

# Digital Equipment Selection support service

The digital print service from BPIF Business is offered to help members assess and acquire the right digital solution and to develop a profitable strategy and tactical plan for their business' development.

We can help to define the specifications and to examine the supplier options relevant to your print application needs.

The benefits of our expert support can make a significant contribution to your medium and long term plans for profitable growth. Our experienced approach will help to minimise the risks of investing in the wrong digital solution, reduce the costs of investment and clarify the best ways to leverage the benefits and payback of your investment.

## Key benefits

Our digital investment service can help your organisation to:

- Provide added value to your clients
- Ensure quality standards are the right ones for your business
- Avoid hidden costs of digital solutions
- Ensure pre-press and post-press issues are fully addressed
- Achieve consistency across the workflow
- Create the right client service strategy
- Gain competitive advantage



## How long does it take?

Each project is designed specifically to meet your company or organisation needs. The time taken depends on the size and nature of your organisation but is typically between 5 and 10 days.

## What is involved?

Our BPIF technical experts with strong digital prepress and press expertise will work with your team to:

- Review your business strategy and business model
- assess current job costing
- understand applications relevant to your market
- examine and advise on the production workflow
- prepare equipment and software specifications for suppliers
- meet and discuss with suppliers a full specification
- obtain competitive like-for-like quotations from relevant suppliers
- report on differences between equipment options
- provide a short list of preferred suppliers based on technical clarity
- validate digital job files with each suppliers' equipment
- advise on solutions for any issues arising from specifications and applications
- provide guidance on service, reliability and support
- advise on best approach in terms of method of purchasing
- help reduce costs of investment
- support the development of a winning digital strategy and business model

## How to find out more

To find out if a company is eligible or to arrange to discuss improvement areas or to have a free diagnostic conducted please e-mail [gil.reid-robbins@bpif.org.uk](mailto:gil.reid-robbins@bpif.org.uk) or call on 020 7915 8345.

# Can we help you further?

The BPIF and ViP offer a wide range of customised support services, programmes and courses for printers, designed and delivered by print industry specialists. If you would like to know more about any of these, please tick those you are interested in and fax this to Gil Reid-Robbins, Head of BPIF Business on 020 7405 7784, or call her on 020 7915 8345 or email [gil.reid-robbins@bpif.org.uk](mailto:gil.reid-robbins@bpif.org.uk).

## SUPPORT FROM BPIF BUSINESS

### Health, safety and environment

- Health & Safety Healthcheck
- Health & Safety Management Schemes
- Standards Gap Analyses & Improvement Programmes for
  - ISO 14001 (Environment)
  - OHSAS 18001 (Health & Safety)
  - FSC Chain of Custody
- Environmental Healthcheck
- Integrated Management Systems Support
- Noise Surveys
- Occupational Health Management Schemes
- Interim Health & Safety Managers
- Business Continuity Planning

### Technical

- Technology Healthcheck
- Design and Print Unit Reviews for In-plants
- Workflow and Pre-press Reviews
- Digital Business Development
- Press and Post-press Investment Support
- Management Information Systems Support
- ISO 12647: Colour Management Support
- ISO 7799: Security Support
- Dispute Resolution and Expert Witnesses

### Business development

- Standards Gap Analyses & Improvement Programmes for:
  - ISO 9001 (Quality)
  - PAS 75 (Customer Service)
- Cost Rates Reviews
- Financial Management
- Business Planning
- Sales Development
- Market Research and Development
- Marketing Planning and Implementation
- Interim Management and Mentoring
- Factory Layout and Planning
- Purchasing and Supply Chain Management
- Website Development and Internet Marketing

## BUYING AND SELLING FROM BPIF MCINNES CORPORATE

- Acquisitions and Mergers
- Grooming for Sale
- Business Valuations

## LEGAL SERVICES FROM BPIF LEGAL

- Mediation

## SHORT COURSES FROM BPIF BUSINESS

*Courses can be open or delivered in-house:*

*For a complete list of all the courses we offer visit:*

[www.britishprint.com/shortcourses](http://www.britishprint.com/shortcourses)

### Health, safety and environment

- Health & Safety for Managers and Supervisors
- Environmental Briefing for Managers
- Manual Handling Training
- IOSH Managing Safely
- CoSHH Assessment
- Risk Assessment Training, inc Fire
- Occupational Health Awareness

### Technical

- Introduction to Print Processes
- Introduction to Print Technology (3 Days)
- Print Production Planning
- Introduction to Print Estimating

### Business development

- Getting the Sale
- Advanced Sales Management Skills
- Digital Sales Solutions
- Sales and Marketing
- Customer Service
- The Supervisor Role

## HR SUPPORT FROM BPIF

- HR Healthchecks
- HR Policy and Documentation
- HR Management Schemes
- Organisational Restructuring
- Absence Management Workshops

## WORK-BASED TRAINING FROM BPIF TRAINING

- NVQs
- Apprenticeships
- Professional Certificate in Print Management
- Technical Certificate

## PROCESS IMPROVEMENT FROM VIP

- Premier Snapshot (diagnostic)
- Modular Improvement Programme (10-25 staff)
- Kickstart (26-50 staff)
- Masterclass (50+ staff)
- Office and Pre-press Change Cycle
- Team Leader Training with BPIF Training
- Materials Waste Reduction

Your name \_\_\_\_\_

Job title \_\_\_\_\_

Company name \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_

E-mail \_\_\_\_\_