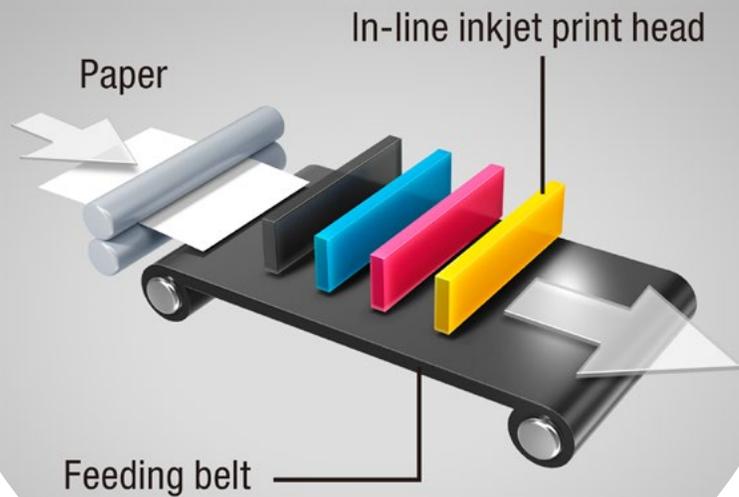


ENGINE TECHNOLOGY
FORCEJET™



BREAKING the Inkjet Barrier

Migrating to Inkjet Made Easier

An eBook Spotlighting RISO's
Game-Changing FORCEJET Technology



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Introduction

The evolution of B2C communication platforms have digitized such industries as finance, healthcare, insurance, utilities and telecom but yet we continue to print and distribute billions and billions of paper-based communications. While offset lithography remains the dominant technology by value and volume overall, inkjet printing is now “good enough” for an ever-growing number of high-volume customer-facing applications. And its’ only getting better as hardware manufacturers continuously strive to improve quality, reliability and productivity while expanding the media gamut to allow inkjet output and its running costs to be in line with offset print no matter the run length.

In 2020, it’s not uncommon to see large book printers, direct mailers and transactional print and mail houses, as well as, large in-plant operations that have already or are planning to replace their offset presses and fleets of toner devices with production inkjet systems. However, due to the significant volumes needed to justify the capital expense for production inkjet technology, not to mention the footprint needed to operate these machines, most small and mid-sized operations are unable to make the jump. Fortunately, RISO has changed all that by introducing a series of production cut-sheet inkjet printers that are small, fast and affordable for any print service providers or in-plant operations.

Over the next couple of pages, we will take a closer look at how the RISO ComColor® GD and VALEZUS® series of cut sheet inkjet printers has broken down the barriers to integrating production inkjet technology into any operation, no matter its’ size or the markets it serves. For those that already have production inkjet technology in operation, we will examine how RISO printers complement your existing platform with productive, reliable, scalable and affordable short run, reprint and business continuity solutions.

ComColor GD Series

VALEZUS



Capital Investment

Numerous factors restrict a company's ability to successfully deploy and profitably operate new technologies. For those in the print, it often begins and ends with the capital investment. Production inkjet technologies start in the mid six figures and can quickly escalate to seven figures when you add the investments into facilities, software and workflow re-engineering, pre- and post-finishing equipment and staffing needed to drive the productivity and economies of scale the platform promises. To begin, there are physical plant investments needed to house the hardware such as, HVAC and other utilities. These machines are big and require tremendous amounts of electricity and other utilities to run. Then there are the information technology investments required for proper implementation, integration and application migration. Odds are your legacy workflow engine will need to get a complete rewrite which can take six to twelve months and thousands more man hours to get it operational. Digging deeper, you will probably need to look at all the pre and post hardware needed to take advantage technologies. Unwinders and rewinders, dynamic perf and punch, sheeters, stackers and more. Then there are investments into the education and

training of your staff. The labor market for highly skilled and technology-oriented manufacturing workers is tight and the print industry has been notoriously behind the pay scale so you should plan on investing into retraining and retention programs and hope who you have today can adapt and thrive.

Finally, there is a need for redundancy. Corporations that outsource print and mail functions for critical customer communications such as statements, invoices and bills often require a print vendor to have at least one additional production facility in full operation for business continuity in the event of a disaster.

It's a complex environment and providers must identify and weigh ALL investments and expenses and determine if they will be able to achieve the economies of scale needed to justify the expenses. For the in-plant in particular, it's a matter of "outsource versus in-source" or do they need to create some form of a hybrid "co-source" model to meet their needs. No matter the business, service provider or in-plant, there are millions of dollars and tens of thousands of man hours at stake, the hardware is just the tip of the iceberg.



On the capital front, the RISO ComColor® GD and VALEZUS® series of cut sheet inkjet printers you have one of, if not the lowest capital acquisition costs of all production inkjet devices on the market today. They are priced equivalent to or less than that of many monochrome and color toner printers with similar through-put performance. This allows all companies, no matter their size or market to immediately gain the advantages production inkjet technology. But it doesn't stop there.

RISO's production inkjet engines are far and away some of the smallest, lightest, fastest and least power-hungry machines on the market today.

In a majority of operations, a premium is placed on footprint and that becomes even more important if the operation needs redundancy to meet peak production volumes, or same day/next day SLA's or business continuity requirements place upon them by the client. A fully configured GD9630 which runs at 160 images per minute is about the size of an executive desk and with its' proprietary oil-based pigment ink does not require integrated dryers or decurler's which has resulted in a heatless inkjet printing process. Because of the compact size and a heatless printing process, they can run on standard 110 power and have little to no effect on a room's temperature and in many cases,

where RISO has knocked out toner devices, overall power consumption goes down.

RISO's compact size and efficient workflow process makes them very easy to install and fully integrate in a day or two resulting in immediate use and profitability. The overall architecture also allows for quick and easy scaling to address volume growth and faster turn time requirements. These devices really are as close to plug and play as you will see in the production market.

Whether you look at the RISO platform from an affordability, productivity or scalability perspective. One thing is for certain, the ComColor® GD and VALEZUS® series of production cut-sheet inkjet printers are two of the fastest, smallest and cheapest devices to own and operate. So now, printers and in-plant operations of all shapes and sizes can leverage the power of inkjet.

Augmenting Monochrome Toner

Prioritizing technology investments is one of the toughest challenges faced by management teams today. How do you prioritize investments into developing people, processes, and technologies to achieve short-term business objectives? And, just as important, how will those investments ultimately drive the organization into the future, especially as existing technologies reach the end of their useful life? It's certainly a balancing act.

Augmenting or replacing aging monochrome, toner-based printers with color inkjet technology, is just one example of management's balancing act of prioritizing investments. "Can we afford to do it, or can we afford not to do it?" However, the question that really needs to be addressed and answered is not if, but when.

Using toner-based monochrome devices to add variable text in pre-printed color shells was the standard for meeting a customer's color requirements. However, sourcing, warehousing and managing each client's variety of pre-printed shells is expensive and time-consuming. When a customer's color requirements changed, the remaining inventory was discarded, and new shells ordered, resulting in additional costs and time-to-market delays.

As print buyers began just-in-time ordering of short run, print jobs, the old pre-printed shell practice proved impractical. What is needed was an affordable way for print providers to migrate from monochrome toner to full-color inkjet production for clean-sheet production.



UP TO

70%
FASTER

Ranging from
9,600 to 19,200
full-color images per hour

the RISO ComColor® GD and
VALEZUS® series are as fast or faster than
competitive cut-sheet
monochrome production printers.

This flexible and configurable platform was created to allow print providers to minimize acquisition costs during the initial ramp-up stage and then add capacity over time as needed creating a path to a positive return on investment for color inkjet.

The Reprint Dilemma

A New, Effective, Affordable, High Integrity Solution

Output integrity is particularly critical when producing personalized, information-rich documents such as financial transactions, medical records, government reports and a host of other communications that, if miscommunicated, could result in substantial penalties and lost client confidence. Many vertical markets have government specified regulations that dictate the data and formatting requirements for print output.

Effectively processing critical and sensitive documents requires a properly configured and managed infrastructure. Producing and mailing high-integrity documents requires sophisticated workflow processes that are tightly integrated with a company's printers, post-processing and mailing equipment. Having the right printer and post-processing technologies that can integrate into the firm's workflow is critical to maintaining the integrity of all printed documents.

No matter how good a production print environment is, things happen that require additional document processing. Data errors, hardware hiccups, material defects, accidental setups – every production environment deals with these issues. Most operations factor these events into their operational planning and have processes that catch the mistake and reprint the identified documents. A stable reprint process is essential to meeting production goals, resource schedules and complying with the ever-expanding client and regulatory expectations.

The reprint process wastes valuable time in the print, finishing, insertion and mailing operations. And that wasted time can lead to unmet Service Level Agreements and diminished profits. To minimize reprint disruption when damaged pages are identified, many operations create a new file containing the damaged pages and send that file back through the workflow system to the production printer or to an auxiliary printer specifically designated for reprints. It's the second option that offers significant production advantages, however, those advantages have often been outweighed by the cost and space requirements of a compatible auxiliary printer, until now.

RISO's of production inkjet printers offer a terrific solution to this reprint document integrity issue. RISO's FORCEJET printing technology uses oil-based pigment ink resulting in crisp, clear and cold output that is instantly dry and ready for finishing. Couple that with its compact design and standard 110v power requirements, a ComColor® print engine can be easily integrated into anywhere along your production workflow to produce reprints with the integrity and quality required to meet customer requirements.

For organizations focused on document integrity, RISO's ComColor® inkjet printers provide an affordable, tightly integrated solution to the error-prone reprint predicament.

Complementary Technologies

Productivity & Profitability with Complementary Technologies

Improving operational productivity, flexibility, efficiency drive bottom line profits. Therefore, print providers are seeking more efficient technologies to maximize profits no matter the applications, run lengths, or turnaround requirements. RISO's ComColor® GD and VALEZUS® series of inkjet printers that can significantly impact productivity, flexibility, efficiency and profits for print providers already utilizing roll-fed and cut sheet, toner-based and inkjet technologies.

The simple fact is high-volume, roll fed production technologies were designed to maximize efficiency, productivity and cost efficiency on long-run jobs. However, most client portfolio of applications require the operation to manage and schedule hundreds, even thousands of short-runs and reprints in addition to the longer run jobs. Also, clients are consistently developing and testing new applications resulting in even more short-run jobs. Trying to manage these short-run requirements on roll-fed equipment results in added expenses from wasted production resources, paper and ink and often missed opportunities due to timing.

Despite the recognized advantages of a well-blended printer environment, for many operations the problem had been the high acquisition and operating cost of such a complementary solution – until now.

The RISO ComColor® GD and VALEZUS® series of inkjet printers can be easily blended into even the most cost restrained production print operation for efficient processing of long and short runs, reprints, demonstrations and customer testing applications. The cut-sheet architecture allows operations to manage any job with minimal resource requirements and close to zero paper waste. In addition, the heatless printing process allows for quick starts without warm-up and eliminates the need for high-cost, high-voltage electrical runs and additional cooling systems.

And then there is the downtime factor. Even the most advanced production printers will have downtime which can range from unplanned machine failures to thoroughly planned preventative maintenance activities. No matter the driver, downtime is a fact of life but with RISO, operations now have a low cost, scalable and energy efficient solution to ensure continuous productivity for sheet or roll-fed, toner or inkjet environments and relieve the downtime dilemma.

Blending RISO production inkjet technology into production environments provides a low-cost path to greater operational productivity, flexibility and efficiencies for all your short run and reprint needs.

Redundancy and Business Continuity

A Cost-Effective Solution

Downtime is the period when a system is unavailable because of unplanned events, or routine preventative maintenance and even the most advanced printing technologies have it. Service providers and in-plant operations are expected to combat downtime through redundancy and business continuity operations to their meet customer service level agreements. However, full redundancy onsite or operating a business continuity site can cost millions of dollars and companies leading companies to search for more affordable solutions.

With RISO's ComColor® GD and VALEZUS® series of inkjet printers, operations of any size now have a low cost, scalable and energy efficient solution to ensure continuous production.

Today, operations have and will continue to capitalize on the opportunities of integrating RISO ComColor inkjet printers for efficient and cost-effective redundancy solutions. RISO's compact and versatile cut sheet platforms have been installed inside operations of a single proprietorship to the educational and enterprise in-plant up through the largest transactional and direct mail houses in the

county. These organizations operate RISO inkjet as the primary production technology or as part of the overall production fleet side by side with existing production systems giving them redundancy and continuity of services.

It's simple really, these operations understand that investing in RISO inkjet makes good sense – business sense, economic sense, operational sense, productivity sense, and flexibility sense. The RISO ComColor platform allows companies to provide redundancy and business continuity solutions that: Deliver output at comparable prices to existing monochrome toner and inkjet systems; Reduce or even eliminate the need build out the production footprint to have redundancy; Minimize environmental footprint avoiding costly electrical upgrades and power usage;

and are Intelligently engineered for simple installation, operation, and serviceability.

In Conclusion

Companies know that inkjet transformation is absolutely critical to evolve and drive the customer experience so the business may achieve their revenue growth, customer retention and operational goals. With RISO's ComColor® GD and VALEZUS® series of inkjet printers, operations of any size now have a cost effective, scalable, serviceable and easily integrated solution to produce transactional and direct mail, educational materials, books and publications and numerous other routine business documents.

About RISO KAGAKU CORPORATION

RISO KAGAKU CORPORATION operates in over 190 countries and regions worldwide, developed of the world's first series of high-speed cut-sheet color inkjet printers in December of 2003. Building on an innovative spirit, RKC and RISO, Inc., its' US based subsidiary, headquartered in Burlington, MA., continue to pursue the possibilities of new print work and ensure the satisfaction of customers worldwide. For more information, please visit: <https://us.riso.com/> or call us at 800-995-7476.

You can also review corporate and product information on YouTube.

Corporate Profile

VALEZUS Series

GD Series