The print production environment is more demanding than ever. Flexography makes its own unique demands on printers, with highly specialized inventory, production, accounting and logistics requirements. That is why managing a flexo operation requires print management technology that’s just as specialized.

Through EFI PSI, you are supported with a special group of development and support professionals dedicated exclusively to the design, development and deployment of print management software for the flexo industry. For over twelve years, PSI has been the leader in flexo print management and is ready to serve you today with unparalleled flexo experience and support.

EFI: Best in Class Solutions

EFI is your one source for “best in class” print software solutions for nearly every printing business environment. EFI’s product and services portfolio includes end-to-end systems that help you manage the entire process from idea to delivery.

- Server and controller solutions
- Print MIS solutions
- Production workflow solutions
- Proofing solutions

EFI is the world leader in digital imaging and print management solutions for commercial and enterprise printing. Our servers, alone, are installed in over one million locations worldwide. Our print management solutions are used by over 8000 printing and publishing companies worldwide. In every area of our business, EFI offers the leading technologies that help our customers become more profitable and efficient.

Stability and Long Term Commitment

EFI has demonstrated a strong commitment to the printing industry since the delivery of the first Fiery in 1992. Today, with over one million Fiery’s installed, EFI has expanded its product portfolio – investing over 25% of its revenue each year in research and development. Your investment in an EFI product is backed by over 1,400 employees including 700 engineers and technical staff. By pooling experience and talent – sharing innovations – we offer an unprecedented and unequalled potential for a long-term business relationship.
The only system built specifically for you.

Only PSI Flexo from EFI gives you a system that combines PSI's leading edge, Windows-based print management technology with powerful print management tools built from the ground up for flexography. PSI Flexo is a powerful tool for streamlining your entire printing operation.

Information gathering power of Crystal Reports®.

The most valuable aspect of a print management system is the data it collects. PSI's open data architecture combined with the power of Crystal Reports® puts all your data to work for you. PSI provides you with hundreds of report templates and the tools you need to customize them to meet your needs.

Integrated add-on modules.

You can add functionality to your PSI Flexo solution with EFI's suite of add-on modules. Our fully integrated, interconnected add-on modules can bring enhanced efficiency and profitability to your business by enabling a seamless flow of data throughout your printing operation, connecting your key people and processes, from sales to the shop floor. This integration allows your people to work more efficiently, while giving you the ability to make more informed decisions with a clear, complete view of your business. EFI's complete portfolio of add-on products includes:

- **PrintFlow.** Our dynamic scheduling application operates on a network that is linked directly to your management system, allowing you to identify bottlenecks, minimize downtime, reduce change over time and ensure the best possible delivery schedule, all while improving overall workflow management.

- **Auto-Count®.** Our shop floor data collection module links your EFI print management system directly to your presses to eliminate manual processes and to provide accurate, real-time production data directly from your pressroom and finishing.

- **PrinterSite Internal™** As part of our family of Web-based solutions, PrinterSite Internal can enhance your internal workflow. Salespeople can spend less time doing paperwork and more time selling and caring for customers. With PrinterSite Internal, salespeople, CSRs and estimators have a Web-based portal where they can request quotes, review and submit quotes, place and monitor orders, review job history and re-order.

- **PrinterSite Fulfillment™** is an internet-based, client-facing fulfillment desktop designed to assist your clients and your staff in the effective management of finished goods inventories.

Connecting the Entire Print Workflow

EFI's solutions help our customers deliver better quality printed products, streamline their operations, reduce costs, get work out the door more quickly, and capture business and production information to help drive continuous improvement.

Our Connected Workflow Strategy touches virtually every step of the print production value chain.
Accurate Estimates, Quickly

Flexo Estimating
Quote jobs the way you run your business.

The Flexo industry has seen more technological advances in the last few years than it has in the past twenty. With production techniques and print quality surpassing the capabilities of offset, you need an estimating system that has kept up with these changes. PSI’s new Flexo Quotation solution meets the challenge.

Some flexo systems calculate a price. Some calculate a rough cost based on loosely defined nationwide standards. PSI Flexo Estimating ends the guesswork with an in-depth standards module that completely defines your production capabilities and enables you to estimate a job the same way you plan it. You get more accurate estimates, fewer surprises and a better bottom line. Estimating flexo jobs with EFI PSI Flexo is even more efficient because our newly redesigned system requires less data, yet produces quotes that are as accurate as ever.

Leading-edge Flexo estimating tools
- Rewinding, slitting, bar coding, fan-folding, thermal transfer imprinting and other flexo specific finishing operations
- Complete die and cylinder library
- Online die price calculator, with option to automatically create purchase order for new dies
- Up to nine stocks for multi-layer constructions
- Accounts for die complexity in job plan: increases make-ready time and stock, increases run waste and decreases press speed
- Direct interface with Microsoft email products allows you to email quotes directly to your clients

Integration equals accuracy.
By utilizing the latest development tools and harnessing the power of the Internet, the new Flexo Quotation system enables your internal staff to process accurate quotes in less time.

A streamlined user interface, comprehensive online pricing tools and integration with EFI’s PrinterSite Internal tool allows you to respond to customers more quickly and efficiently. Accept the customers’ request for quote, populate an estimate and submit your quote all with a few keystrokes and without printing out a single piece of paper.

Flexo Job Planning
Fast, efficient and thorough.

How often do you get an order like this? A multi-layer substrate; multiple versions; a die that’s notorious for slowing down the press; scoring and perfing; different inks per version; copy variations that require new artwork and new plates; imprinted numbering in increments of 5; delivery in rolls of 500 labels per roll; 10 rolls per box; to multiple addresses; on multiple dates.

On other systems, this would be a cumbersome task. But it’s simple, standard job entry in PSI Flexo. The PSI Flexo Job Planning module allows you to plan jobs that meet the specifications of your shop, calculating the proper time and materials for all the variables that are part of today’s complex flexo production.

Data Collection/Job Costing
Get thorough, accurate decision support.

PSI Flexo is based on the popular EFI PSI print management system. It makes data collection easy and accurate and integrates all the information you need to track productivity and efficiency throughout your business.

Because PSI is Windows-based, every networked PC in your plant becomes a potential data terminal, either through PSI’s own interface or through a standard Web browser. Programmable data collection screens let you meet the special needs of each department. And built-in production intelligence verifies the quality of input at every step.

Because PSI print management is designed from the ground up for the print industry, it’s specially engineered to understand the unique costing environment of printing, where traditional labor-hour measurements don’t apply. By calculating costs based on units produced and by handling such activities as job ganging, crewing, overtime printer’s errors and author’s alterations, it provides the ability to analyze and manage costs across your entire operation.

One of the strengths of the Job Cost module is the ability to quickly determine which jobs are going beyond the expected time and material budgets. With this information, these jobs can be identified before they are shipped and invoiced.

PC-based Data Collection provides detail of job labor and material usage. Production users can view the latest Job Ticket or Change Orders online to ensure up-to-date knowledge of the production run.

Change Orders are automatically generated, quickly emailed to the client and included on the invoice.

Intelligent online die searches with image based lookup helps to ensure the proper die is selected.
Purchasing

Total purchasing control.

With EFI PSI, purchasing is fully integrated with job entry and production to keep production moving and give you maximum control over costs. Purchasing details flow from the estimate to the job, allowing you to create or edit purchase orders directly from job planning. PSI automatically generates requisitions or POs whenever a job is entered. This in-depth integration reduces data entry errors and allows workers to know what stock is on hand, what has been ordered and when goods or services are due. This vital information improves the scheduling and order processes, providing careful control over materials and finished goods.

PSI’s requisition system allows your staff to request POs while maintaining the purchaser’s ability to negotiate better prices. Items can be linked to specific jobs, orders can be placed at multiple locations around the plant and control is centralized at a secure approval point. Costs and quantities are validated at receipt and vouchering. They are then automatically passed through to inventory and accounting.

Inventory

You can’t manage it if you can’t track it.

Inventory is one of your largest assets and one of the most difficult to manage. EFI PSI Inventory has the integration and flexibility to put every item in your plant at your fingertips. PSI Inventory automatically records commitments from job planning, on-order balances from purchasing, receipts from receiving and usage from Data Collection. And by using the Roll Control feature, you can track stock down to the individual roll: when it was received, where it is stored and what jobs it is being used on.

And PSI Inventory makes it easy to count and label each roll with handheld scanners and bar code label printing that track materials, quantity and other roll information.

PSI also recognizes the needs of the flexo printer in maintaining a detailed finished goods inventory. PSI’s streamlined order entry process; ability to generate shop pick tickets; and auto-relief of inventory quantity upon shipment makes maintaining finished goods inventory a snap. Powerful report selection parameters provide excellent user-controlled reports with comprehensive tracking.

As with all PSI reports, the Purchase Order can be formatted to fit your specific output needs via Crystal Reports. And it can be emailed directly to your vendor. Why print and mail it with you can email it in seconds?
Powerful Accounting

PSI Flexo offers full integration with the accounting industry leader: Macola

The heart of PSI Flexo’s powerful accounting capability is Macola, a fully integrated accounting package from Exact Software. Together they make a seamless and efficient team, both running on Microsoft SQL server.

Macola, a leader in business and accounting software for more than three decades, provides the efficiency, flexibility and reporting power needed to meet the accounting demands of print management. PSI leverages this expertise and blends it completely with high-performance print management. EFI PSI is the second largest value-added reseller of Macola in the world, licensed to sell, install and support Macola’s software. We even have staff-certified Macola trainers to answer your Macola-specific questions.

Accounts Receivable

Manage accounts receivable.

Manage, calculate and collect your company’s receivables accurately and efficiently with Macola’s Progression Series A/R. A/R tracks both open item and balance forward customers and produces monthly statements. You can also generate Customer Aging Reports using up to four user-defined aging periods. A/R records customer invoices or sales transactions and also handles multiple bank accounts that can easily apply payments to open items.

A/R maintains vital credit information that provides you with detailed payment information, including average days to pay and full account history.

Accounts Payable

Keep track of payables and cash flow.

Tracking payables accurately is essential to maintaining effective relationships with your suppliers—and keeping your business running smoothly. Macola’s Progression Series A/P package helps you manage payables efficiently, meet suppliers’ expectations and manage cash flow.

The A/P module helps you identify the best time to pay bills, track discounts and expenses, and perform other vital payables management tasks. Helpful reports, like Cash Requirements and A/P Open Items, give you up-to-the-minute data on cash flow.

Payables info flows from PSI Flexo to Macola for check processing and posting to G/L.
Fast, easy to use General Ledger

Macola’s Progression General Ledger module – in conjunction with the EFI PSI Flexo system – gives you scalable, flexible, user-friendly tools for accounting and financial reporting.

Flexible Account Formats

Macola account formatting allows you to define G/L account numbers to identify main accounts, departments and profit centers. You can set up financial entities in G/L by combining up to 36 different ranges of departments and profit centers. This feature enables you to define specific segments of your business such as sales, territories, divisions and plants for comprehensive financial reporting.

Comprehensive budgeting and comparatives

Within the G/L package, you can maintain up to 99 budget revisions per year for as many years as you choose. The comparative file allows you to keep account period balances for an unlimited number of years to monitor your company’s growth and success.

And to make all this data even more useful, the G/L package allows you to customize report formats to meet your reporting needs through templates, formatting tools and flexible table designs.

Progression Accounting is the financial backbone of a complete solution. Seamless integration is provided with comprehensive drill downs that provide quick and easy access to all of your financial information.

Job Shipping

Meet the challenge of supply chain logistics.

In today’s lean manufacturing environment, a single job can come with multiple shipping addresses and multiple dates. You may not know the locations until the ship date. With shorter runs and even shorter turnaround times, this kind of complexity is becoming standard procedure for many flexo jobs.

That’s why we’ve built as much flexibility into our shipping functionality as possible. With EFI PSI job shipment, expected shipping addresses and other information are entered on the job at any point in the job’s life cycle. Multiple shipping addresses are stored at the customer level and can be easily selected on the job or added at shipping.

Standard packing slips and carton label formats are included and each can easily be customized via Crystal Reports. And because your customers may each require specific packing slip formats, there is no limit to the number of formats you can develop.

Customer Invoicing

Consistent, automated invoicing.

With EFI PSI’s sophisticated Invoicing, price information flows automatically from estimate to job to invoice. Sales are automatically distributed to General Ledger accounts, allowing for full sales and profitability reporting by department. Pro forma invoicing allows account team members to check off on each invoice before it is printed.

Invoice line items such as dies and plates may be initiated in an estimate, flow to a job and then flow directly to an invoice. This provides maximum consistency between quote and invoice for customers.

PSI Flexo gives you fully customizable invoice forms and maintains invoice history so you can reprint an invoice whenever it’s needed.

The System Account File maintains a record of all accounts on file. The account number for each record can have up to three components: main account, department, and cost center.

Shipping information flows from the Job Plan to Shipping, including any special instruction that may apply.
The PrintFlow Gantt chart is your electronic scheduling board. Its highly customizable user interface and display options combine to create a powerful way to edit the schedule and provide complete visibility into production throughout your entire organization.

EFI PrintFlow
Optimize your entire printing operation with true dynamic scheduling

PrintFlow is the first and only tool to offer the printer a truly dynamic scheduling solution with the ability to synchronize thousands of operations, optimizing the utilization of your assets based on delivery priorities.

PrintFlow has been developed based on the Theory of Global Optimization (TGO) recognizing the fact that a manufacturing operation is a chain of interdependent links and only a few constraints control the throughput, on-time delivery and cost of the entire operation. Remove the constraints and you increase production and boost the bottom line.

PrintFlow accomplishes this goal with a powerful “what-if” scenario generator. Each scenario looks at the real-time status of all jobs and operations synchronizing and optimizing your entire operation. Synchronization begins with a review of operations looking at “like” characteristics, sequencing them to reduce switchover time whenever possible. This process combined with a review of the order of operations, production requirements and delivery schedules creates a schedule that optimizes the use of your equipment and personnel.

And, most importantly, PrintFlow does all of this on-demand, allowing you to deal with the real-world demands placed on your production facility – demands that include changes in your clients’ schedules, alterations that impact production, equipment failure and changes in staffing availability. Any one of these can create a bottleneck or delay impacting your delivery timeline, client satisfaction and – eventually – your bottom line. PrintFlow is your best defense against all of these.

EFI Auto-Count
Take control of your information with Computer Integrated Manufacturing (CIM)

Using exclusive patented DMI® technology, Auto-Count automatically pulls production data directly from every machine in your plant, in real time. You know at any moment exactly what each press and finishing machine is doing and how much it has produced.

Auto-Count technology can eliminate overruns, underruns and reruns. It provides accurate finish times to customer service and scheduling and shows crews if they’re meeting their productivity and waste objectives.

The Auto-Count 1000 provides a cost-effective DMI solution for sheetfed, roll-to-roll and finishing equipment. Production counts and equipment stops are monitored and reported in real time. Your people will know when they’ve hit their production targets while you’ll have a better picture of production performance across the board.

Auto-Count is the first and leading CIM tool developed for the printing industry. With over 1000 installations worldwide, the value of the Auto-Count technology has been proven time and time again. Auto-Count can maximize the value of your equipment and increase your profit potential.

Auto-Count displays run counts, run objectives and skid status to your operator while updating your server. This provides up-to-the-minute information to those who need it, anywhere in your plant.

Reduce Waste
Auto-Count Potential
- Eliminate overruns, underruns and reruns
- Produce matched counts in finishing
- Dramatically reduce waste
- Closely monitor the performance of equipment and personnel
- Reduce downtime
- Produce more accurate schedules based on accurate historical data
- Eliminate manual record keeping for your crews

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With PrinterSite Internal, the details of the specification are captured in a familiar “form-based” tool and delivered directly to your estimating software. With PrinterSite’s integrated specification, your quotes will be more accurate and you’ll provide a response to your clients faster than ever before possible.

PrinterSite Internal

- Collect job specifications
- Review, edit and dispatch quotes
- Submit job orders
- Track job status
- Review invoices
- Review job history
- Re-order jobs
- Share Information with estimators, CSRs and production

EFI PrinterSite Internal

Give your salespeople the competitive edge

PrinterSite Internal is a powerful Internet-based specification and job status solution designed to give your salespeople the competitive edge. We begin with an electronic specification form designed to match your company’s specific products and services. Your salespeople can complete this form at your client’s site or anywhere they have access to the Internet. When submitted, the completed specification is mapped directly into your estimating system. Your estimators don’t have to “analyse” a written report or chase the salesperson down for missing information. The end result is the creation of an accurate estimate and quote, ready for delivery to the client before many competitors have had a chance to read the RFQ.

PrinterSite Internal also includes order submission, job status and job history tools giving your salespeople the access they need to manage their accounts efficiently and effectively.

PrinterSite Fulfillment

- Lock-in clients with a valuable, easy-to-use service
- Increase likelihood of repeat business
- Eliminates data entry errors and miscommunication
- Provide your client with a real-time view of their inventory levels
- Speeds order processing
- Improve cash flow with a totally integrated process from order to invoicing

EFI PrinterSite Fulfillment

The ability to offer fulfillment services has been recognized by many companies as an excellent opportunity to develop and “lock-in” client relationships – enhancing profitability. PrinterSite Fulfillment is an Internet-based, client-facing fulfillment desktop designed to assist your clients and your people in the effective management of finished goods inventories.

With PrinterSite Fulfillment, you have the ability to setup a unique desktop for each client, providing them access to their inventory. Clients can check inventory levels and place orders with the click of a button. They’ll even have the ability to manage imprinted items, adding variable data and reviewing a proof before submitting the order.

And, best of all, PrinterSite Fulfillment is fully integrated with your EFI management solution. The fulfillment process is automated to reduce costs and improve your profit potential.

PrinterSite Fulfillment’s website delivers a truly “best practices” storefront shopping experience for your customers. Users will gravitate to its easy-to-use capabilities. There’s little or no training required for customers to get up to speed. If they’ve shopped at any Internet site, they will find a familiar user interface with PrinterSite Fulfillment.

With PrinterSite Fulfillment, your customers can view their inventory in real-time and place orders with the click of a button. They can also manage imprinted items, adding variable data and reviewing proofs before submitting an order.

Win More Bids

- Potential
- Clients
- Win
- More
- Bids

Lock in Clients

- Potential
- PrinterSite Fulfillment
- EFI PrinterSite Fulfillment
- PrinterSite Internal
- EFI PrinterSite Internal

Lock in clients with a valuable, easy-to-use service
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Maximize your “Return On Information” with Services from EFI

Successful companies integrate technology into their business processes. The management system becomes an extension of the operation. Our services are geared towards improving the value of information for your operation.

- Flexible implementation plans focus on your corporate priorities
- Introduction classes provide a solid “functional” overview
- Operational classes target specific processes
- Specialty classes address improved utilization
- Consulting experts are available for custom report writing, data extraction, financial reporting and system administration
- Scheduled training programs, web-based resources and user conferences provide ongoing educational opportunities

Education

An educated user base is your best investment. We can deliver standard and custom courses at one of our locations or at yours. Either way, our focus is hands-on learning to give your team the confidence to apply the skills they have learned.

Implementation

Our implementation service offerings reflect the different needs of different businesses. Training plans, process design, configuration analysis, and general project management will be tailored to offer as much or as little assistance as you require. The result is process and technology which leverage the features you’ve paid for while working within the framework of your unique environment.

Optimization

Often the most benefit comes from leveraging what you already have. Our optimization services do just that. Whether its increasing estimating accuracy or reducing rework, our focus is on the real world impact of your system usage. Our consultants bring the knowledge from deploying our systems across hundreds of print facilities to you.

Reporting

Today businesses use information for competitive advantage. We can create the custom reports which analyse and present the unique information you need. Our consultants have expert knowledge of our systems’ designs and data relationships. For you, that means efficient, effective reports ready for use by your management team when they need them.