



PrimoTek

Workflow Summit 2018

Agenda

Why shipping and delivery is often forgotten in W2P – and what to do about it

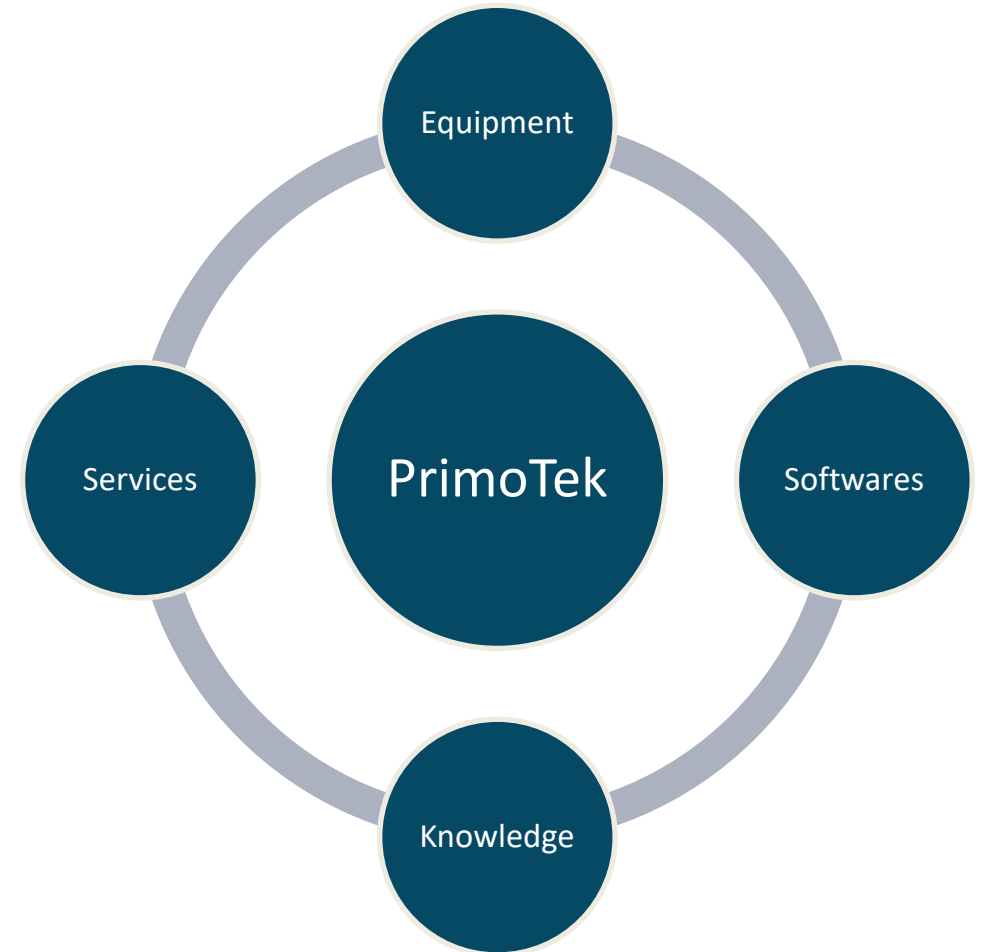
“Real automation is the true way to really make money in an on-demand world. How we thought and helped our customers minimizing the whole order process but also focused on the package and delivery process where much time/money can be saved.”

PrimoTek

Karl Rise, CEO

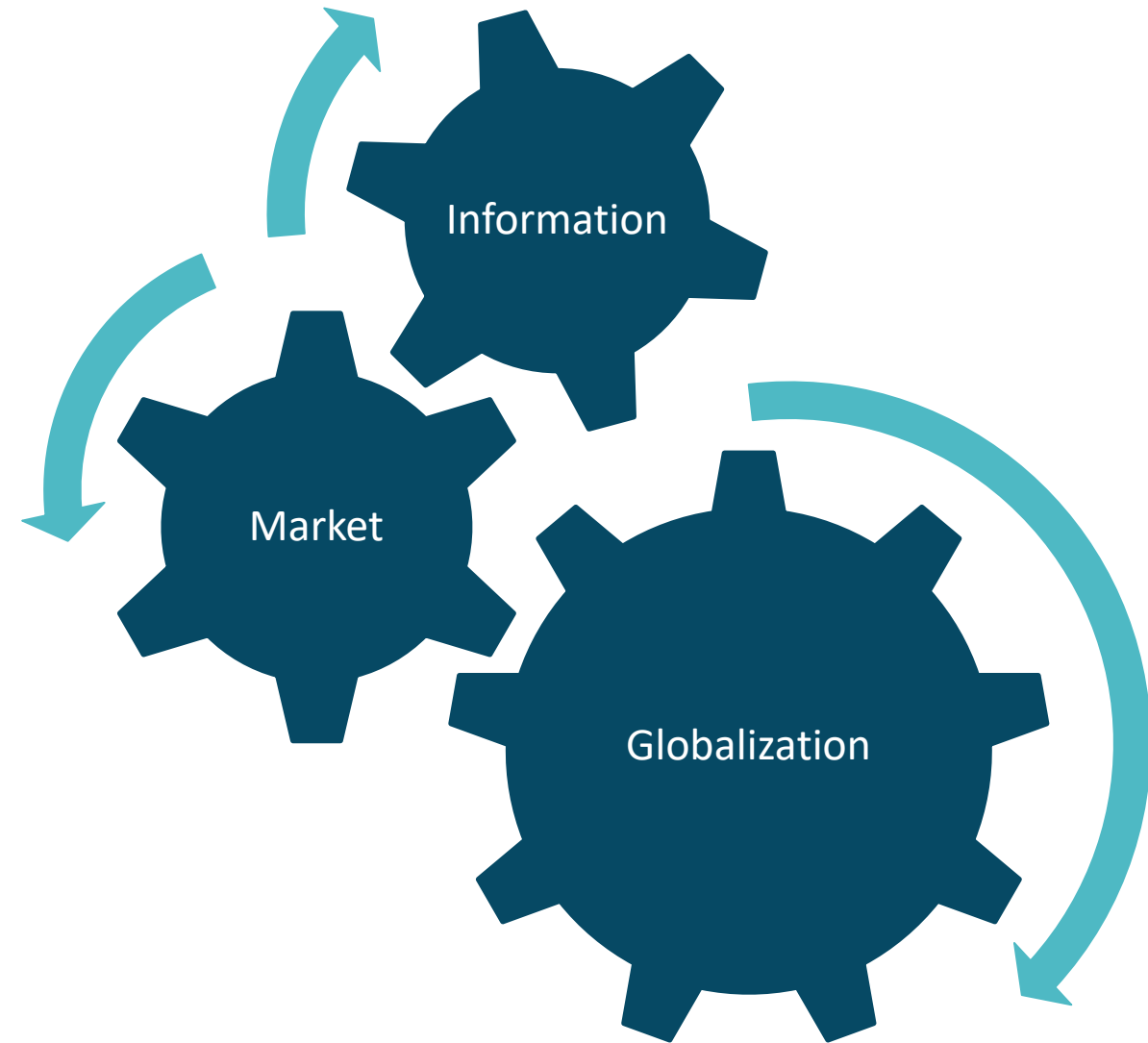
E-mail: Karl.rise@primotek.se

Mobile: 070 – 521 86 70

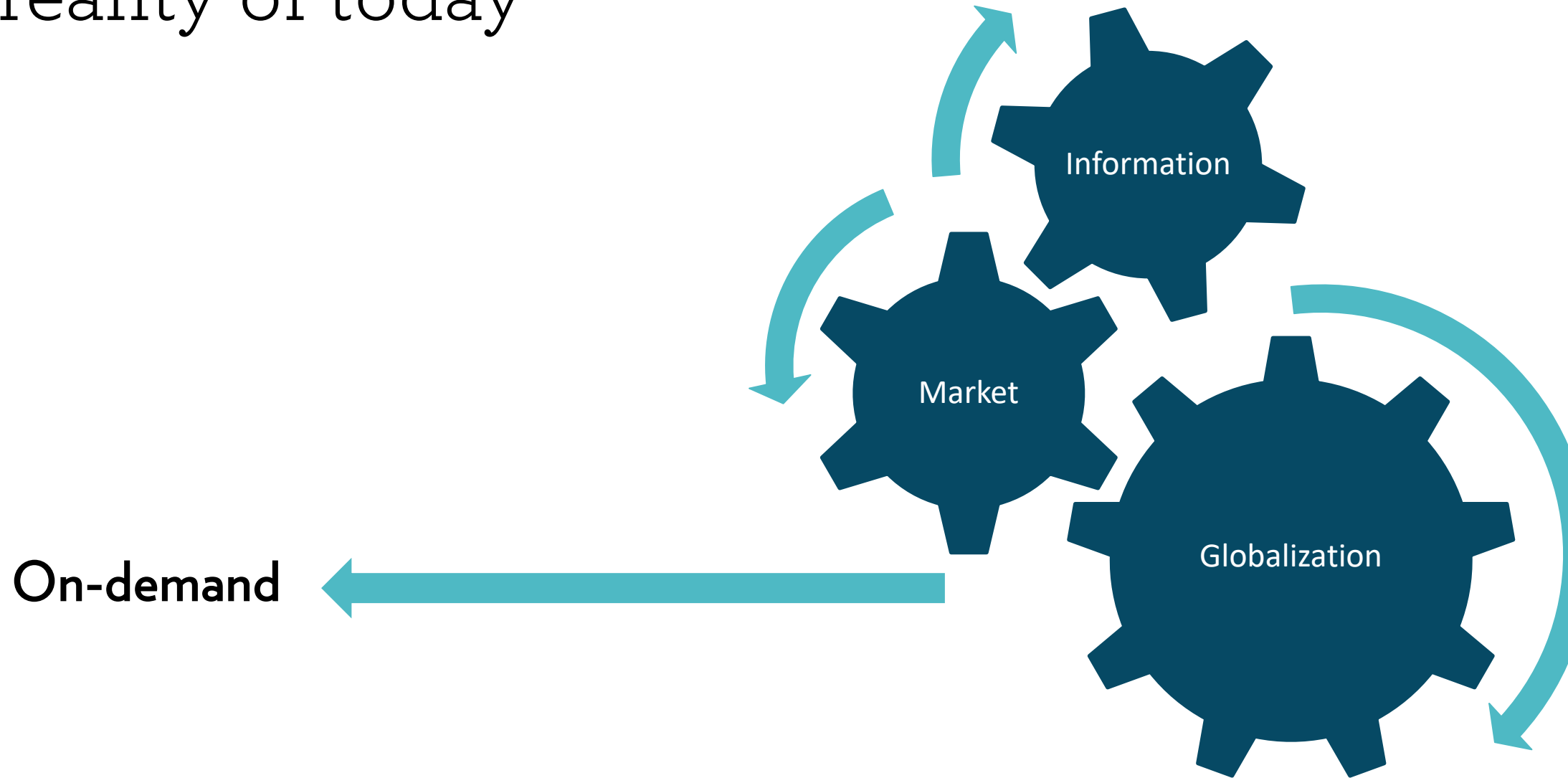


The reality of today

The reality of today



The reality of today



The reality of today

- No of Order → increasing
- Order value → declining

20 SEK < “Micro” orders < 500 SEK



The reality of today



Order handling



Production



Transport

The reality of today



Order handling



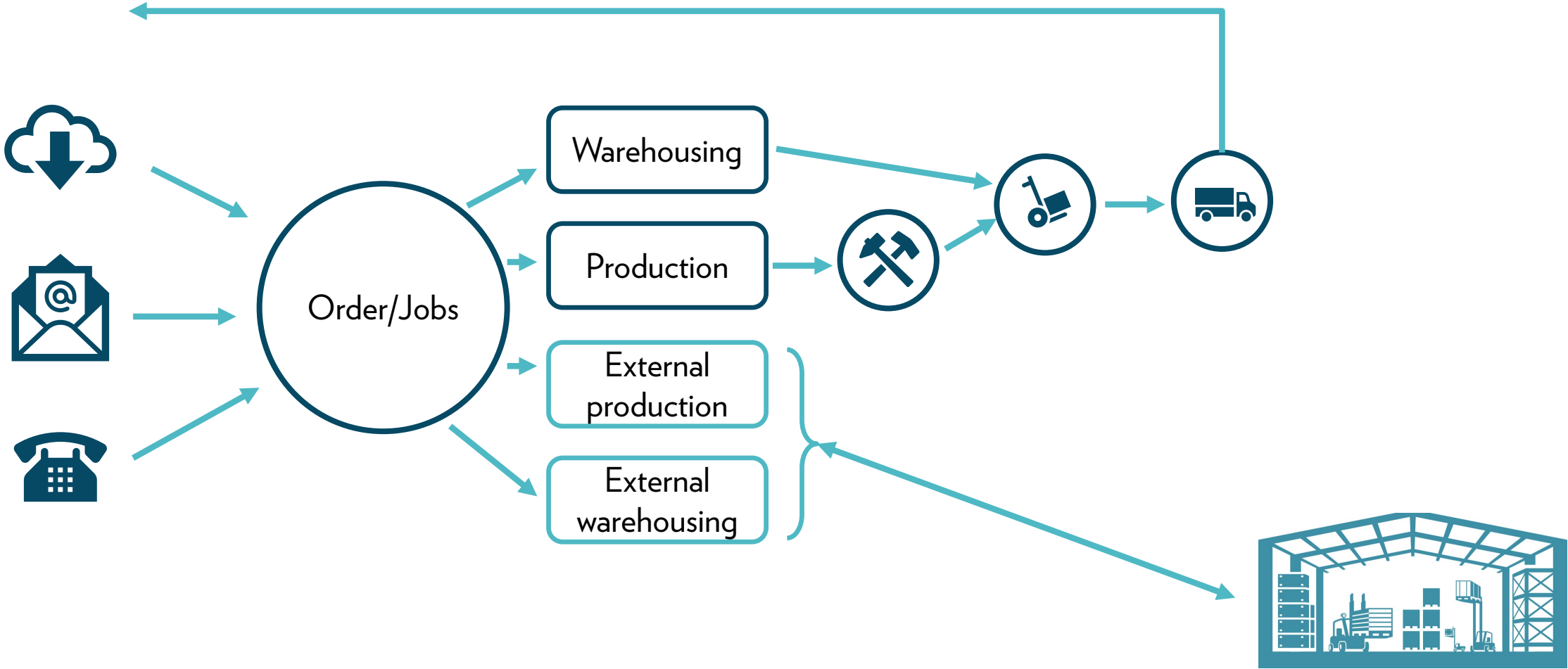
Production



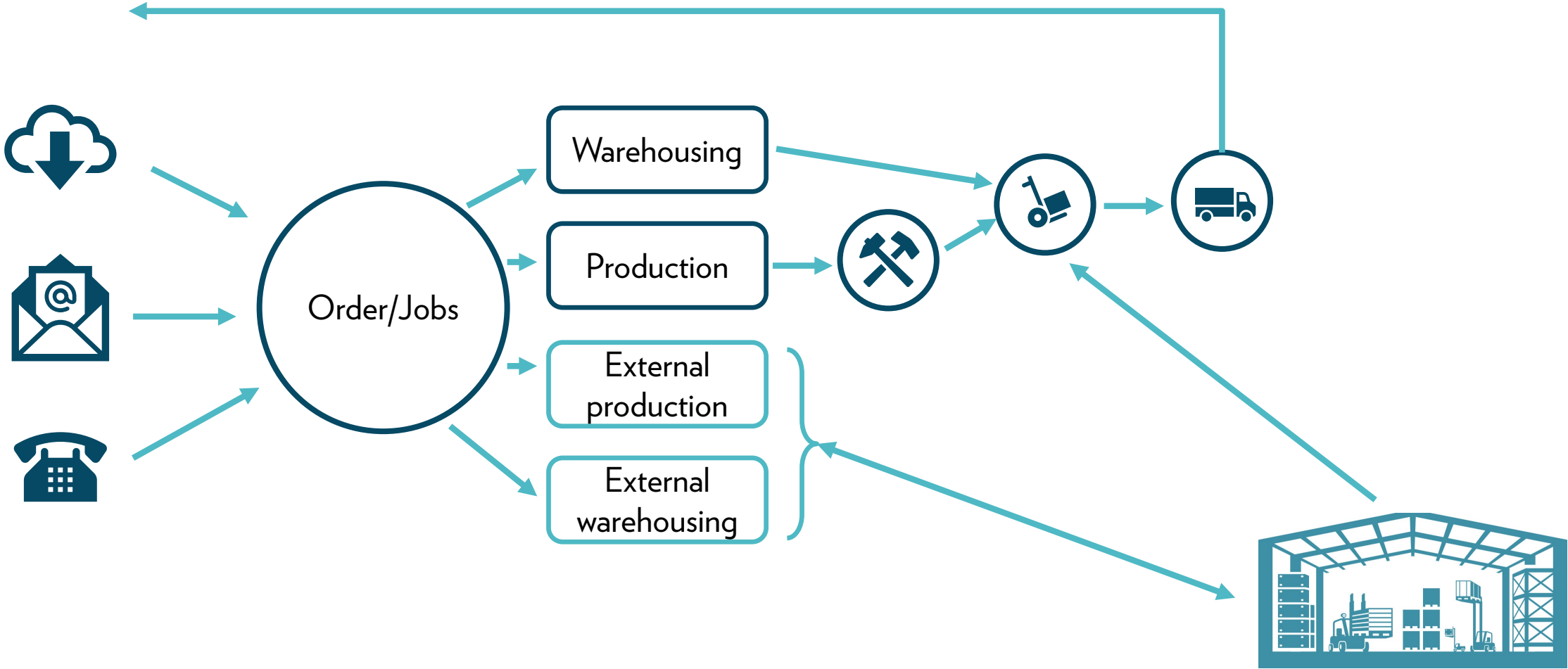
Transport

Our solution

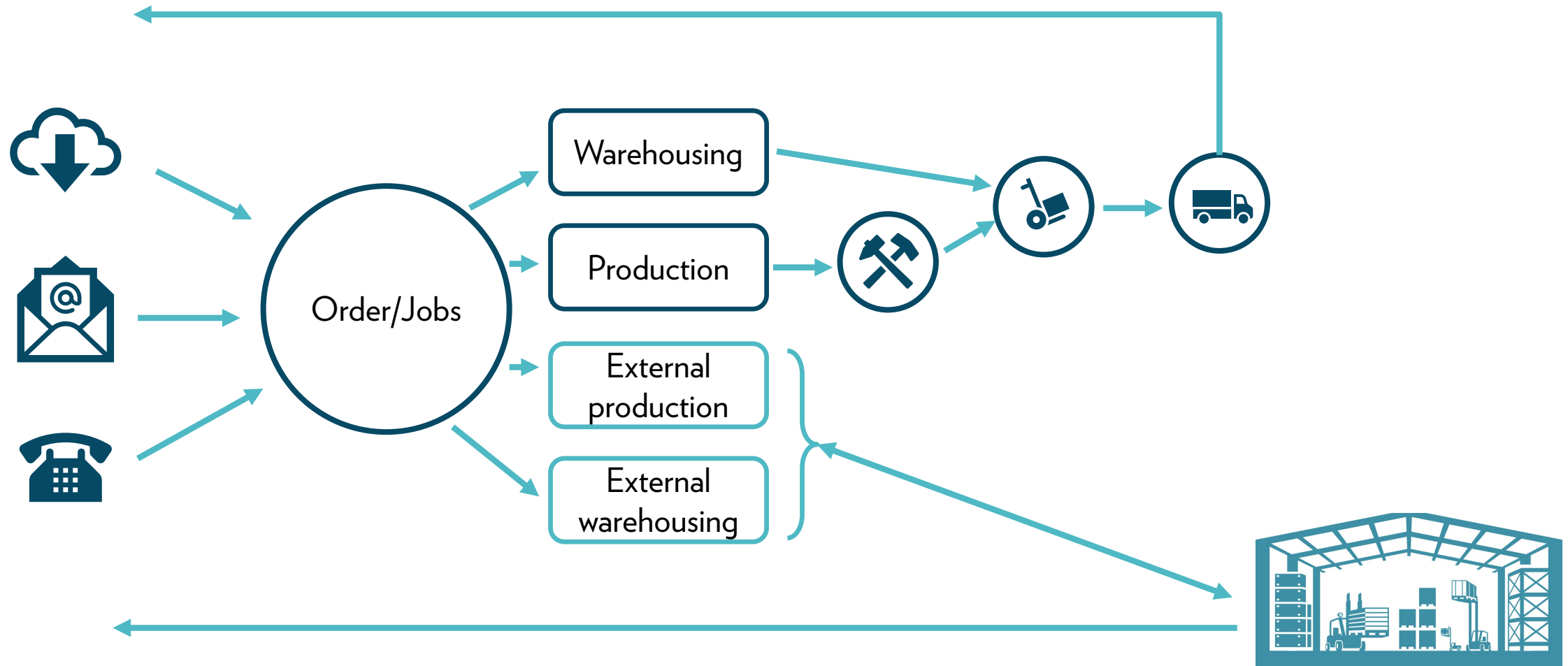
Our solution



Our solution



Our solution



Examples

Real customer cases

Example 1

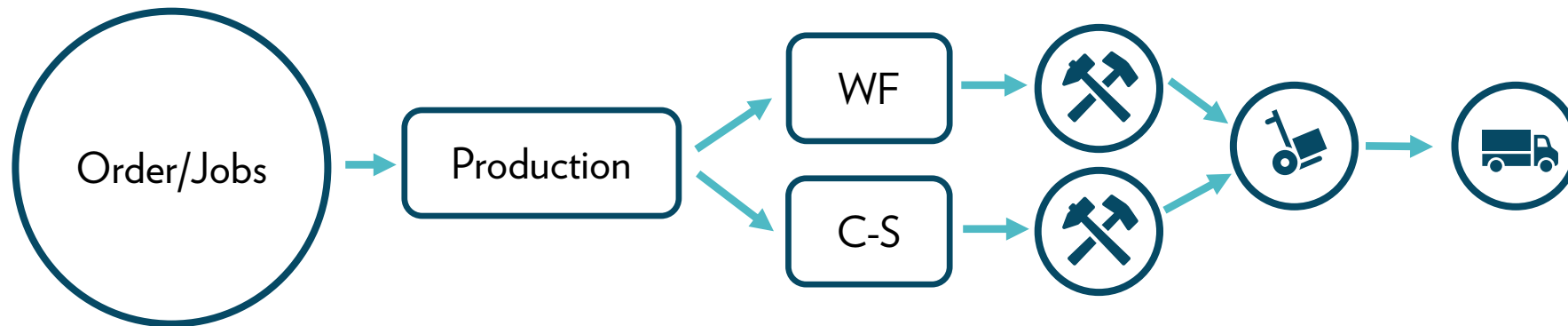
Challenge

- 100's of orders per day
- Order value as low as 50 SEK
- Products produced in different production areas e.g.
 - Wide format
 - Cut sheet printing

**2 or more unique
products/productions
delivered in the same box!**

Example 1

- Solution
e.g. 1 Poster and 25 Brochures
 - Each produced product is scanned to complete delivery



Example 1

Scan QR-code

Corporate Johan Johansson
Kronborgsgränd 1, Kista, Sverige
Req. del. 2018-11-15

Order 11217 Set as pending delivery

<input checked="" type="checkbox"/> 2381	1 pcs Toy poster - Car	Location
<input type="checkbox"/> 2382	25 pcs HaiKom 2.0	Location

Delivery information

Transport instructions

Set as pending

Corporate Johan Johansson
Kronborgsgränd 1, Kista, Sverige
Req. del. 2018-11-15

Order 11217 Set as pending delivery

<input checked="" type="checkbox"/> 2381	1 pcs Toy poster - Car	E-14
<input type="checkbox"/> 2382	25 pcs HaiKom 2.0	Location

Delivery information

Transport instructions

Book transport

Corporate Johan Johansson
Kronborgsgränd 1, Kista, Sverige
Req. del. 2018-11-15

Order 11217

2381	1 pcs Toy poster - Car
2382	25 pcs HaiKom 2.0

Delivery information

Transport instructions

Weight * kg

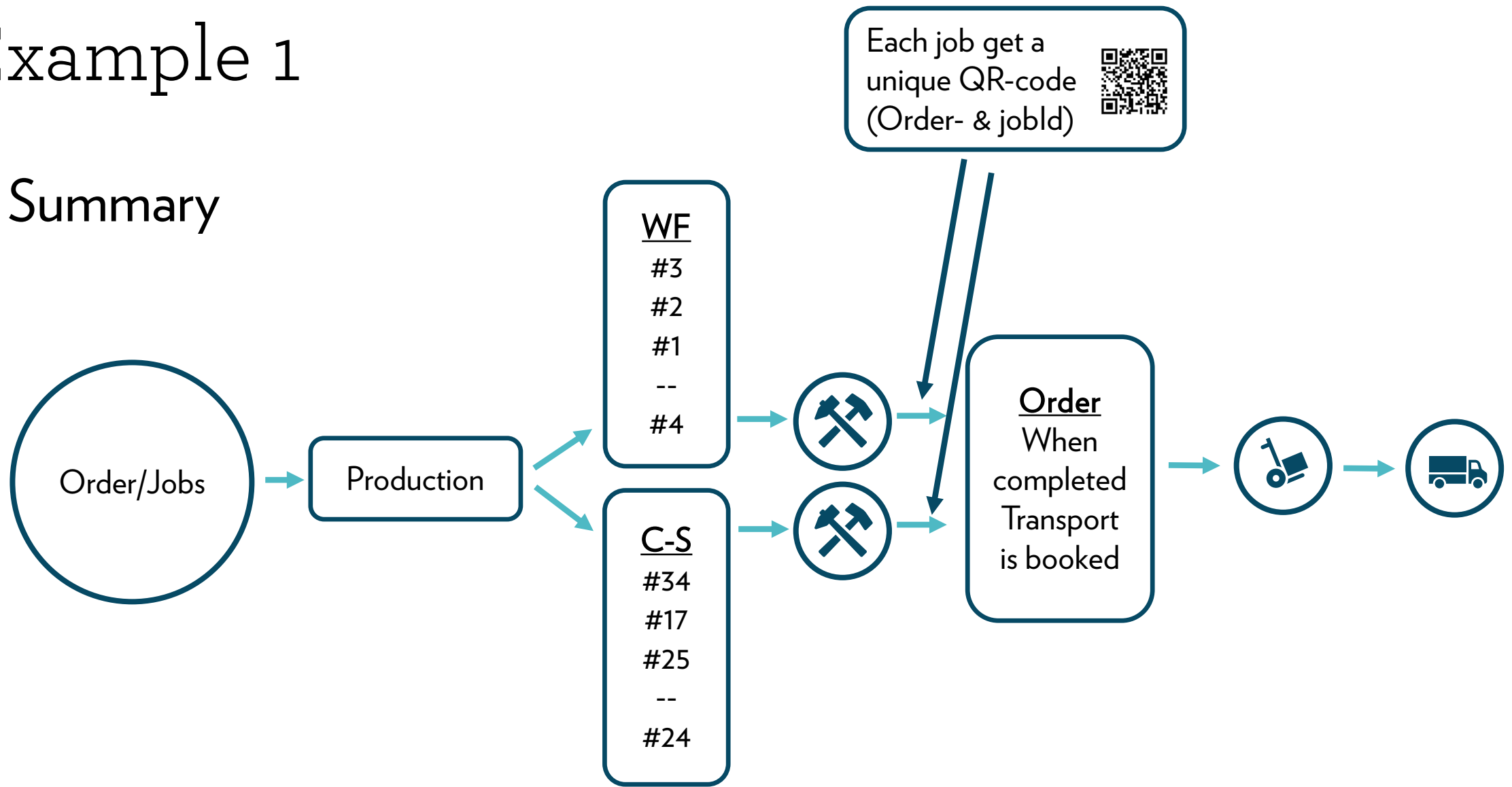
Number of packages *

Volume (m³)

[Track and trace](#) [Print](#) [Edit](#) [Search](#)

Example 1

- Summary



Example 2

- Challenges
 - Business cards – 300 orders per week
 - Order value ~300 SEK

Less than **10 different**
addresses out of the
300 orders.

Example 2

- Solution
 - Produce in batch
 - Book transport in batch

The screenshot displays a 'Process job' dialog box in a software application. The dialog contains a table with the following data:

Job	Type	Name	Copy count	Status	Validation
2392	Print job	Haikom Business card (Pamela Davies)	200	Pre press	OK
2391	Print job	Haikom Business card (Hans Öberg)	100	Pre press	OK
2390	Print job	Haikom Business card (Walter Sobchak)	100	Pre press	OK
2389	Print job	Haikom Business card (Travis Bickle)	300	Pre press	OK
2388	Print job	Haikom Business card (Ezra Svärd)	100	Pre press	OK
2387	Print job	Haikom Business card (Jeff Lebowksi)	100	Pre press	OK
2386	Print job	Haikom Business card (Arthur Dent)	100	Pre press	OK
2385	Print job	Haikom Business card (Hans Öberg)	100	Pre press	OK
2384	Print job	Haikom Business card (Ola Andersson)	300	Pre press	OK
2383	Print job	Haikom Business card (Karl Rise)	200	Pre press	OK
2317	Print job	Visitkort Haikom (Travis Bickle)	100	Pre press	OK
2315	Print job	Visitkort Haikom (Walter Sobchak)	100	Pre press	OK
2310	Print job	Visitkort Haikom (Arthur Dent)	100	Pre press	OK
2298	Print job	Visitkort Haikom (karl rise)	100	Pre press	OK
2291	Print job	Visitkort Haikom (Arthur Dent)	100	Pre press	OK
2290	Print job	Visitkort Haikom (Walter Sobchak)	100	Pre press	OK
2289	Print job	Visitkort Haikom (Ezra Svärd)	100	Pre press	OK
2286	Print job	Visitkort Haikom (Erik Rise)	100	Pre press	OK

Below the table, the 'Output processing' section includes:

- Combined copy count: 100
- Change status:
- New status: Press
- Order document: Work order (jobs)
- Output flow*: Versant Step and Repeat

The background interface shows a list of jobs with columns for Job type, Job #, and Order #. The status of the jobs is 'Pre press'.

Example 2 - Book transport in batch

Complete delivery
- Back to list

Book transport

Select transport sender
Haikom

Select transport configuration
DHL

Carrier *
DHL Express

Service *
DHL Express 09:00 (Domestic)

Package type *
Packet (PA)

Package content *
Trycksaker

Printing favorite
No favorite

Edit shipping price

Set status as delivered

Generate document
Package slip

Merge deliveries

Complete delivery

Haikom AB
Kronborgsgränd 1, Kista, Sverige
Req. del. 2018-10-24
Order 11117

2172 100 pcs Haikom Business card (Jeff Lebowksi)

Delivery information

Transport instructions

Include when booking transport

Weight * 0.3 kg

Number of packages * 1

Volume (m³)

Corporate Erik Rise
Kronborgsgränd 1, Kista, Sweden
Req. del. 2018-10-15
Order 11124

2182 100 pcs Visitkort Haikom (karl rise)

Delivery information

Transport instructions

Include when booking transport

Weight * 0.3 kg

Number of packages * 1

Volume (m³)

Corporate Karl Rise
Kronborgsgränd 1, Kista, Sweden
Req. del. 2018-10-16
Order 11134

2190 100 pcs Visitkort Haikom (karl rise)

Delivery information

Transport instructions

Complete delivery
- Back to processing

Book transport

Select transport sender
Haikom

Select transport configuration
DHL

Carrier *
DHL Express

Service *
DHL Express 09:00 (Domestic)

Package type *
Packet (PA)

Package content *
Trycksaker

Printing favorite
No favorite

Edit shipping price

Set status as delivered

Generate document
Package slip

Merge deliveries Allow different contacts

Complete delivery

Corporate Hans Öberg
Kronborgsgränd 1, Kista, Sweden
Req. del. 2018-11-06
Order 11185

2286 100 pcs Visitkort Haikom (Erik Rise)

Order 11187 2289 100 pcs Visitkort Haikom (Ezra Svärd)

Order 11188 2290 100 pcs Visitkort Haikom (Walter Sobchak)

Order 11189 2291 100 pcs Visitkort Haikom (Arthur Dent)

Order 11195 2298 100 pcs Visitkort Haikom (karl rise)

Order 11200 2310 100 pcs Visitkort Haikom (Arthur Dent)

Order 11203 2315 100 pcs Visitkort Haikom (Walter Sobchak)

Order 11204 2317 100 pcs Visitkort Haikom (Travis Bickle)

Order 11218 2383 200 pcs Haikom Business card (Karl Rise)

2384 300 pcs Haikom Business card (Ola Andersson)

2385 100 pcs Haikom Business card (Hans Öberg)

2386 100 pcs Haikom Business card (Arthur Dent)

2387 100 pcs Haikom Business card (Jeff Lebowksi)

Order 11220 2391 100 pcs Haikom Business card (Hans Öberg)

Delivery information

Transport instructions

Include when booking transport

Weight * 5.1 kg

Number of packages * 1

Volume (m³)

Example 2

- Package slip(s) is created for each transport
- Email(s), delivery notes is send to each recipient with track and trace link

Package slip #11218,11220

Buyer

Company Corporate
Name Karl Rise
Email karl.rise@primotek.se
Mobile phone 070 521 86 70

Leverans

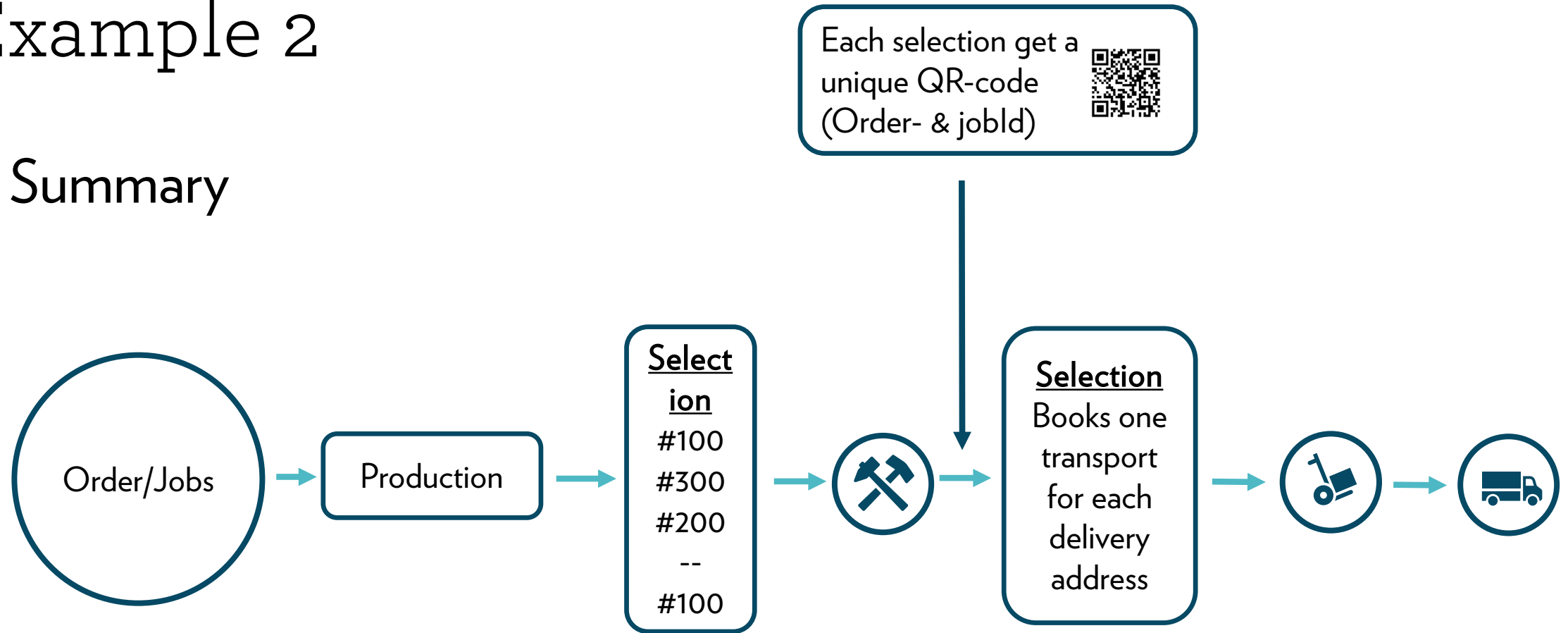
Requested delivery date 2018-11-15
Shipping method Posten Brev
Email karl.rise@primotek.se

Delivery address
Corporate
Karl Rise
Kronborgsgränd 1
164 46 Kista
Sweden

Item no	Name	Quantity
1008	HaiKom Business card (Karl Rise)	200 pcs
1008	HaiKom Business card (Ola Andersson)	300 pcs
1008	HaiKom Business card (Hans Öberg)	100 pcs
1008	HaiKom Business card (Arthur Dent)	100 pcs
1008	HaiKom Business card (Jeff Lebowksi)	100 pcs
1008	HaiKom Business card (Hans Öberg)	100 pcs

Example 2

- Summary



Example 3

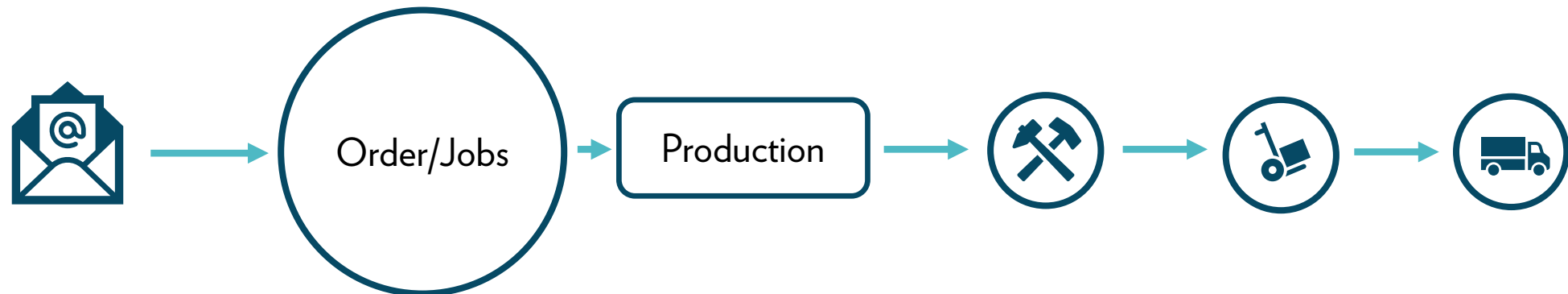
- Challenge
 - Brochures (real estate)
 - Order come in as mail@
 - Quantity
 - Format
 - Media quality
 - Link to print file

Automatically
**transform html mails
to orders**

Example 3

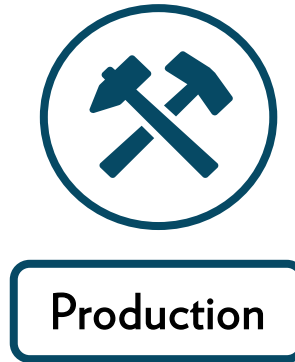
- Solution

- Automatically import mail (html) orders and create/define real orders with all necessary information and download print file
- Calculate price based on all parameters
- Multiselect jobs and send to production



Summary

Summary



- Produce jobs in batch
- Create transport in batch

→ Many “micro” orders/jobs = 1 large order

Q/A

Thank you