



CUSTOMER APPLICATION

Early adoption of KIP High Demand Solution brings major benefits for SDC

SDC Reprographic Systems is a major reprographic company who have been serving the business community in Sutton, Surrey, for over 60 years. A family run business, with an emphasis on service, their customer promise is to provide an all round quality service using the latest technology at a realistic cost.

Their commitment to be at the forefront of technology is evident by their recent purchase of KIP's most powerful integrated production system to date, the KIP9000. Launched during quarter 1, SDC were among the first customers in Europe to take delivery of this system, which has been designed to meet the challenges of high demand printing requirements in the print for pay sector.

When reviewing the wide format integrated print system market, David Carter, who manages SDC, was impressed by the customer benefits the KIP 9000 could deliver, over the competitive alternatives.

"The productivity is fantastic. It has the ability to respond to high demand with no loss of image quality, and with an output of up to 11 A0 or 23 A1 prints per minute it allows us to give customers a more efficient service." said Carter. "I was also impressed with ease of use. A user touch screen allows my operators to simply walk up and use. Simple one touch operation provides colour or mono printing, scanning and queue management. It also keeps operators fully updated with job progress both from the touch screen interface and through automatic email alerts."

Another benefit of the KIP 9000, in an environment where space is at a premium, is the small footprint of the system, which saved SDC considerable floor space on their existing double footprint machine.

Confidence of the staff was a key consideration. "A bureau environment is pressured. There is not always time to precheck every job that comes in. Our clients include architects and construction engineers who demand a fast turnaround. The KIP 9000 gives us the confidence that we can send a document to print and know it will be right first time."

SDC saw the system demonstrated early this year, and road tested it for a while with a whole range of different jobs. Having seen the KIP 9000 in action, they made a quick decision to purchase, with the system being installed in March, complete with full training delivered by KIP.

What drove that fast decision was the overall features and functionality of the KIP 9000 which outweighed those of the competition. For example, there is no other comparative system on the market that can handle colour scanning, or native batch processing of complicated PDF and DWF files, and the detailed renderings contained in them.

Carter concluded "The purchase of the KIP 9000 is an investment for our customers' future. They can be confident that when they choose SDC they will be benefitting from the very latest technology that is available. That translates into faster, better quality results at a cost competitive price."

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Editors' notes:

KIP is the UK subsidiary of the Katsuragawa Corporation Japan, one of the reprographic industry's most renowned innovators in digital scanning and printing systems.

The UK company was formed in 1988 to specialise in the area of wide-format image capture, storage and retrieval solutions. The KIP product range now covers everything from low volume budget priced analogue copiers through to fully integrated and networked digital scan-to-file and print systems, in both mono and full colour. The latest product addition is the world's fastest wide format, toner based colour printer, the KIP COLOR 80.

KIP is the only major supplier of digital reprographics systems in the UK dedicated entirely to the wide format market. This gives them a unique focus on wide format technology.