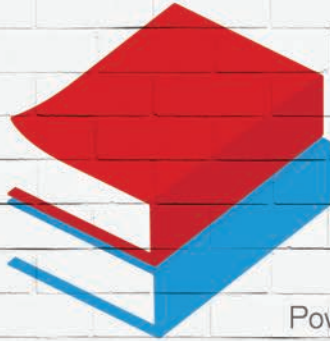


Canon

CANON SOLUTIONS AMERICA

 CANON SEE IMPOSSIBLE



Powered by PRISMA

Book Smart Suite



CANON SOLUTIONS AMERICA PRESENTS:
BOOK SMART SUITE

SMART CHANGE STARTS HERE.

CANON SOLUTIONS AMERICA PRESENTS: BOOK SMART SUITE



Powered by PRISMA

Book Smart Suite

The **Book Smart Suite** is an end-to-end solution designed to increase the efficiency of book printing. This package of proven automated workflow, press, media, and finishing solutions is tailored to meet the needs of book manufacturers and publishers, while opening the door for commercial printers looking to expand into the digital production book market.



The Opportunity in Book Manufacturing

The printed book is not only here to stay, but print book sales have been trending upward since 2013. Unit sales of printed books rose 1.3% in 2018 over 2017¹, and studies from the Pew Research Center² have shown that printed books continue to be much more popular than e-books or audiobooks.

Despite the ongoing strength of printed books, the publishing industry is facing challenges that will require adaptation and innovation on the part of book manufacturers. The last two months of 2018 saw book shortages for several popular titles as printers struggled to keep up with demand. Just before the holiday season, several of the year's most popular titles were listed as out of stock on Amazon, with backlog lead times ranging from weeks to months and publishers forced to push back some 2019 release dates to accommodate extra print runs.

These backlogs have been caused by a variety of factors, including publishers ordering conservative first print runs to see which titles take off, consolidation within some of the larger US printers, and an industry-wide push toward print-on-demand. At Canon Solutions America, we see a market full of opportunity.

Keypoint InfoTrends predicts that by 2021, the number of book pages produced digitally is expected to increase by over 37 billion compared to 2016³. Ongoing advancements in digital printing technology combined with the wider availability of print-on-demand services mean print books can be manufactured with a smaller upfront investment and without an abundance of storage space. As book manufacturers and commercial printers look to meet the needs of the book-buying public, the keys will be inventory management, speed to market, and quick turnarounds on reprints.

CANON SOLUTIONS AMERICA PRESENTS: BOOK SMART SUITE

The Book Smart Suite: A Fully Automated Book Production Workflow

For book manufacturers who want to better manage inventories, reduce production costs, and increase speed to market, Canon Solutions America's high-speed digital solutions offer unparalleled speed and more efficient supply chain management — without sacrificing quality. Now, these solutions are offered together in one easy-to-implement, end-to-end suite, taking the guesswork out of the transition to an automated book solution.

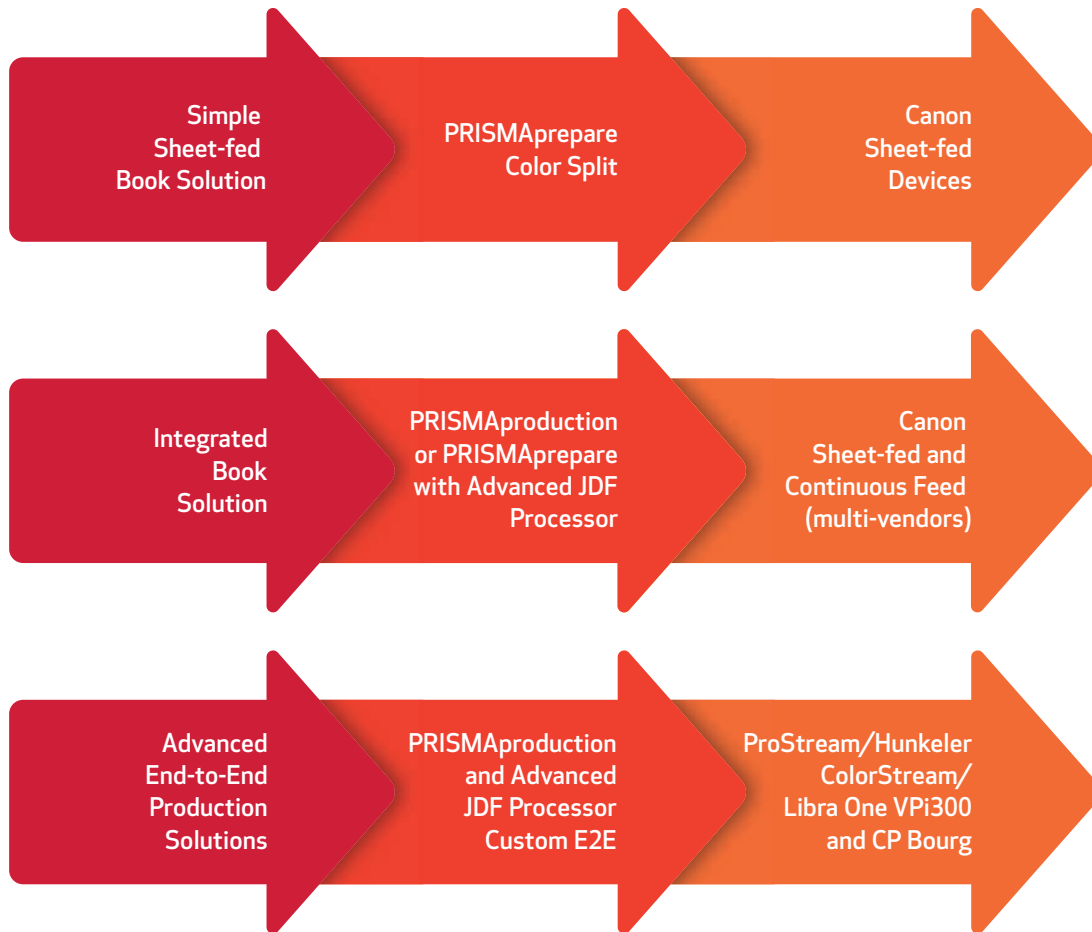
The Book Smart Suite enables book manufacturers and publishers to keep inventory down, move product to the market quickly, and keep backlist titles available. For printers who have experienced an increase in print-on-demand or one-off book requests, the Book Smart Suite is the answer. As an automated, end-to-end solution, the Book Smart Suite is designed to help printers and book manufacturers add valuable service offerings and increased flexibility without interrupting existing workflows. Scalable options mean the suite can be tailored to your needs today — and grow with you tomorrow.



Powered by PRISMA

Book Manufacturing Powered by PRISMA

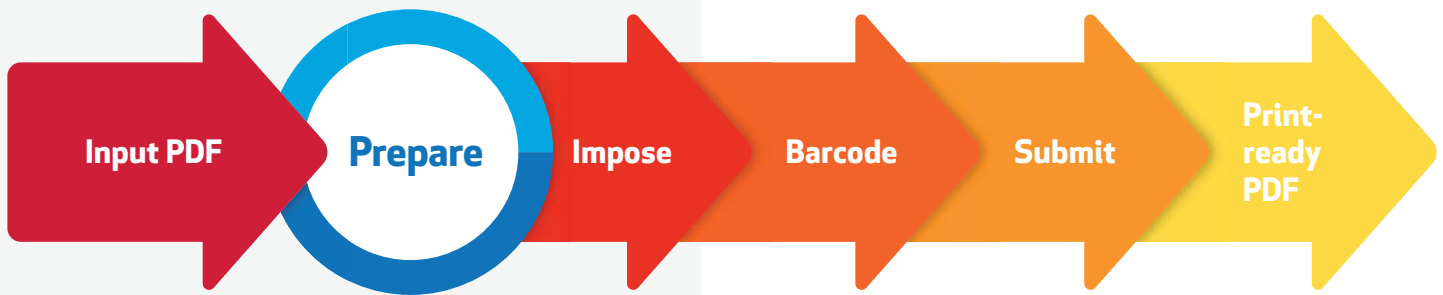
Canon Solutions America's PRISMA Workflow acts as the one centralized workflow for all devices, resulting in a completely streamlined workflow that fits well into any production print environment, including those with including those with Canon presses as well as devices from other OEMs.



The Right Solution for Your Needs: Simple, Integrated, or Advanced

Canon Solutions America understands that every customer's needs are unique. With that in mind, the Book Smart Suite is designed to offer flexibility and customizable options based on your business. Start with your workflow needs — simple, integrated, or advanced — and learn about workflow, press, and finishing options to determine your ideal configuration.

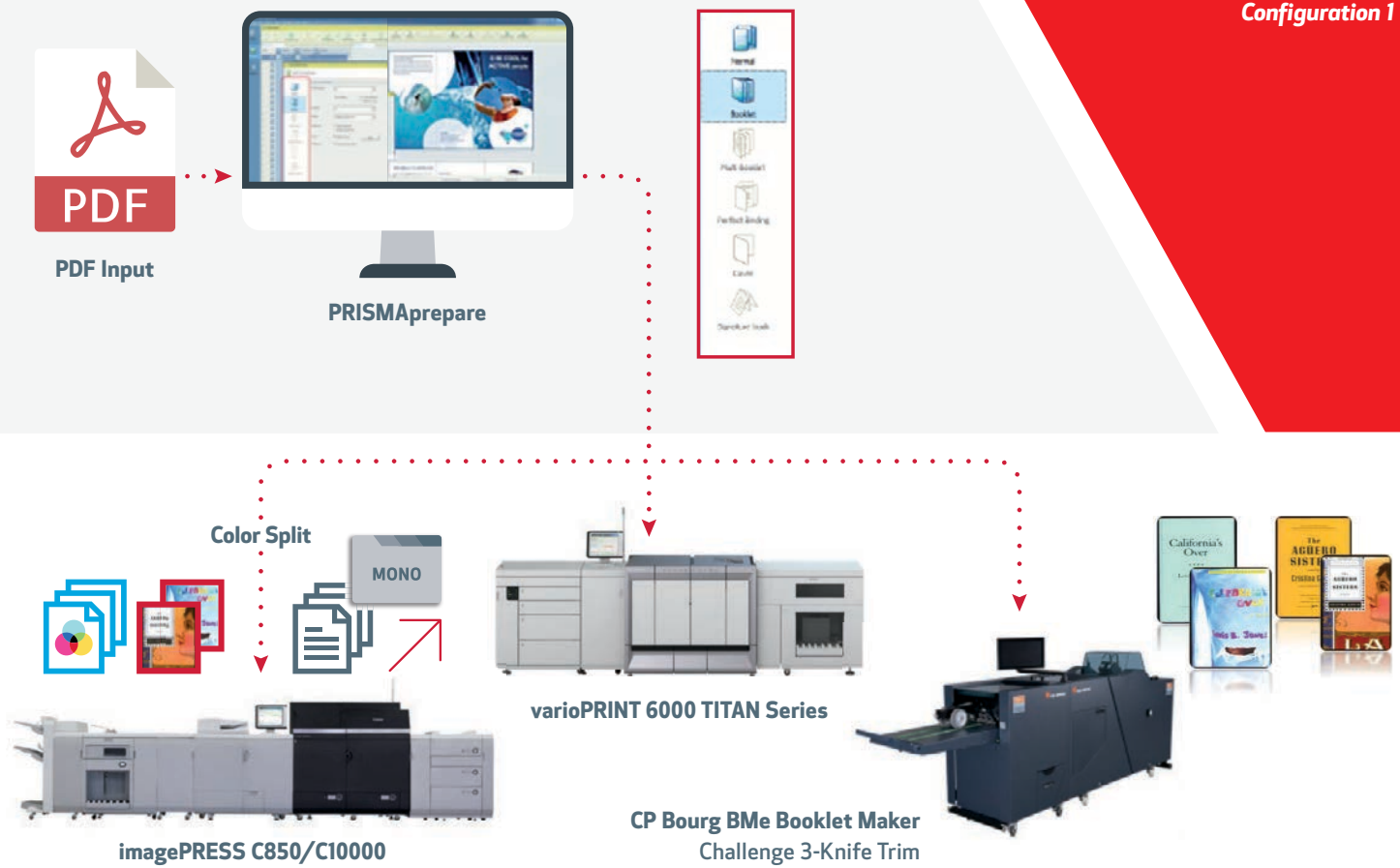
SIMPLE SHEET-FED BOOK PRODUCTION WORKFLOW



Our simple sheet-fed book production workflow is ideally suited for corporate in-plants and those printing educational materials. In this workflow, books are input as PDFs rather than XML orders.



Simple Sheet-Fed Book
Production Workflow
Configuration 1



Input your PDF and run a PRISMAprepare scan to clean up the document. Optimize the printing process by selecting your imposition, two-sided tabs, and in-line booklet maker. Include variable data for up to 2,000 entries. Color Split automates the collation of a color cover or color pages,

printed on the Canon imagePRESS C10000VP, with monochrome pages, printed on the VarioPRINT 6000 TITAN. Use this configuration to complete one-off book runs, limited only based on the time it takes for the binder to reset.

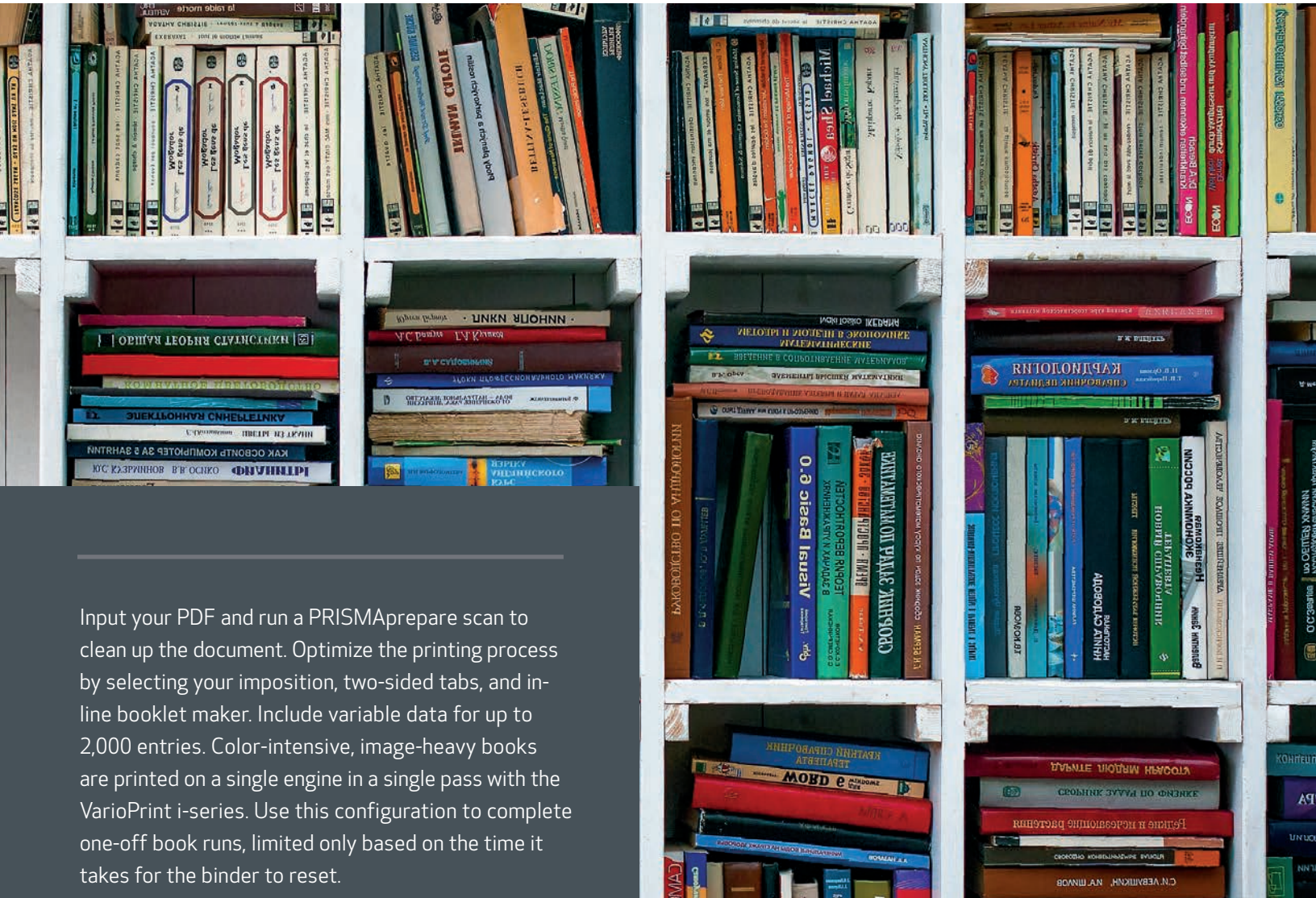
SIMPLE SHEET-FED BOOK PRODUCTION WORKFLOW

Simple Sheet-Fed Book
Production Workflow
Configuration 2



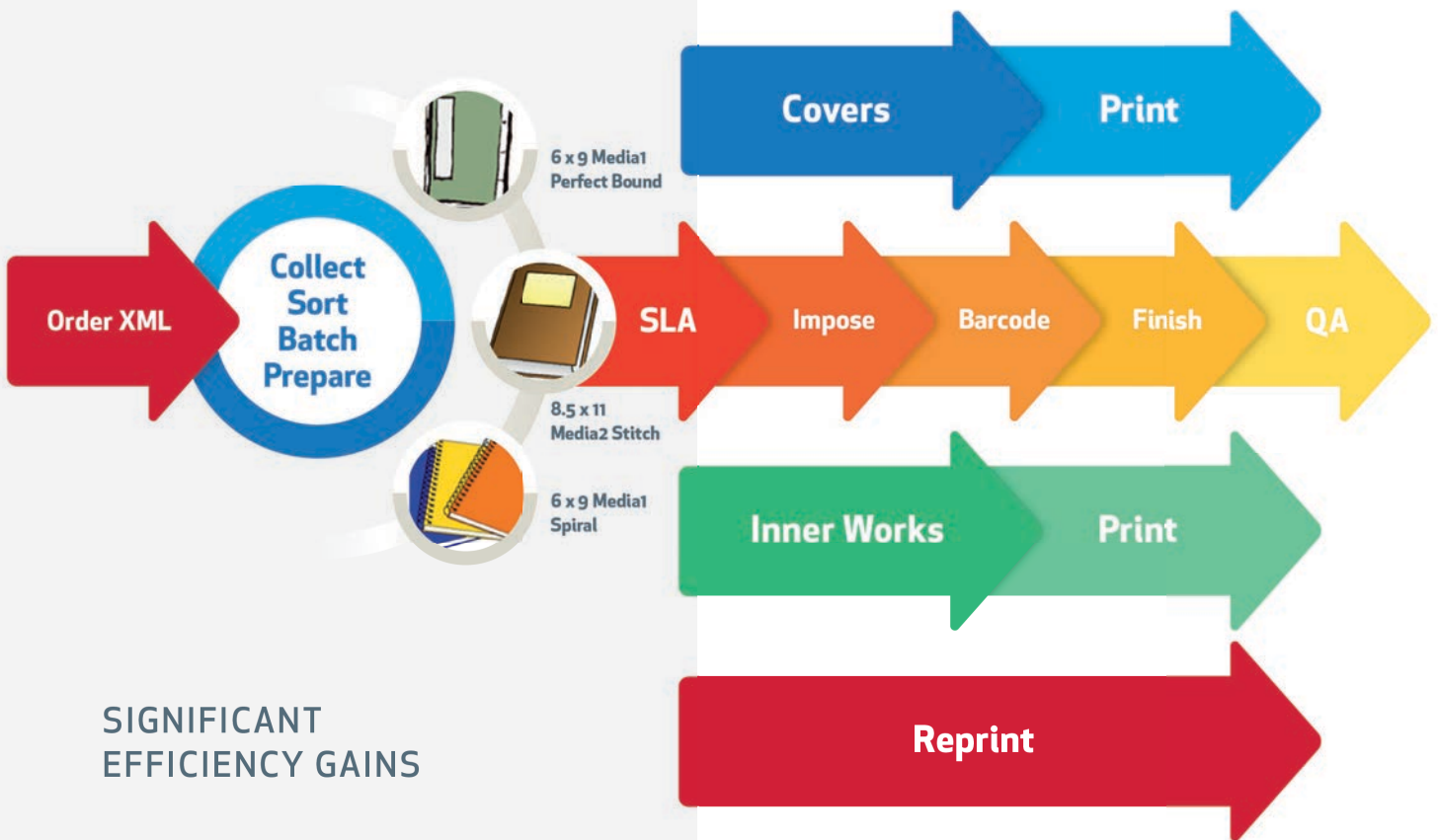
VarioPrint i-series

CP Bourg 3202 Perfect Binder
Challenge 3-Knife Trim



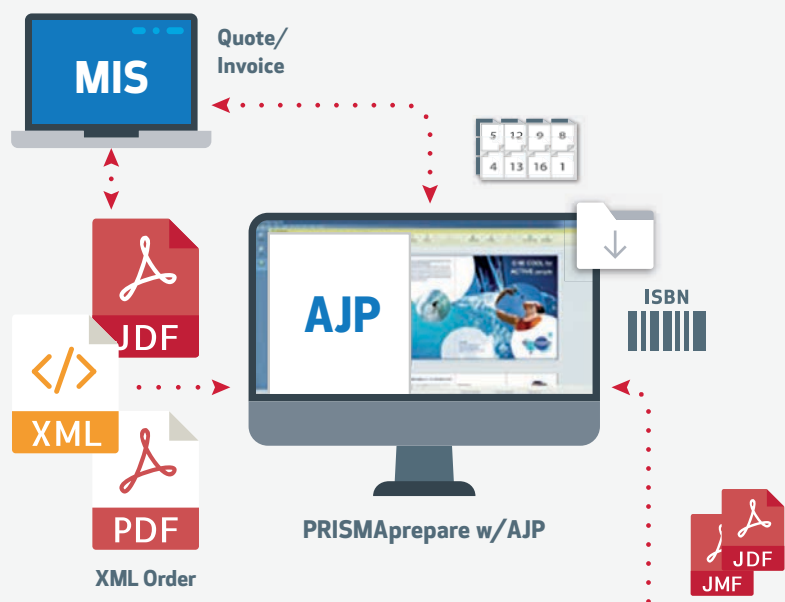
Input your PDF and run a PRISMAprepare scan to clean up the document. Optimize the printing process by selecting your imposition, two-sided tabs, and inline booklet maker. Include variable data for up to 2,000 entries. Color-intensive, image-heavy books are printed on a single engine in a single pass with the VarioPrint i-series. Use this configuration to complete one-off book runs, limited only based on the time it takes for the binder to reset.

INTEGRATED BOOK PRODUCTION WORKFLOW



SIGNIFICANT EFFICIENCY GAINS

Our integrated book production workflow offers significant efficiency gains for low to medium volume book publishers.



Integrated Book
Production Workflow
Configuration 1



VarioPrint i-series



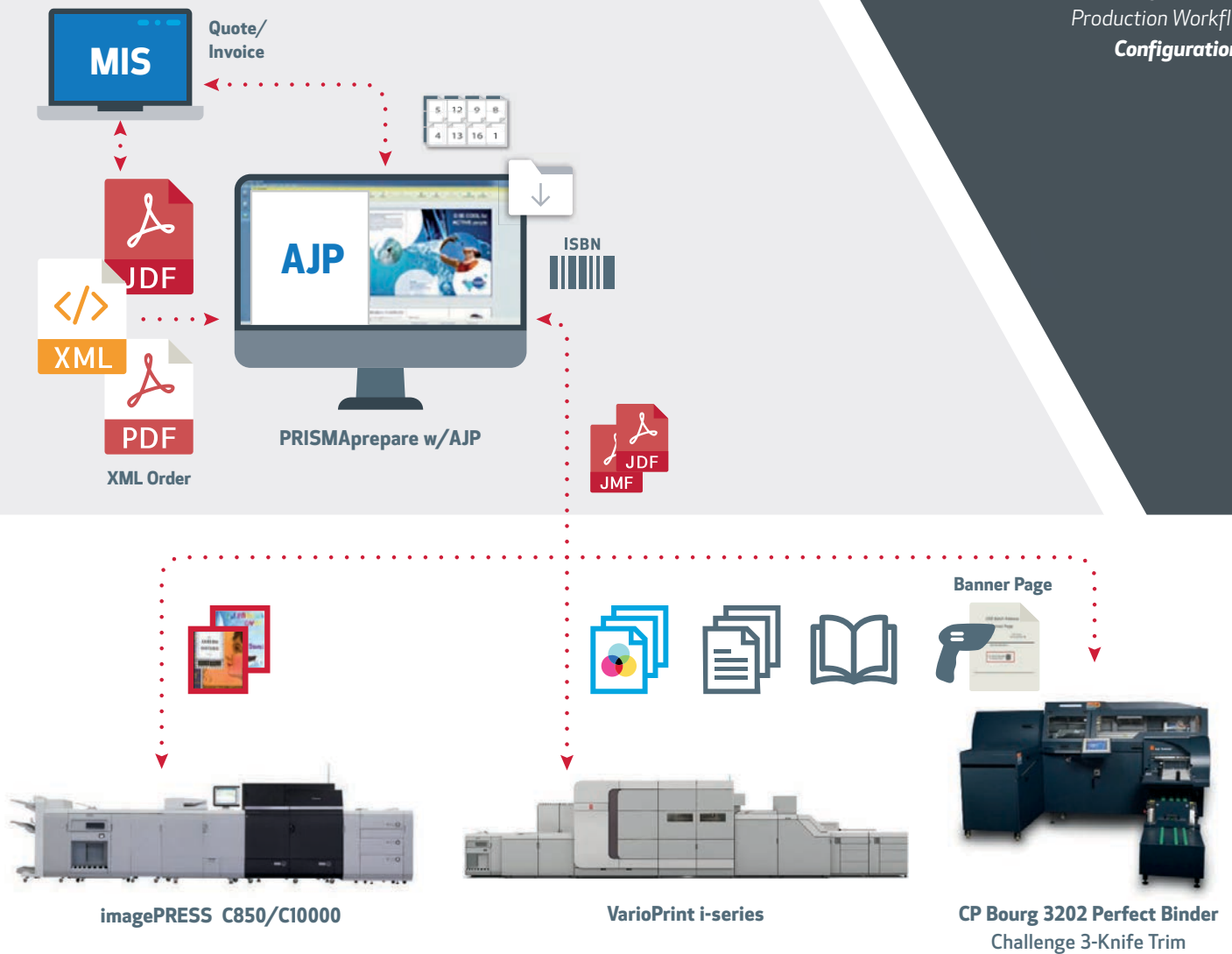
CP Bourg 3202 Perfect Binder
Challenge 3-Knife Trim

This configuration is ideally suited for mid-volume journal and book publishers. Input your XML order and use PRISMAprepare with advanced JDF processing to collect, sort, batch, impose, and barcode your book. The CP Bourg Booklet Maker reads the banner page barcode and releases

the text block from the queue, ensuring that the cover and text block match. PRISMAprepare sends JDF/JMF commands to both printer and finishing device. Auto-reprint your book by scanning the banner page, cover, or text block.

INTEGRATED BOOK PRODUCTION WORKFLOW

Integrated Book Production Workflow Configuration 2

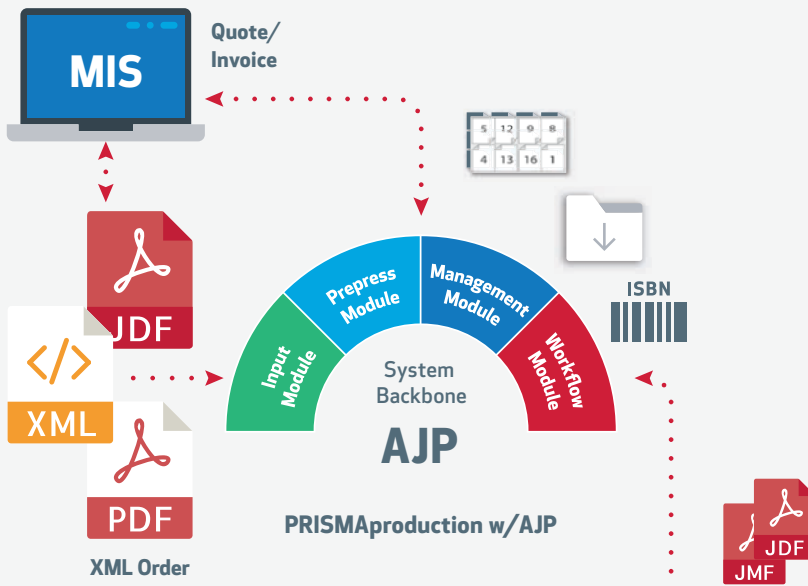


This configuration is ideally suited for high-volume book publishers. Input your XML order and use PRISMAprepare with advanced JDF processing to collect, sort, batch, impose, and barcode your book. The ColorStream Series offers the advantage of variable signature length, while the Tecna

Libra One minimizes waste between one-off book runs. PRISMAprepare sends JDF format commands to the printer and finishing devices, and JMF messages are returned to your MIS system.



Integrated Book
Production Workflow
Configuration 3



imagePRESS C850/C10000



VarioPRINT 6000 TITAN Series

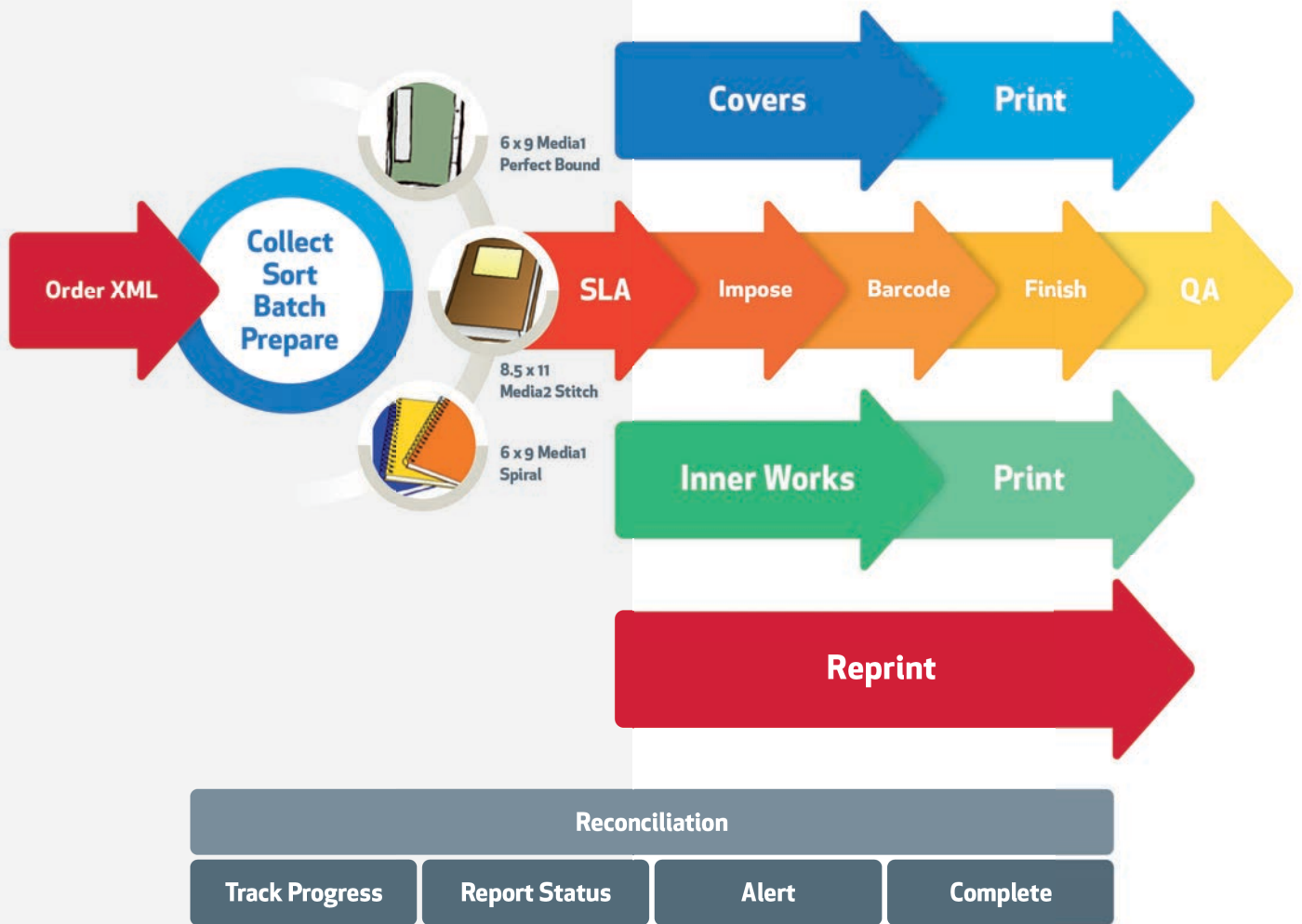


**CP Bourg 3202 Perfect Binder
Challenge 3-Knife Trim**

This configuration is ideally suited for lower volume book publishers. Input your XML order and use PRISMAproduction with advanced JDF processing to collect, sort, batch, impose, and barcode your book. CP Bourg reads banner page barcode releases text block from queue – ensuring cover and text block

match. PRISMAproduction sends JDF format commands to the printer and finishing devices, and JMF messages are returned to your MIS system. Auto-reprint your book by scanning the banner page, cover, or text block. Use this configuration to complete one-off book runs, limited only by bindery speed.

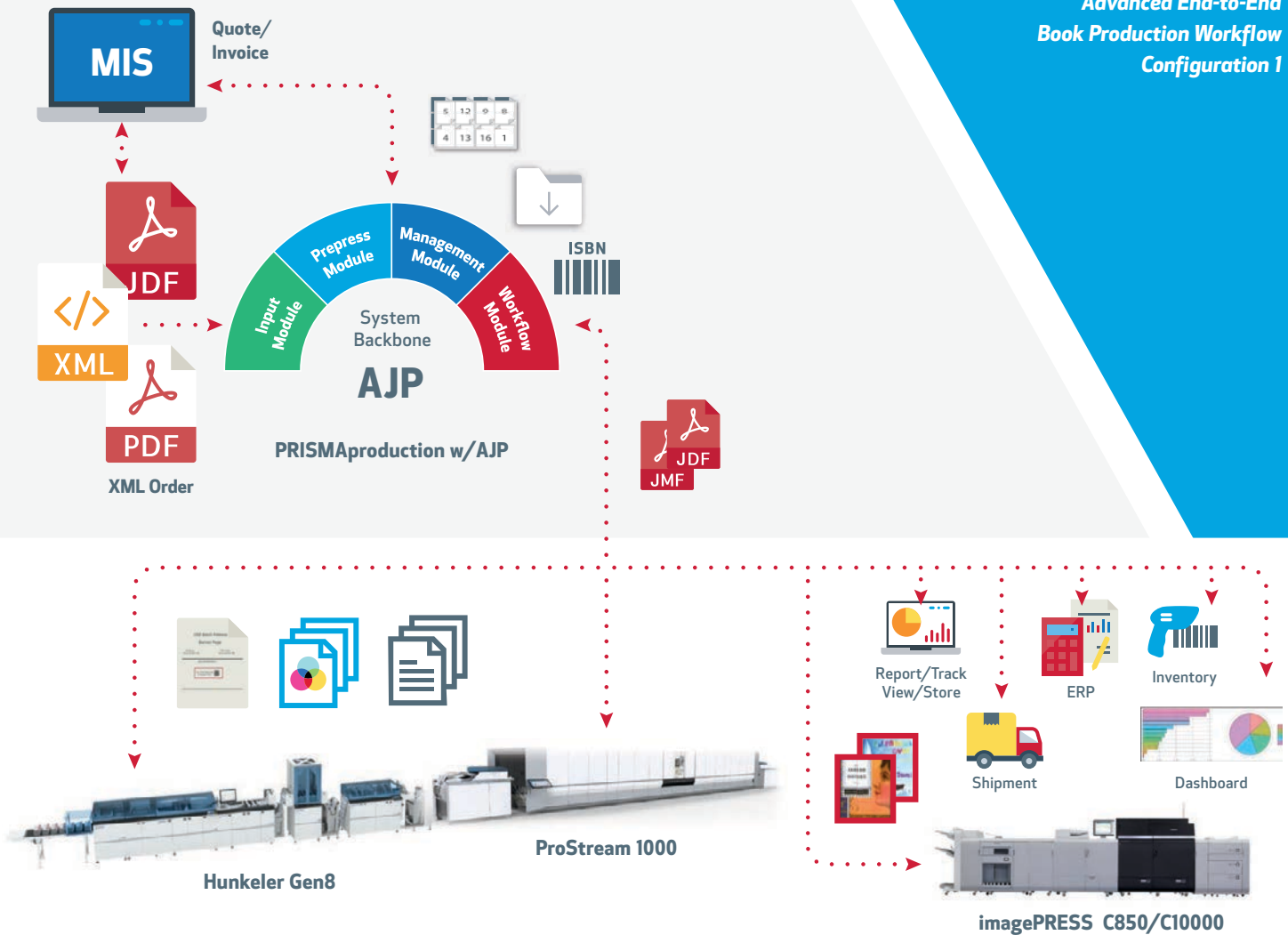
ADVANCED END-TO-END PRODUCTION WORKFLOW



For higher-volume book manufacturers and publishers, our advanced end-to-end book production workflow offers a full reconciliation process, including XML order acknowledgment, advanced ship notification, and final notification of book shipments with tracking information. All of this is made possible with a custom-built PRISMA production workflow module.



Advanced End-to-End Book Production Workflow Configuration 1

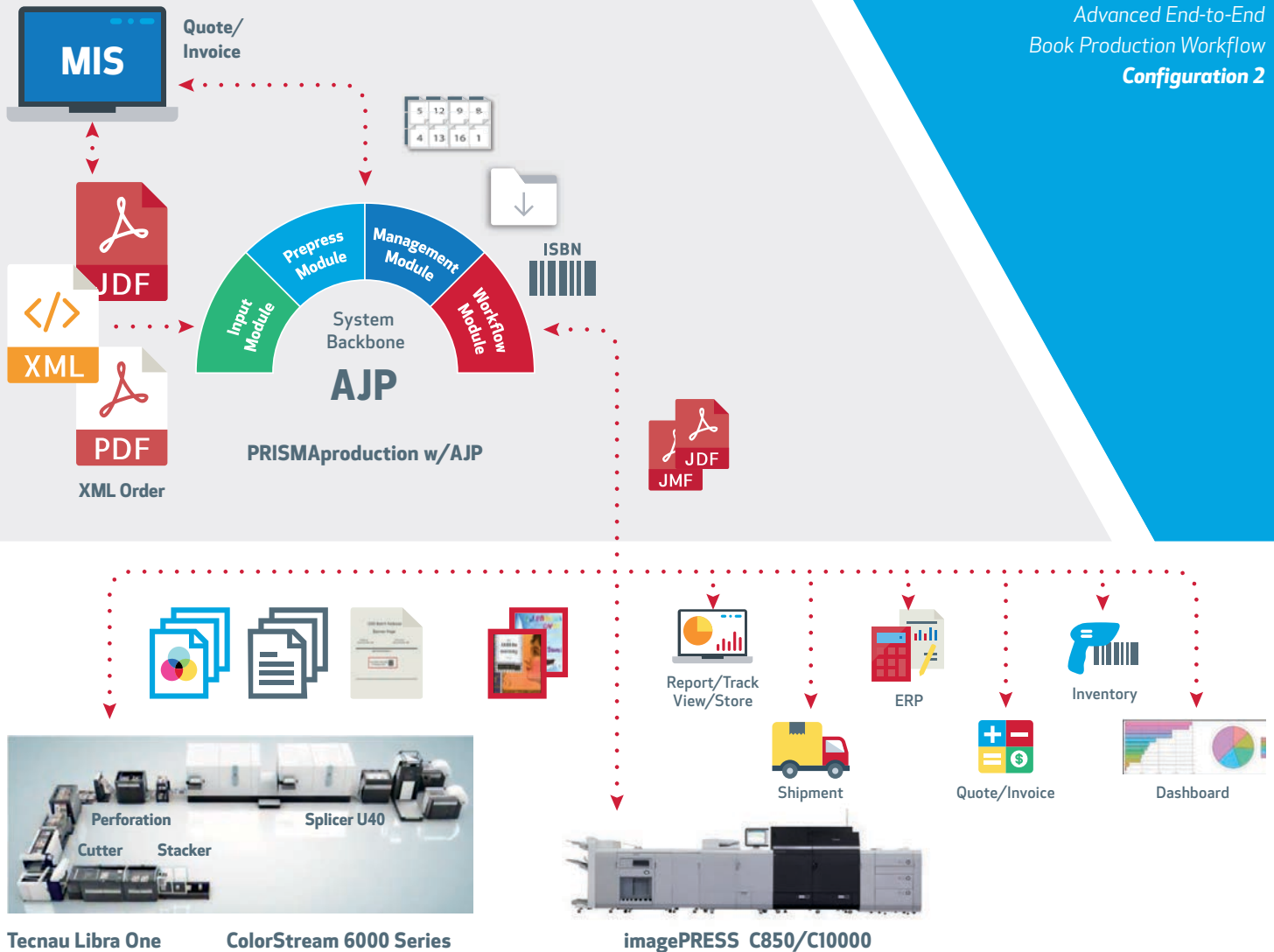


This configuration is ideally suited for high-volume manufacturers of picture books, journals, and higher education materials. Input your XML order and use PRISMAproduction with advanced JDF processing to collect, sort, batch, impose, and barcode your book. PRISMAproduction sends JDF format

commands to the printer and finishing devices, and JMF messages are returned to your MIS system. This end-to-end workflow is made possible with a customization of the PRISMAproduction software to meet your individual workflow needs.

ADVANCED END-TO-END BOOK PRODUCTION WORKFLOW

Advanced End-to-End
Book Production Workflow
Configuration 2

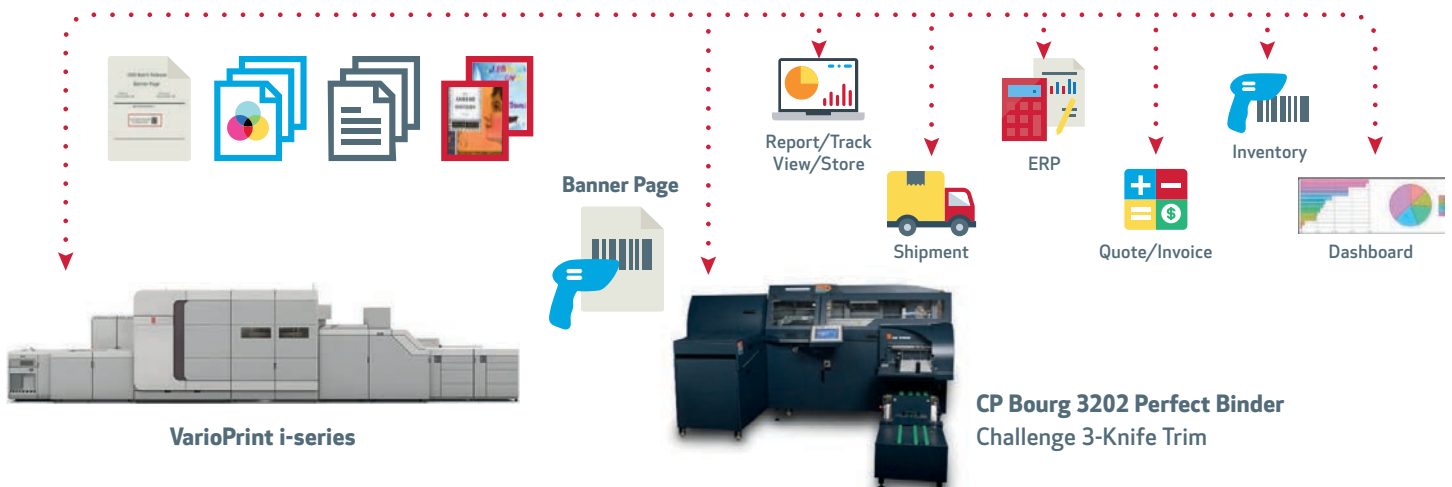
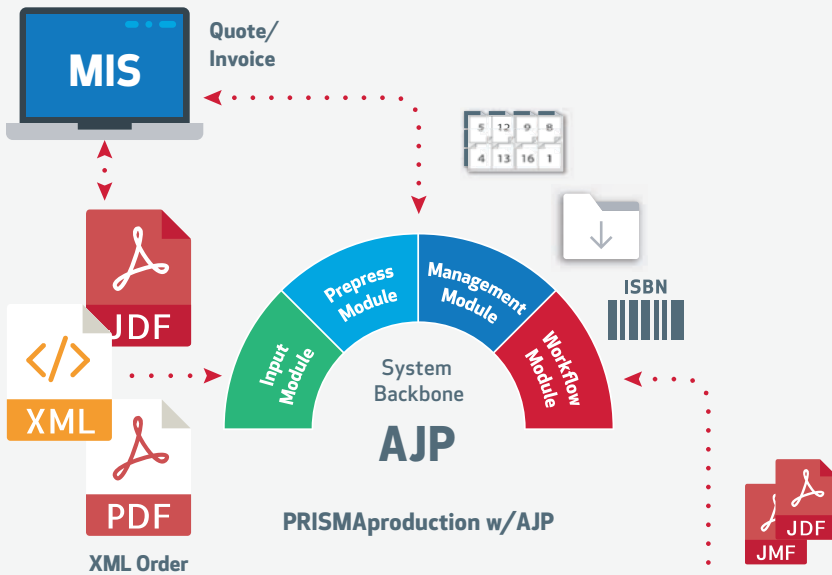


This configuration is ideally suited for high-volume book publishers. Input your XML order and use PRISMAproduction with advanced JDF processing to collect, sort, batch, impose, and barcode your book. The ColorStream Series offers the advantage of variable signature length, while the Tecna Libra One minimizes waste between one-off book runs.

PRISMAproduction sends JDF format commands to the printer and finishing devices, and JMF messages are returned to your MIS system. This end-to-end workflow is made possible with a customization of the PRISMAproduction software to meet your individual workflow needs.



Advanced End-to-End
Book Production Workflow
Configuration 3



This configuration is ideally suited for high-volume book publishers. Input your XML order and use PRISMAprepare with advanced JDF processing to collect, sort, batch, impose, and barcode your book. CP Bourg reads banner page barcode releases text block from queue – ensuring cover and text block match. PRISMAprepare sends JDF

format commands to the printer and finishing devices, and JMF messages are returned to your MIS system. This end-to-end workflow is made possible with a customization of the PRISMAproduction software to meet your individual workflow needs.

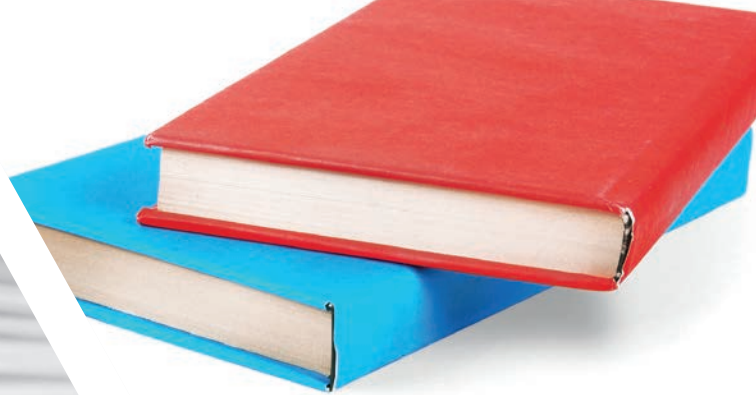


Industry-leading professional services

Whether you are integrating the Book Smart Suite into your existing workflow or designing a new workflow from scratch, the Canon Solutions America Professional Services team is here to help you maximize your investment and begin achieving results. We consult on Professional Services to meet each customer's distinct needs, so while not all Book Smart Suite implementations will call for Professional Services, we're here to recommend the right fit if they do.

Superior service and support from a trusted partner

As the leader in production inkjet installations with a strong history in reliable and productive digital devices, Canon Solutions America is a trusted solution provider for book printers and publishers. Canon Solutions America's valuable finishing partnerships and Professional Services make its Book Smart Suite the smart choice for those looking to grow their book printing business. And with a tried-and-true reputation for best-in-class service and support, book printers and publishers can rest assured their investment in the Book Smart Suite will stand the test of time.



¹Milliot, Jim. "Print Unit Sales Increased 1.3% in 2018." Publishers Weekly 2019. Web.

<https://www.publishersweekly.com/pw/by-topic/industry-news/financial-reporting/article/78929-print-unit-sales-increased-1-3-in-2018.html>

²Perrin, Andrew. "Book Reading 2016." Pew Research Center 2016. Web.

<http://www.pewinternet.org/2016/09/01/book-reading-2016/>

³Padula, Eve. "Top Trends in the Book Publishing Industry." Keypoint InfoTrends 2018. Web.

<https://www.thinkforum.com/sites/default/files/white-papers/toptrends.pdf>

Canon

CANON SOLUTIONS AMERICA

1-877-623-4969 [CSA.CANON.COM](https://www.CSA.CANON.COM)