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 (types, models)**

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-1e ☐ YES ☐ NO
- – MGI JetVarnish3D Evo ☐ YES ☐ NO
- – PKG-1300 ☐ YES ☐ NO
- – Valiani Omnia 100 ☐ YES ☐ NO
- – Harris&Bruno flood coater ☐ YES ☐ NO

Expectations

– **What are customer's expectations**

– **Expected Demo scenario**

– **Setting of the demo process**

Comments

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 demo**
- **SLA: Printouts are shipped within 3 working days after acceptance**

Customer substrates

- **Customer substrates need to send to DIS at least one week before demo**
- **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
- **SLA: Printouts are shipped within 10 working days after acceptance**

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

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 µm

    – 3D 20 µ - 232 µm

Foils

– **Available foils**

    – silver matt, gloss

    – gold matt, gloss

    – red

    – green

    – blue

    – pink

    – sky blue

MOTIONCUTTER

Substrates

– **Min. paper dimension 210x297 mm (A4)**

– **Max. paper dimension 530x750 mm**

– **Paper thickness 80-500 gsm**

PKG-675i

Substrates

– **Media types**: Flats and pre- die cut corrugated board, uncoated

– **Media thickness:** min. 0,1 mm, max 15,875 mm

– **Max. media width:** 1 193,8 mm

– **Max. media length:** umlimited

– **Max imaging width** : 1 066,8