



CUSTOMER PROFILE

EVERY is a leading IT company headquartered in Fornebu, Norway, operating with 50 locations and 10,000 employees. EVERY focuses on banking & finance, public sector, healthcare, and retail. EVERY Financial Services delivers services to the banking and finance sector, serving 150 customers in 12 countries. Its 1,300 financial service employees have deep insight into the opportunities and challenges faced by the banking and financial market. EVERY has the experience, resources, and skills necessary to transform the way that financial institutions operate and continuously generate digital advantages. Using extensive industry knowledge, EVERY finds methods such as on-demand print technologies to help change how businesses operate and compete.

On-demand, full-color printing for EVERY

CHALLENGE: EVERY required a new printer for its card delivery system as its existing printer was reaching end of service. EVERY was looking for a high-quality printer that would allow printing on-demand, full-color card carriers at a low cost, while providing superb image quality and efficient print runs.

SOLUTION: Entrust provided EVERY with a beta Konica Minolta bizhub PRESS C1100. This printer, as a part of their DATACARD® MX6100 card printer and enhanced MXD card delivery system, provided EVERY with a new level of performance. The printer includes premier technologies and is equipped for superior functionality and image quality.

RESULTS: After implementing the Konica Minolta C1100 printer, EVERY experienced improved image quality, used less toner, and produced less waste. Furthermore, the printer provided EVERY with predictable maintenance schedules, reduced downtime, and higher efficiency rates.

Featured Products

- Full color laser printer with near edge-to-edge printing
- Delivers up to 100 pages per minute
- Superior image resolution at true 1200 x 1200 dpi
- Unique firmware customized for card delivery workflow
- Three input trays per paper deck
- Offers new cost-per-print (CPP) service and supplies support options
- Two serialized printer license keys (PLK) included to enable correct operation and recommended product life messages

“We are proud to send out carriers printed on the KM C1100. We are providing our customers with a higher quality carrier. They know and we know that it is more like the preprinted carrier you get from an offset printing bureau.”

- Erik Schreiner, Technical Director, EVRY Card Services AS



ENTRUST

SECURING A WORLD IN MOTION

High quality images — stability and efficiency in printing

As a company, EVRY is growing rapidly and expects card production will experience a sizeable increase in the coming year. EVRY strives to break through the messaging clutter by delivering its customers card carrier print options with personalized and relevant content. This strategy, alongside card production growth, translates into increased demands on EVRY's print-on-demand card delivery technologies.

EVRY's existing printers presented them with challenges associated with an ability to reduce overall costs, improve up time, and increase stability. It was imperative that the card carriers printed consistently with precise images and accurate positioning. Consistent prints were also important to EVRY operators as consistency leads to increased productivity, decreased reprint waste, and stabilized maintenance downtime. The C1100 stability and efficiency helps drive EVRY's successful print-on-demand strategy.

Flexible and powerful on-demand printing

The C1100 provides EVRY with the opportunity to print various carriers — from simplex and duplex to two-card carriers. The printer's full-color laser printing capabilities allow logos and images near edge-to-edge printing and high quality graphics. Carriers printed on the C1100 offered visible improvement over the company's previous printed carriers. Erik Schreiner, technical director for EVRY Card Services AS, noted, “The printing process is much more stable and the positioning is more precise. We are seeing consistent high-quality output with every image.” The print consistency allows EVRY to produce carriers at a low cost and with a short lead time. The C1100 immediately exceeded EVRY's requirements for high-quality images that differentiate their customer's key marketing pieces.

Konica Minolta bizhub PRESS C1100

Color laser printer for the DATACARD® MXD810™ and MXD610™, DX5100™ and DX3100™ Card Delivery Systems

The opportunity to be more earth friendly and green was also accomplished with the implementation of the C1100. “We now have the flexibility to immediately change carrier messaging, instead of wasting pre-printed stock. The environmental argument around on-demand printing has been understood and is appreciated by our customers,” states Schreiner. With the ability to print on-demand, paper waste from customer changes, such as rebranding or phone number errors, are rare. In addition to decreasing paper waste, the C1100 decreased EVRY's toner waste by over 5 times their previous printer.

EVRY focuses business efforts on finding ways to help customers do things differently. EVRY understands that colorful, bold carriers provide marketers with powerful new ways to reach their customers and to create one-to-one marketing messages. “I believe that our customers want colorful carriers that are different than the other letters that arrive in the mailbox. The carrier has to be something that makes the recipient want to read more,” continued Schreiner. The C1100 allows EVRY to print high-quality carriers that mirror preprinted carriers. EVRY can flex with its customer's needs to create personalized marketing pieces and change key messaging on the fly. By implementing the C1100, EVRY has been able to create the opportunity to offer customers increased print flexibility and personalization. The quality of the C1100 positions EVRY to move into future business success.

