Trends In Print: In-Plant

The industry is evolving, not dying. Future success lies in the adaptation of change.

In an Amazon world we are hard-wired to expect the right now experience with no additional costs incurred. Online ordering, quick turnaround times and free shipping is the expectation, not an anomaly. In-Plant survival is becoming more difficult with balancing efficiency with the customer expectations set in a consumer world. Is your business ready for it?

The market won't wait for you -- make sure you're keeping up

Change drivers:

#1. Creating an actionable plan
In-Plants and print organizations struggle with what success looks like. If you don't create and drive an actionable plan, there is no ability to determine performance success or failure in order to expand what is working or course correct what is not. Determine what KPIs matter to your business in order to determine overall performance: sales, retention, production costs and overall performance - KPIs for In-Plants.

#2. MIS: the importance of operational metrics
Real-time data visibility from your MIS and workflow processes ensures the ability to make on the spot changes, resulting in better decision making. The key to a good metric is the ability to course correct and make the changes to immediately to achieve the desired effect, keeping productivity up and costs down with minimal disruption.

#3. Chargebacks, production and tracking
In-Plants need to prove their worth. You need a system that can estimate, track, manage and report on your true cost of doing business, automated and in real-time. Recouping costs and improving accountability through detailed job costing

> **"I can't count how many times I've needed information on the fly. Building reports out of our MIS is just something we couldn't get along without."**
> **Brian Trott, US Senate**

> **"The visibility we get from real-time access to our information from both within as well as outside – is gamechanging."**
> **Ron Underwood, Our Daily Bread Ministries**

Is your business staying competitive offering the top required In-Plant MIS needs in the market?

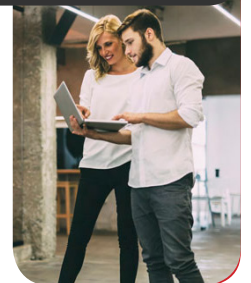**76% Accounting & Chargeback Integration**
74% Real-Time Cost Estimating
72% Reporting Capabilities

> *"Simply to say 'we've grown or changed' means nothing. Without a starting metric or documented KPIs you have no visibility into performance: good or bad."*
> *Greg Chomondeley*

> "By having actual cost data and robust job tickets we can streamline what we are module charging our customers and reduce questions, and time, from the people doing the work."
>
> **Tim Hendrix, Oregon State Printer and Program Manager**

> "Determine what KPIs matter to your business in order to determine overall performance."
> **KPIs for In-Plants**

In-plant printing: follow the 9 steps for success

Customers want it right now without the added cost. Speed requires accuracy to maintain productivity while meeting customer expectations.

Maintain a balanced approach to ensure success now and into the future.

1. Ensure cost accuracy
2. Manage workflow automation through W2P, Print MIS and PDF solutions
3. Have an up-to-date staffing strategy
4. Develop a best practices training program to ensure current and ongoing productive processes and procedures
5. Provide exceptional service representing the voice of the customer
6. Set measurable metrics and KPIs
7. Have a value-based profit and pricing strategy
8. Implement a demand strategy for growth
9. Continually drive innovation for new products and services

Excerpts from Howie Fenton Consulting, Nine Steps for In-plant Profitability, 2020

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