



# Can we meet for coffee?

Your printmedia company has been well established for some time. However, you don't yet use MultiPress Business Software? This is sure to change once you have read the many customer testimonials in Magazine #25. We would be delighted to give you a personalised demonstration soon. And we will bring the coffee with us!

## MultiPress users near you



### DS Impression

When large-format digital printing specialist DS Impression wanted to increase their on-line activity, they set about looking for a complete, modular and affordable MIS/ERP solution by focusing mainly on the CRM part, the calculations and Web2Print. Their current Flow+ system from Caldera no longer met their needs given that DS Impression managed the CRM part with their accounting software. MultiPress has also provided the ability to connect to the existing environment by creating a connection to both the Caldera RIP for production and the CRM modules, essential for greater efficiency.



### PND France

PND, based in Paris and Lyon, wanted to automate their administration. The solution they had chosen was "made-to-measure DYI" and was not really suitable for a graphics business of this scale, nor for its inherent production processes. PND wanted a user-friendly application for managing production, commercial activities and reporting. A total solution that not only allows them to implement multi-site planning and manage the stockset, but that also links into the accounting software.



### Oedim

Oedim is among the top 5 biggest graphic firms in Spain. With 20 years of experience, they are the clear market leaders in large-format printing via W2P. Oedim's impressive set-up can handle up to 36,000 m2 of print. But 1,000 quotations a month and 5 to 10 minutes per calculation was hindering further growth. MultiPress saved the day. MultiPress was linked to the existing webshops and the Caldera RIP, thus saving them the much-needed time. Oedim is now aiming to become number one in the Iberian market!

More than 8000 companies count on MultiPress. Want to know who in your neighbourhood counts on MultiPress?  
Go to: **[MultiPress.biz/case/icepick](https://MultiPress.biz/case/icepick)**



### Advantages

- Gain a clear overview of (free) trade information with just a few clicks
- Consult reliable information about any company in the world, large or small
- View details of specific quotes/orders – at any time & from any location via the cloud
- Keep following who is doing what and for what purpose



More about price, technical info or testimonials? Go to **[MultiPress.biz/crm/icepick](https://MultiPress.biz/crm/icepick)**

## All your contact data in one single system: that is the ultimate CRM

### Relationship management

Who are your customers and suppliers? Are they financially sound? Does a new business relationship pose any risks? Do you like to keep an eye on the competition? Beyond mere data management, find out quickly whether your customers and suppliers are creditworthy via the Creditsafe link. Or what about a link with your accounting package? Check it out!

### Mobile data management

Looking for an umbrella cloud system accessible for your team to manage data efficiently and proactively? In MultiPress all follow-up occurs in one single, centralised system. You can easily enter contacts, activities, comments and complaints – on any device. Quickly charging a standard product and still be able to view the exact cost price, this is possible! Need insight into the financial situation of your customers or suppliers? No problem! This data is also accessible via MultiPress thanks to the link with Creditsafe.

Read more: **[MultiPress.biz/crm/icepick](https://MultiPress.biz/crm/icepick)**

## Prodigitalk

“

With all the challenges we face in terms of expansion, we never have to worry anymore about our cloud-based CRM, and that's a huge benefit.

José Luis Marín Lalmolda, **Director General Prodigitalk**

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Prodigitalk is the standard graphic partner of many Spanish companies for transactional printing, direct marketing and manuals. Just ask the City of Barcelona, Aegon, Redixis Gas, Seat, etc. The backoffice was overwhelmed by the lack of tools for calculation, planning and follow-up. The CRM application especially was no longer up to speed. No problem at all for MultiPress. Pero habla español, MultiPress ...? Clearly, the answer is yes! Now Prodigitalk works with a Cloud Driven CRM, advanced calculation, clear planning and production plus time registration.

What more does José Luis Marín Lalmolda have to say about MultiPress? Read more on **[MultiPress.biz/crmtes/icepick](https://MultiPress.biz/crmtes/icepick)**

## Calculation, as straightforward as it can get!

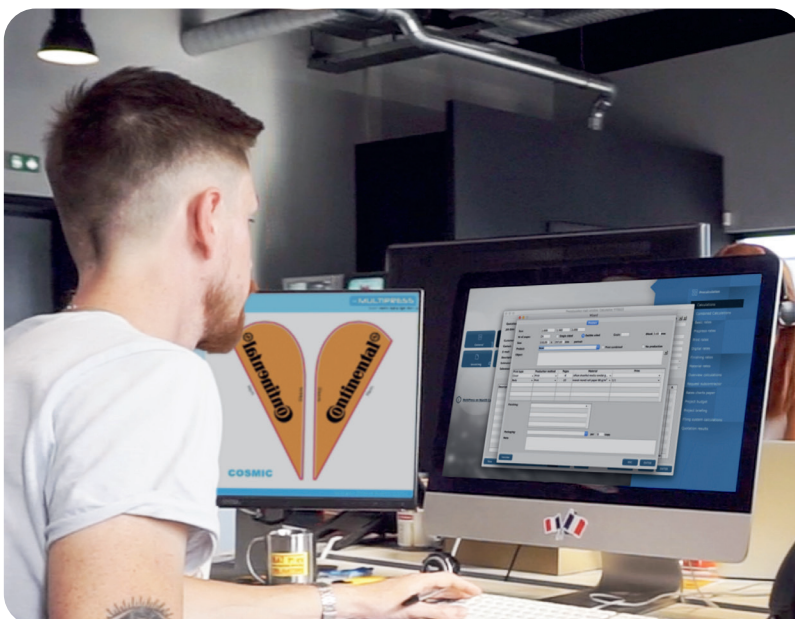
### Accurate large format estimating

How much does your production cost precisely? All costs included? Find out to stay ahead of the competition! MultiPress breaks down square metre prices using print-specific parameters (set-up time, print time, ink and material). Based on a classification of materials – separate from machine layout – MultiPress calculates exactly how much time is needed for production depending on print quality. Scheduling, registration and post-calculation become a single, fully automated process. For each type of printer you can find comprehensive technical parameters in MultiPress.

### Perform magic with the Calculation Wizard

A powerful order calculator has sound graphics knowledge and knows your production process through and through. The Calculation Wizard makes this crucial task far simpler. With handy presets, only substrates, printing processes and finishing types that are relevant for that specific print job can be selected. Or simply import a PDF, and the most important parts of your estimate are filled in automatically. This makes a world of difference – with less errors, up-to-date prices and significant time savings.

Read more: [MultiPress.biz/cal/icepick](https://MultiPress.biz/cal/icepick)



The Calculation Wizard turns your large format printing company into a cutting-edge, fully automated powerhouse.

**Serge Clauss, PM Dateline**

### Advantages

- Work with standard calculations, up to 3 different print runs per calculation
- Unlimited numbers of variants instantly
- Automatic calculation based on a PDF file
- Include variants: print run, colour, paper, finishing...
- Print or e-mail quotes in 1 click
- Large format finishing module for fully automated area and outline calculation
- Latest technologies to stay on top of trends



More about price, technical info or testimonials? Go to [MultiPress.biz/cal/icepick](https://MultiPress.biz/cal/icepick)



No more 'guesswork' when it comes to planning

**Davy Verstaen, PM Dataline**

### Advantages

- Exact price calculation for sub-products
- Cutting & stopping times are under control
- Minimal downtime for machines
- Exact production time, ideal for production planning



More about price, technical info or testimonials? Go to **[MultiPress.biz/flow/icepick](https://MultiPress.biz/flow/icepick)**

## Cutting calculation module: accurate prices for sub-products

In large format printing, jobs often start from the roll. But for the further finishing, it is often preferable to work with a sub-product, specifically, a roll or a sheet. Arranging the right cutting configuration, in both width and length, is highly labour-intensive and determines the price of the end product.

### Exact scheduling in finishing

We have all the information in our printing sheet. This means we can let the roll processing unit do the calculations and automatically take over the information. For a sub-product on a sheet, this calculation is simpler. Here, we take many stopping times into account. Because every time a poster is cut, for example, the machine will have to stop for a while, which further increases the cost. In the case of further finishing actions in roll processing, the brand-new module in MultiPress does not take into account the mother roll, but rather the sub-product. Everything continues to run fully automatically. For this type of product, in other words, you can calculate the exact price as well as determining the exact production time. A huge gain in time and efficiency!

Read more: **[MultiPress.biz/flow/icepick](https://MultiPress.biz/flow/icepick)**





## A crystal clear planning solution that pays dividends!

### More visibility, fewer clicks

Take the guesswork out of order management with MultiPress! Easily track your orders with just a few clicks. Orders can be found based on various criteria: unique number, reference, description... Aside from technical specifications, orders include all you need to know for scheduling. And deliveries can be prepared adding important information, so they end up at precisely the right place in production. Crystal clear, in real time, optimised for mobile access!

### Bill of materials

Managing all material supplies in your ERP is a must these days. A fully-fledged bill of materials tells you what needs to be ordered right at job submission. When an item drops below the minimum stock, MultiPress notifies you automatically. So you always know exactly what to order, when and where. E-mails for one or multiple suppliers are at your fingertips. Complete automation, maximum peace of mind.

Read more: [MultiPress.biz/ord/icepick](https://MultiPress.biz/ord/icepick)

### Advantages

- Integrated management for all reservations/orders, from paper to finishing materials
- Fully automated notifications in case of stock shortages
- Send standard ordering e-mails to the right suppliers
- Instant visibility into available and reserved materials
- Timely reservations. Never be surprised by an empty shelf!



More about price, technical info or testimonials? Go to [MultiPress.biz/ord/icepick](https://MultiPress.biz/ord/icepick)

## Coimbra



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As we are a fast-growing company, well-organised business processes are crucial. With MultiPress we manage this perfectly

Andras Polgar, **Managing Director Coimbra**

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Coimbra Ltd. from Budapest in Hungary has been producing and distributing printed matter and marketing products since 2002. Coimbra specialises in sign and large-format printing, and also supplies offset and digital printing. They work for both the Hungarian market and customers spread across Europe. Delivering quality with a capital 'Q' at highly competitive prices is their strength. The rapid growth meant that Coimbra's ERP system was stretched to its limits. How can all individual systems and manual processes be integrated into one system? Is there a simple calculation tool tailored to large-format companies? One that optimises the interaction with customers? All this is right up MultiPress' street.

What more does Andras Polgar have to say about MultiPress? Read more on [MultiPress.biz/ordrel/icepick](https://MultiPress.biz/ordrel/icepick)

## Advantages

- Link to carriers
- Integration of delivery receipts
- Track & trace for customers
- Extensive options for multi-site companies
- After delivery, delivery lines are automatically ticked off
- Account managers have instant access to required information



More about price, technical info or testimonials? Go to [MultiPress.biz/plan/icepick](https://MultiPress.biz/plan/icepick)

## Assigning the right task to the right person is a great plan

### Smart planning

The MultiPress planning module links scheduling to the post-calculation module. Fully automatically. So you can always see the status of your orders. With the MultiPress Smart Planboard – a 77" touchscreen – scheduling is visualised for all departments. Result: maximum flexibility. How else would you cope with the constantly shifting priorities in the graphics sector?

### Dispatch planning under control

What has to be delivered and picked up today? And what about deliveries to multiple addresses? Tight scheduling is a must. The dispatch planning module groups deliveries to both customers and suppliers. Via a direct software link, your carriers constantly receive the right data, resulting in top-quality handling of each customer delivery. Once a delivery is completed, the assignment is removed from the schedule. Result: a clean slate at the end of the day.

Read more: [MultiPress.biz/plan/icepick](https://MultiPress.biz/plan/icepick)

## Reactor

“

As a cloud-based system, there is no question that MultiPress has brought us higher levels of automation. MultiPress gets the back office out of the way, allowing us to focus on our core mission.

Csaba Maracz, **General Manager Reactor**

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Reactor, a 'small company' in the Hungarian capital Budapest, supplies printing for some 1,000 customers a year. 40 companies account for 70% of their sales, which means a lot of 'little' jobs. But how much do all those jobs cost, exactly? How to set prices without knowing the exact production cost? Or how to control/manage the production planning & process? Large Format Printing can be an administrative nightmare. So Reactor wanted administrative clarity and above all, a Cloud-based MIS software to improve service for all customers: from quotation to invoicing.

What more does Csaba Maracz have to say about MultiPress? Read more on [MultiPress.biz/plantes/icepick](https://MultiPress.biz/plantes/icepick)

# Order processing with 'on site' web registration

## Registration and post-calculation

A graphic company cannot exist without optimising productivity. That means: time registration. This user-friendly module provides you with a timer, 'from-to' times and durations. You get a clear view of productivity, staff efficiency... Measuring, after all, is knowing.

## Mobile employees register with an 'on site' app

In MultiPress, a web-based registration module was developed that can be accessed from anywhere. A job list is generated on the basis of your schedule and automatically sent to the operator. For mobile employees, there is now the app-based registration tool. This way, 'mobile employees' on location can view the schedule with different jobs, complete with start-/stoptimer for scheduling and uploading photos of the work carried out. This saves a lot of time!

Read more: [MultiPress.biz/reg/icepick](https://MultiPress.biz/reg/icepick)



The more people can organise their own tasks 'on site', the faster and better the result.

**Serge Clauss, PM Dateline**

## Advantages

- Administration made easy
- Web-based job list guides operators directly from the schedule
- Simple start/stop function for feeding post-calculation
- Write off reserved materials based on actual use
- Much more efficient job handling
- Real-time stock management without additional touchpoints
- Delivery notes and stickers created by operators
- Job handling right on the shop floor



More about price, technical info or testimonials? Go to [MultiPress.biz/reg/icepick](https://MultiPress.biz/reg/icepick)



All invoicing information is directly sent to the end client. If only all payments could be handled like this...

**Davy Verstaen, PM Dataline**

### Advantages

- Save €3 to €30 per invoice
- More control, fewer errors
- Efficient and effective invoice management
- 100% reliable invoicing
- Meets the needs of more and more clients and public authorities
- Easy to import in your customers' accounting systems
- Supplier invoices are automatically loaded, making manual entry a thing of the past
- Less processing and archiving



More about price, technical info or testimonials? Go to **[MultiPress.biz/inv/icepick](https://MultiPress.biz/inv/icepick)**

## Tailor-made e-invoicing to suit your customers

### Invoicing

Your order data are automatically transmitted to the invoicing module. All imaginable invoicing features are available, and the Financial Export module connects with almost all external accountancy packages. Enter invoices in your accounts with the press of a button.

### Invoicing as if by magic

Save time and money by automating e-invoicing even further. With the MultiPress e-invoicing module, invoices are fully processed digitally. With one click of the 'Auto' button, all e-invoices are created as predetermined per client or job: weekly overview invoices, invoices per job, per call off... E-invoicing is fast becoming the standard procedure. More and more government calls for tender stipulate electronic invoices.

Read more: **[MultiPress.biz/inv/icepick](https://MultiPress.biz/inv/icepick)**





## Management dashboard, the heart of your printing company

### Reporting & Management

This module lets you quickly and easily analyse your sales figures. Find out instantly what job types were the most popular in the past year. Or how turnover has evolved for a specific client or group of clients. You also get a direct view on gross margins and added value in a certain period.

### Report generator

'Overnight' reports bring great added value to any organisation, whether they're about analysing figures or controlling input quality. The ONP module lets you create 'overnight' reports and send them to various user mailboxes. Without any preparation, without any manual processing, users are kept proactively informed. Really want to leverage your MIS to the full? Simply activate the MultiPress dashboard to map all events, figures and trends in real time!

Read more: [MultiPress.biz/mgnt/icepick](https://MultiPress.biz/mgnt/icepick)



Every day you gain insight into the latest figures and see all your company's activities at a glance. The way to structure your business!

**Serge Clauss, PM Dateline**

### Advantages

- Start the day with all essential information
- Pre-defined reports
- At-a-glance evaluation
- Possible (re)evaluation of price structures
- Automatic report generation at the time of your choice
- Each report is tailored to the user's needs
- Detailed information from all workflow stages (calculation, stock management, jobs, orders, invoicing...)
- Automatic daily/monthly queries



More about price, technical info or testimonials? Go to [MultiPress.biz/mgnt/icepick](https://MultiPress.biz/mgnt/icepick)

### Advantages

- Direct link between calculator and prepress
- Machine links
- Standardised processes
- Production-related information directly sent to the workflow or RIP
- No confusion about PDF files (media, print mode, amount...)
- Direct feedback on production status, usage...
- Feedback for automatic updates (material, inventory...)



More about price, technical info or testimonials? Go to **[MultiPress.biz/jmf/icepick](https://MultiPress.biz/jmf/icepick)**

## Calculator/prepress link saves time and money

### JDF and JMF workflow

Reducing error rates and avoiding double work generate significant ROI when administration and prepress are interlinked. MultiPress can feed any workflow (JDF) and also receive valuable feedback from the majority of workflow systems (JMF), so time and material no longer need to be registered via barcodes. The result: streamlined processes, fewer errors. Both production planning and dispatch planning become a lot more efficient, allowing you to cut down on transport and logistics costs considerably.

Read more: **[MultiPress.biz/jmf/icepick](https://MultiPress.biz/jmf/icepick)**

## Dupligratic



Wide-format print is here, bringing with it its own specifications. We need to do things differently – and fast.

Claude Marconi, **Managing Director Dupligratic**



Dupligratic started out as a provider of reprographic services, but changing circumstances have led them to a point where 80% of their work is now wide-format. With customers like Disneyland Paris, the company knew it was high time to adapt its administration such that it was not only integrated, but also market specific. As a result, Dupligratic now operates a central integrated system. With MultiPress, the company achieved complete integration with its own B2B platform. In addition, its production control is precise and transparent, both externally and internally.

What more does Claude Marconi have to say about MultiPress? Read more on **[MultiPress.biz/jmf/icepick](https://MultiPress.biz/jmf/icepick)**

## Get into a higher gear with Callas pdfToolbox

### Workflow

Correct print-ready PDF files are crucial for efficient production. Errors, if any, must be found quickly and reliably. That is why MultiPress uses pdfToolbox technology from Callas. Visual inspection, repairs, processing thousands of files without supervision, quality control, colour management, imposition, conversion to and from PDF... all this reduces unnecessary costs and discussions about deadlines.

### Automatic PDF repair

All supplied PDF files appear in the Check & Repair module, which shows you detailed file information. Files submitted via the internet are added to a job and checked automatically. MultiPress then creates a report with errors and warnings from the PDF file. Some errors can't be repaired? Just e-mail the report directly from MultiPress to your customer. The customer sees what has gone wrong and can adjust the file accordingly. That being said, many typical errors can be fixed automatically. A huge plus of Callas pdfToolbox is its full integration with MultiPress. Your job is ready to go into production in a snap, after just a few clicks.

Read more: [MultiPress.biz/cls/icepick](https://MultiPress.biz/cls/icepick)



Exact post-calculation can only be done by automatically processing each file. Costs are monitored down to the last cent!

**Davy Verstaen, PM Dataline**

### Advantages

- Automatic metadata extraction
- Load and analyse PDF files
- Auto-population with production-related properties (number of pages, production technology, finishing...)
- Automatic PDF integration, no manual input



More about price, technical info or testimonials? Go to

**[MultiPress.biz/cls/icepick](https://MultiPress.biz/cls/icepick)**

## Advantages

- MIS always at hand
- Consult your customer database, visitor reports and essential sales information
- Locate estimates, jobs, sales figures and complaints easily per client
- Retrieve, change and add CRM-related data while on the move
- Full visibility of critical information – any time, anywhere!



More about price, technical info or testimonials? Go to **[MultiPress.biz/con/icepick](https://MultiPress.biz/con/icepick)**

## Plug in & go!

### Connectivity

More and more printing companies co-operate based on their respective specialties. But inefficient collaboration creates mountains of paperwork. The solution? MultiPress. Several printers equipped with MultiPress can exchange estimates, work instructions and orders. Without losing their own value.

### MultiPress Cloud for smartphone & tablet

The cloud is the place to be! The MultiPress cloud licence makes it easy and fast to consult your customer database and retrieve essential data from your sales information system. Each client visit is followed by a visit report that is directly available via the MultiPress Cloud. All estimates, jobs, sales figures and complaints are at your fingertips. Jobs in production, current statuses and delivery dates can be consulted anywhere, any time. Even by clients. And did you know that MultiPress can be linked with any external tool? Via an API it is easily integrated into existing workflows.

Read more: **[MultiPress.biz/con/icepick](https://MultiPress.biz/con/icepick)**

## Top Color



“

Task optimisation is a real plus for TopColor. We are delighted to have increased our competitiveness... thanks to MultiPress.

Stéphan Treve, **CEO**

”

Topcolor is well known for its almost unlimited flexibility when it comes to production. The company, based in Colmar, offers an extremely varied range of products, from stickers to banners to POS advertising on a wide variety materials. However, to manage all this within ever-shrinking deadlines, a reliable and flexible planning is needed - every single day. There's certainly no shortage of projects at TopColor and, thanks to its API, the MultiPress software will guarantee them optimal support as they deploy their on-line trading sites.

What more does Stéphan Treve have to say about MultiPress? Read more on **[MultiPress.biz/contes/icepick](https://MultiPress.biz/contes/icepick)**