

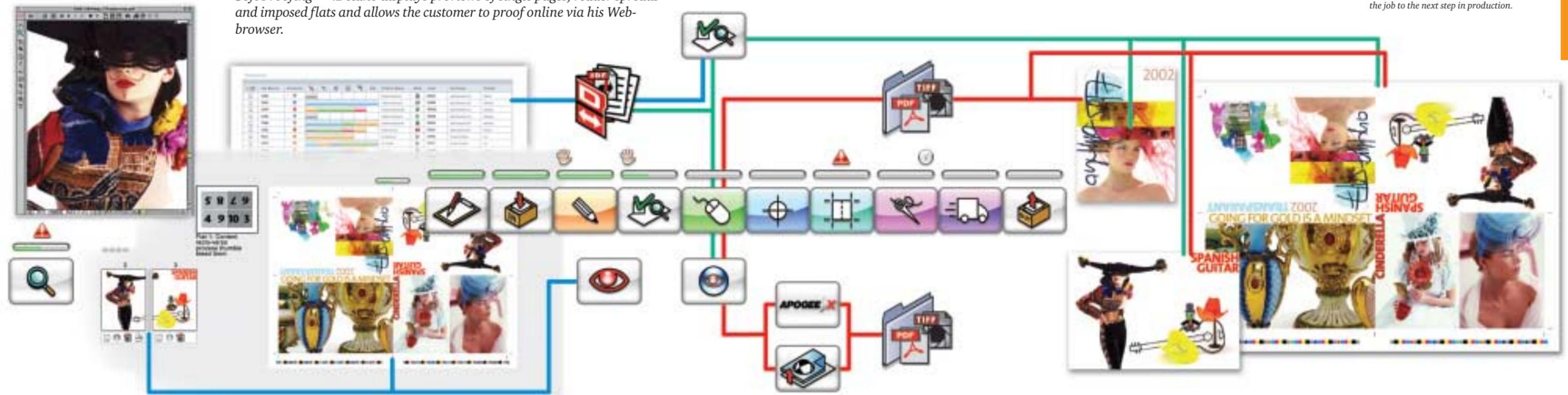
Annotations, remarks, last-minute corrections and changes are communicated using the :Delano messaging system and instructions in the certified PDF files. The customer can approve proofs online which triggers the system to release the job for further processing.

Synchronise your Production

Inside the :Delano World, internal and external work centres, customers, Task Actors, Project Managers, Sales Teams, and CSRs are brought in sync and up-to-date through the customised, sophisticated, and easy-to-use interface. Everyone benefits from real-time access to consolidated job data, ensuring an informed, streamlined, and automated production process. :Delano will send an alert about any missing elements of a job that may be holding up production. Simultaneously, it sends a message to the appropriate Task Actor to advise of an impending or missed deadline. Once all elements of a page or flat are complete, :Delano will automatically send an e-mail, along with a file for review, to the designated team member. Once notified of approval via return e-mail, :Delano will forward the file to the next production stage identified in the TaskChain. As a result, prepress and printing teams are not left waiting for a call from the CSR to schedule processing, imposition, and printing.

Soft Proofing — :Delano displays previews of single pages, reader spreads and imposed flats and allows the customer to proof online via his Web-browser.

Remote Proofing — The customer and/or print provider decide(s) collaboratively which pages to proof at the customer's site. :Delano collects the customer's digital signature on approved pages and directs the job to the next step in production.



Proofing



Internal Work Centre



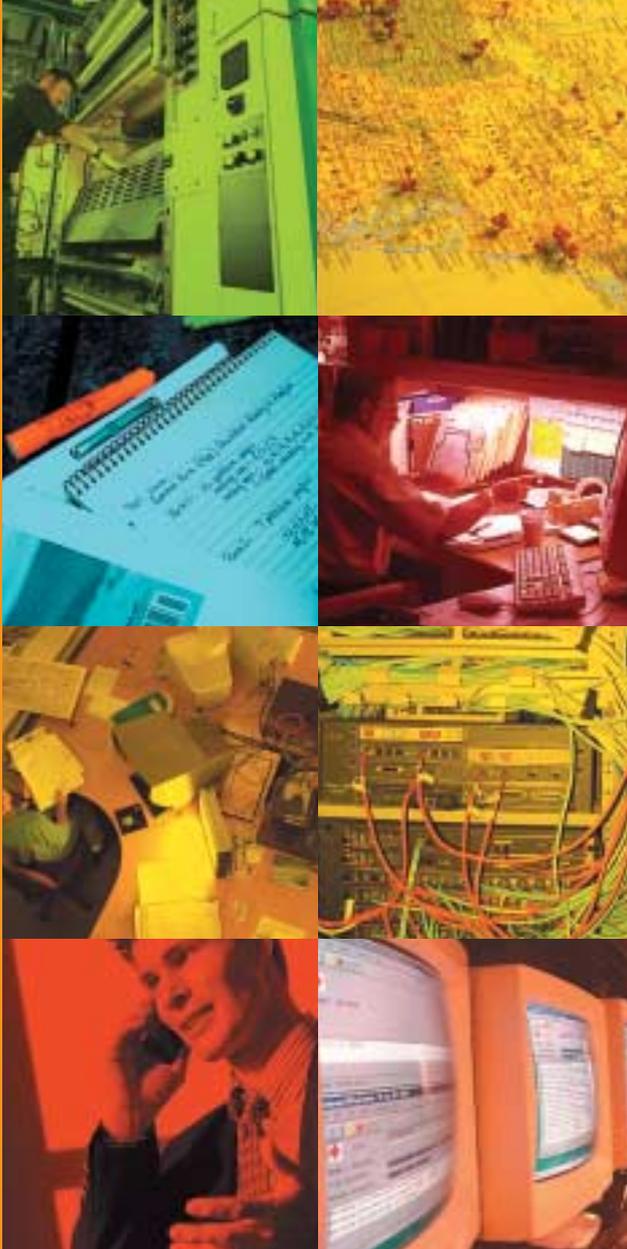
External Work Centre



Customer



Remote Proofing



Communicate

Effective project co-ordination requires flawless communication and sharing of information. :Delano is the ultimate automated communicator assisting you with the monitoring of the entire production process, not only notifying you errors when occur, but also advising how to resolve them.



Message



Alert



Approval

Tracking and Messaging

Once the customer's Product Intent has been translated into a Product Definition by the CSR, and a TaskChain and Task Actors have been assigned, you can rely on :Delano to track the project with minimal intervention. :Delano will automatically monitor deadlines, send out alerts, and advise the CSR if the project requires attention. These capabilities free the CSR to manage more projects than ever before or to perform other production-related tasks, which improves productivity and addresses the increasing customer requirement for a greater number of short-run jobs.

When a project is managed with :Delano, you enjoy a streamlined, predictable way to manage projects, and can offer customers increased value through better communication, improved quality, and faster project turnaround.

Web-based Technology

:Delano installed in your shop allows you to create your own :Delano World, accessible over the web for customers, suppliers, or external workcenters of your own choice.

Secured login is password protected and projects are clearly separated by customer. Users are assigned a level with access rights and roles ensuring efficient management of the customer relation and the internal work assignments and a clear communication of responsibilities.

Once the user logged in via a standard web browser he can check job status information and perform actions on a product in a collaborative way.

Scalability

You can configure :Delano in as many different ways as you choose to operate, making it perfectly scalable to your organisation.

You may choose to support numerous jobs with a large staff and use :Delano as a HRM-tool (Human Resources Management), or to function as a communicator between companies or divisions. As an open solution, :Delano integrates with several professional database solutions, such as SQL™, Oracle™ and others, ensuring inter-departmental synergies.

:Delano



:Delano's intelligent, pro-active messaging system informs project team members when Tasks need attention or when the production flow is interrupted.

Enhanced Features

The :Delano user interface offers convenient Web-access by both internal and external work groups, but we understand that terminals may be scarce on the production floor. To address this, :Delano could function in the future also as an SMS-server that tracks, directs and redirects SMS-messages. Therefore, the notification of Task Actors is maintained, even in a non-Internet environment. SMS functionality also interfaces with handheld computers, faxes and analogue sources. This flexible, leading-edge approach is possible thanks to the XML-language used by the :Delano software and is an example of how this flexibility and openness could be deployed to the benefits of each environment.

Overall Communication

The advanced communicative capacity and open structure of :Delano ensures that all departments can easily connect with each other. Even if this requires an analogue approach and manual input, the communication flow will not be diminished. :Delano does not distinguish between an analogue job sleeve with a barcode processed by the MIS department and a digital communication between two automated software applications. All processes are equally supported – an essential capability in today's hybrid work environments.

Support for Multi-version Projects

The growth of short-run, targeted printing campaigns has increased the need for multiple-language or geography versions, as well as delivery to many end users. Often, instructions for multiple print versions will be defined in a printing module of a TaskChain.

:Delano, with built-in task-to-task intelligence, will relay instructions from the printing task "upstream" to the prepress task module, so that optimum flat assembly will be performed for the multi-version output.

With this knowledge, :Delano manages the appropriate press, bindery, and shipping details for multi-version print projects, creating added value to offer this growing market.

:Delano

More than a JDF-editor

The JDF standard was developed to communicate product and process data with greater efficiency.

:Delano embraces this standard and uses it as a universal interface between devices and people throughout the production process that are JDF-enabled. :Delano functions as an open JDF-editor, meaning it not only writes in JDF, it also reads JDF information. This capability adds valuable job information to the :Delano database and directs it to the appropriate device or Task Actor.

:Delano embraces JMF

The Job Messaging Format allows devices to exchange status information in an automated and standardized way.

:Delano is ready to communicate and exchange with JMF-enabled devices increasing as such even more the automation and integration possibilities.



:Delano
Intelligent
Job Bag

:Delano

:Delano is the answer to your project management, communication and productivity challenges. You create an in-house, customer-oriented and secure :Delano World where all project knowledge, assets and experience are accessible through a workflow-savvy and user-friendly graphical interface.



CIP4 is a worldwide operating standards consortium that serves as an impartial resource for developing, approving and implementing standards - including JDF - in the prepress and printing industries.

Agfa helped create the powerful JDF standard, a comprehensive, XML-based file format for end-to-end job tickets and much more. JDF streamlines the exchange of information between different applications and systems, making it easier for your entire operation to communicate and collaborate.

Thanks to the enabling technology of JDF specifications, the transition from customer Product Intent to Delano End Product is a simple and automated process.

Intelligent Digital Job Bag

:Delano does not replace the JDF functionality. Instead, it translates instructions between JDF-enabled devices, visualises the JDF information for users on the :Delano team, and enriches the information provided by the JDF standard. :Delano makes tracking and re-using workflows straightforward and provides essential information to create inter-departmental reports.

In short, :Delano creates an ultimate Digital Job Bag.

A Rich Knowledge Base

:Delano is designed specifically to meet the needs of businesses that manage multiple print projects from simple datasheets to complex annual reports. With successive use, :Delano builds a powerful knowledge base of project management information that preserves your organisation's best practices and eliminates unprofitable approaches. For smaller businesses, the analytical capabilities of :Delano bring new possibilities for continued process improvement.

To leverage your workflow planning expertise, :Delano creates an ongoing project management knowledge base that stores, accesses, and re-uses job parameters of successful jobs.

With this strong foundation, you can focus on profitable approaches to project management, and avoid less-efficient ways of working. Project-by-project, job-by-job, your business moves naturally toward greater efficiency. And since :Delano is extremely user friendly, you can empower new or reassigned employees to become highly productive project managers.



Benefits for You and Your Customers

Higher productivity

↳ Offer faster turnaround

Identify best-in-practice workflows

↳ Increase quality and save time

Centralise communications

↳ Improve efficiency, avoid redundancies

Reduce errors

↳ Increase job quality, time and cost savings

Raise customer service to a higher level

↳ Ensure repeat business

Add value to your customer service

↳ Strengthen customer relationships

Special Features

↳ Automated project planning, staffing, and tracking

↳ Web-based, centralised communications with :Delano messaging

↳ Directory of proven project teams

↳ Multiple-language interface for global teamwork

↳ Intuitive, graphically rich user interface

↳ JDF Job tickets and JMF savvy

↳ Preview generation

↳ Hot Folder driven file handling and page processing

↳ Data-rich knowledge base for process improvement

↳ Job tracking and status views

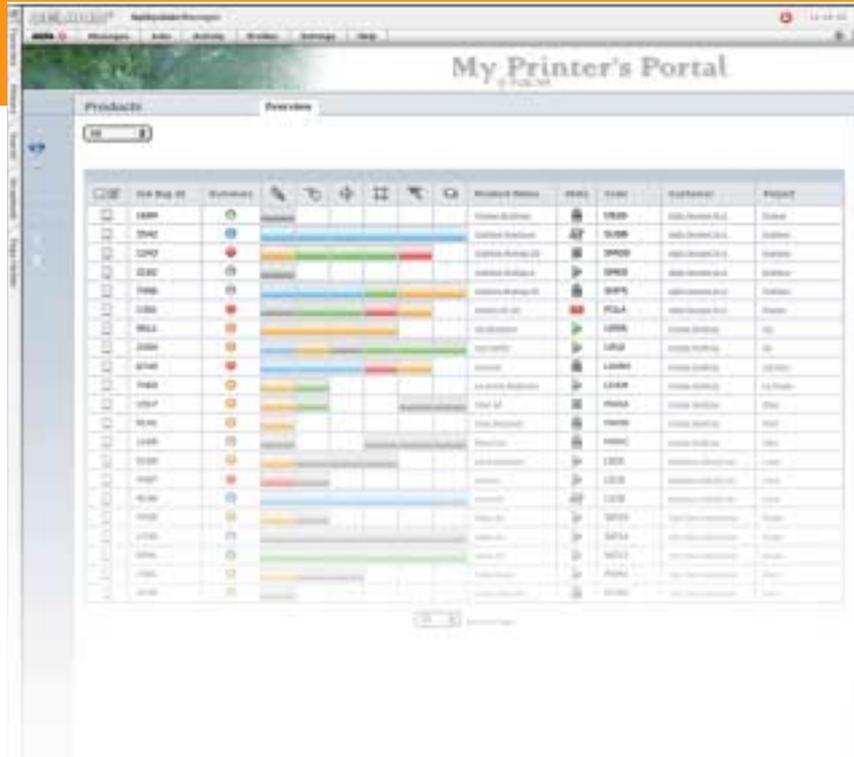


:Delano

How :Delano Works

:Delano consists of the :Delano server and advanced project management software. Users can Logon to :Delano from a Macintosh or a PC via their Internet browser. That makes accessing project information as easy as checking your e-mail. When members of the project team access their :Delano account, via a standard web browser they see:

- A project schedule with milestones - and an automatic message alert to identify upcoming deadlines
- A graphic depiction of the current status of the project
- A TaskChain clearly identifying team members' roles, responsibilities, and deadlines
- A Project Team Directory that identifies all participants, their expertise, and contact data.
- The :Delano Forum, where a single communications forum contains all project discussions, agreements, and revisions.



:Delano Consultancy Improves your Business

Due to the open and integrated nature of the :Delano solution, Agfa recommends that each customer meet with a specialised :Delano Consulting team prior to implementation. Our team of highly trained workflow experts will perform a thorough on-site audit, analyse your current production process and generate a comprehensive installation plan tailored to your shop. We find this phase to be the key to achieving optimum synergy between :Delano and your current production environment. Let our :Delano Consulting team help you to reach - and exceed - your graphic enterprise goals.

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