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## Konica Minolta and SCREEN GA Enhance Collaboration in the Digital Commercial Printing Area

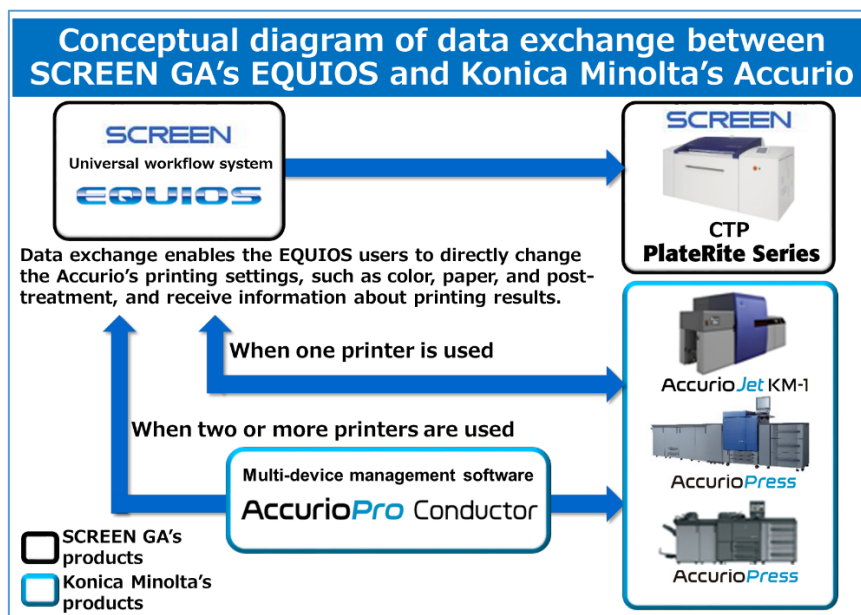
*- Promoting Seamless Hybrid Workflows by Enhancing Data Exchange between the EQUIOS and the Accurio -*

Kyoto, Japan – June 19, 2017 – Konica Minolta, Inc. (Konica Minolta) and SCREEN Graphic Solutions Co., Ltd. (SCREEN GA) have enhanced collaboration in the digital commercial printing area to achieve seamless hybrid workflows and increase user-friendliness in offset printing and digital printing. The two companies will further improve efficiency, expand business opportunities, and deliver new value in the commercial printing industry.

### Details of Enhanced Collaboration and Value Proposition

In the commercial printing industry, digital printing equipment is being increasingly introduced due to growing demand for high-mix small-lot printing to meet the diverse needs of consumers. In some cases, users cannot take full advantage of the equipment because the CTP workflow RIPs for offset printing – the core of workflow systems – cannot fully control the equipment.

Konica Minolta and SCREEN GA have enhanced data exchange in the Job Definition Format (JDF)\*<sup>1</sup> between the EQUIOS universal workflow\*<sup>2</sup> systems offered by SCREEN GA and the Accurio inkjet and toner digital presses offered by Konica Minolta. This enhanced data exchange enables users to directly perform digital printing from the EQUIOS, achieving seamless operation that encompasses color management and finishing. This solution increases commercial printing efficiency in a production environment and offers new business opportunities by taking full advantage of on-demand printing.





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## Background to the Enhanced Collaboration

Konica Minolta has a competitive edge in variable digital presses, and aims to further open up the market in the digital commercial printing area. SCREEN GA offers an extensive lineup of high-speed variable digital presses and CTP systems, and has a competitive edge in integrated workflow systems combining CTP systems with digital presses to automate the printing process and eliminate the need for skilled users.

The two companies will enhance collaboration to further improve the value proposition for customers of the respective companies based on an open partner strategy through which each company further enhances its own competitive edge while utilizing the other's technologies and assets.

Toshimitsu Taiko, Executive Officer, General Manager, Professional Print Business Headquarters, Konica Minolta, Inc. said, "Konica Minolta aims to become a high-value-added solution provider by identifying customers' issues, making proposals, and helping customers solve the issues. In the digital commercial printing area, Konica Minolta will take full advantage of its technologies and assets, including the Accurio series, through open collaboration with its partners to value innovation and value creation according to the business types and categories of its customers."

Toru Kawada, Corporate Officer, Division Head, Business Development Division, SCREEN Graphic Solutions Co., Ltd. said, "SCREEN GA has continuously improved the EQUIOS universal workflow systems that combine CTP workflow systems with cutting-edge inkjet printing technologies. To meet diversifying printing needs, SCREEN GA will promote automation of the printing process and offer a solution environment that creates customer value by using the EQUIOS as the solution platform or as the core system for efficiently using offset presses and digital presses."

\*1 Job Definition Format: One of the document formats for process integration and management in the printing industry

\*2 Universal workflow: Integrated workflow for CTP and digital presses