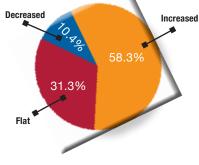
School District In-plants

Survey Results:

We recently surveyed in-plants at school districts to find out more about their operations. The 50 respondents range in size from one to 29 employees. The charts below will give you a good snapshot of in-plants serving the K-12 sector.

2015 Revenue

Compared with 2014, most K-12 in-plants said their revenue increased last year.





Recent Expansion

Over the past two years, school district in-plants have expanded in a variety of ways.

Added equipment	76%
Added services	54%
Increased staff	24%
Expanded mailing operation	16%
Expanded or moved to new facility	14%
0 50	100

Products Produced

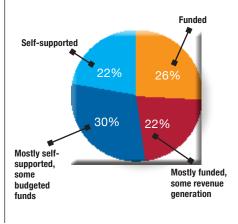
Brochures	98%
Business Forms	94%
Newsletters	92%
Business Cards	90%
Posters	90%
Stationery	86%
Envelopes	82%
Manuals	78%
Banners/Signs	76%
Directories	74%
Annual Reports	72%
Calendars	68%
Books	64%
Direct Mail Pieces	60%
Tags/Labels	60%
Bills/Statements	26%
Window Clings/Floor Graphics	26%
Pocket Folders	24%
ID Cards	18%
Magazines	18%
Photo Books	18%
0 50	100

Best Practices

Percentage that do the following:	
Charge back for work	86%
	00 /0
Insource printing	66%
Monthly/annual reports to management	62%
	0270
Market to internal departments	56%
Benchmark prices with the	
competition	30%
Right of first refusal	16%
Third-party, external review of	
the in-plant	16%
0 50	100

Funded or Self Supporting?

Here's how school district in-plants get their financial support.



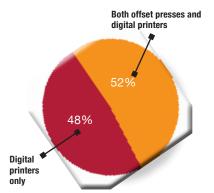
SURVEY RESULTS:

New Equipment

More than 80% of K-12 in-plants say upper management generally supports their technology upgrade requests. Here is the percentage that purchased the following equipment and software over the past two years:

B&W Digital Printer	48%
Color Digital Printer	42%
Design/Prepress Software	38%
Wide-Format Inkjet Printer	34%
Dia dama Environment	0.00/
Bindery Equipment	32%
Web-to-Print System	20%
Digital Envelope Press	18%
Mailing Equipment	18%
MIS Software	8%
Computer-to-Plate System	6%
Offset Press	6%
Mailing Software	4%
0 50	100

Offset or Digital?



A Range of Services

Some of the services offered by in-plants at school districts:

Digital Printing (Toner)	96%
Bindery	92%
Graphic Design for Print	80%
Wide-Format Inkjet Printing	70%
Prepress	64%
Variable Data Printing	58%
Online Ordering/Web-to-Print	54%
Offset Printing	52%
Mailing	48%
Scanning (for archival purposes)	36%
Print Procurement	34%
Copier Fleet Management	32%
Fulfillment	24%
Photo Printing	20%
Copyright Clearance	16%
Garment Printing	16%
Production Inkjet Printing	16%
Promotional Product Sales	12%
CD/DVD Production	10%
Web Site Design/Maintenance	10%
Data Center/IT Printing	10%
Cross-media Publishing	8%
Digital Publications/Ebooks	8%
Engraving, Dye-Sublimation Printing	g 8%
Contour Cutting	8%
3D Printing	4%

50

100

0

Digital Printers

Percentage that use these systems:

Wide-Format Printers	74%
B&W MFPs/Copiers	69.4%
B&W Cut-Sheet	
Production Printers	73.5%
Color MFPs/Copiers	36.7%
Color Cut-Sheet Toner Printers	
(Mid-range)	42.9%
Color Cut-Sheet Toner Printers	
(High-End)	36.7%
Color Roll-fed Toner Printers	
(High-End)	2%
Color Cut-Sheet Inkjet Printers	8.2%
Color Roll-Fed Inkjet Printers	22.5%
Digital Envelope Presses	
(e.g., Xanté, Oki, PSI)	28.6%
Digital Duplicators	
(e.g., Riso, Duplo)	14.3%
0 50	100

Offset Offerings

Percentage that use these presses:

And a second	
Sheetfed Offset	
(one- or two-color)	54%
Sheetfed Offset	
(four-color or more)	10%
Offset Envelope Press	
(e.g. Halm Jet Press)	10%
1	
Direct Imaging Offset	Press
(e.g. Presstek DI)	4%
0 50	100

Variable Data Printing

Almost three quarters (70%) of school district in-plants are providing variable data printing. Here's the type of variable information they are printing:

Recipients' names	93.1%
Personalized messages	
on envelopes	20.7%
Paragraphs of variable text	20.7%
Variable images	17.2%
Transpromo	13.8%
21	
pURLs (Personalized URLs)	6.9%
0 50	100

The Front End

Percentage that use these software systems:

Design Software	77.6%
Imposition, Trapping, Preflighting	46.9%
Variable Data Software	44.9%
Workflow Software	30.6%
Print Management/MIS	26.5%
Color Management Software	18.4%
Web-to-Print	
(Hosted by Your Organization)	34.7%
Web-to-Print	
(Vendor/Cloud Hosted)	20.4%
0 50	100

The Finishing Touch

Percentage that use these systems:

Paper Cutters	94%
Folding Equipment	94%
Drills/Punches	86%
Saddle Stitchers	84%
Collators	58%
Laminators (Conventional)	56%
Laminators (Wide-Format)	46%
Scoring/Slitting Equipment	42%
Double-Loop/Spiral Wire Binders	34%
Perfect Binders	32%
Shredders 0 50	<u>18%</u> 100





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