



Business Transformation Service

Part of HP's Professional Services Portfolio



Reaching Your Production Goals Sooner

Planning and building a high-performance digital print factory can be daunting, even for companies that have been in the print business for decades. From defining a clear digital vision, translating business goals into a full digital factory capabilities, working with and coordinating all the equipment manufacturers for factory design and layout, deciding on workflow that can scale with the growth of the business, and set production targets that can be met consistently. You need highly experienced staff to lead such a transformation.

Introducing HP's Business Transformation Service (BTS).

Overview

Leveraging years of leadership in digital print and print transformation, HP now offers customers the ability to directly take advantage of this experience by getting experts from HP to lead the customer's digital print transformation. Customers will benefit from a quicker confidence in digital print production, fast production ramp and help with return on investment.



Service Description

HP's Business Transformation Service has one overarching objective – to help your business meet your production goals. This starts with aligning a digital vision and business goals with a tactical plan, ensuring all the right building blocks are in place, functioning properly and can deliver the production expected.

An experienced team referred to as the BTS team, will be assigned to the account to manage the transformation activities. The BTS team consists of a number of critical roles, led by a BTS Manager who is accountable towards the customer and HP for the service,

The BTS team will engage during the final stage of the sales cycle, to prior to site planning and press installation and coordinate all stages of the factory build. The BTS team will provide your staff necessary training, at the right time, and oversee the production ramp activities until the production reaches an agreed stability and volume.

Activities

Pre-Production

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| Preparing | The BTS team works closely with the customer, the HP sales team, to define a clear digital vision, business goals and an overall planning framework of the end to end factory, from physical layout, to control systems and associated business processes, |
| Planning | The BTS Manager assembles the full team, from customer, HP teams and vendors, builds a bottom up plan for all activities to ensure everyone knows what to do by when. |
| Configuration, Installation, Test | At this stage, the press is being prepared for installation, workflows integrated and software configured to handle the specific jobs agreed with the customer. Once the equipment has been installed, the first print test will start. The BTS team will also manage issue coordination and resolution across the factory, to minimize contact points. This includes coordination with all vendors. The customer's staff will also receive training on all equipment and software. |
| Launch | A staged ramp-plan is carefully built in cooperation with the customer's planning and production teams. Goals are set aligned with staff learning and growing capabilities, to minimize mistakes and setbacks. |
| Production Ramp | On an ongoing basis, the BTS team will coordinates production review meetings to evaluate production analytics, actuals vs. goals, and develop improvement plans as needed. And at an agreed point, the BTS team will ensure a seamless transition to an account management team. |

Service Scope

The services will be performed at the customer's facilities and remotely. If access to the facility is not possible, although not preferred, provisions can be made to accommodate a remote delivery of the service.

Customer Requirements

- Access to staff and facilities
- Customers' commitment for necessary staff to be available across all stages
- Customers' commitment for necessary staff to be available during Workshops
- Actively collaborate and provide information requested

Audience

All departments, from Executive team, Sales, Order Management, Pre-Press, Production and Fulfillment. Any improvement recommendations will need to be delivered to the customer's decision makers.

Order Information

Please use the following ordering SKUs:

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|---------------|--|
| U31KNE | Business Transformation Service for T11xx Preprint Corrugated |
| U31KQE | Business Transformation Service for T4xxS Preprint Corrugated |
| U31KRE | Business Transformation Service for C5xx Post-Print Corrugated |

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