



KONICA MINOLTA

TOP SPEED WIDE FORMAT PRINT PRODUCTION IN COLOUR

✦ Asprofos Engineering S.A., Athens, Greece





MORE THAN 1,000 SQUARE METRES PER DAY

Customer presentation

ASPROFOS S.A., a leading engineering firm in Greece, is a wholly owned subsidiary of HELLENIC PETROLEUM GROUP. Holding a top position not only in the Greek energy sector but also in other regions of South Eastern Europe, this is a dynamic and solidly established group of companies that is active in the fuels market in Greece and abroad, including the exploration and production of oil and gas, the refining and supply of petroleum products, as well as the production and sale of petrochemicals and chemicals. With around 300 employees, ASPROFOS provides full engineering design, project management, procurement services, as well as construction supervision.

The Konica Minolta solution

When ASPROFOS received an order for an extensive pipeline design, this involved the challenge of producing some 25,000 sqm of wide-format prints in colour within just 18 months. It was immediately clear that the existing black & white Océ equipment was not suitable to handle these prints.

To avoid outsourced production of these wide format design drawings, after careful evaluation ASPROFOS opted for Konica Minolta's KIP C7800 network printer in a configuration with numerous accessories: the KIP 720 CIS scan system; the KIP Fold 2000 folder, KIP COLOUR RIP, various KIP Document Submission Tools, the KIP PDF/PS option, the KIP 720 scanner stand, and KIP Color Advanced Copy & Print for the KIP 720.

Now that the KIP system is in-house, some 1,500 to 5,000 sqm are printed on it every month. The paper used is 80 gr roll _ 0,61 & 0,914; and thanks to the well equipped KIP C7800, finishing, in this case folding, is done automatically on the KIP Fold 2000.

▀ Keys for success

Konica Minolta could offer an unbeatable combination of speed and low-cost printing with the KIP solutions. ASPROFOS needed to produce 2,000 sqm within mere days, including the folding of all these wide format prints. The KIP C7800 can easily handle such peaks in production. Its highlights made Konica Minolta successful, including

- High productivity on an every-day basis
- Print production in colour of 1,000 sqm and more per day is easily accomplished
- Convenient automatic folding of A0 size
- Quick scan and file storage
- Trade in of the older b/w Océ equipment (TDS 860)

The Konica Minolta proposal focused on an all-in-one solution to provide all the functionalities required by ASPROFOS. The competitor was unable to do this but had to offer two separate machines to achieve what ASPROFOS wanted.

▀ Improvements and benefits

The big advantage ASPROFOS gained by installing the KIP C7800 is that just a single device now handles 3 different types of job – and this with highest productivity:

- Fast prints, mono and in colour
- Instant, automatic folding even of large formats
- Capture of old colour drawings by simple scanning for easy archiving

“The KIP C7800 truly impressed us; and it was quickly clear that this was our equipment of choice. In a single wide-format system, the KIP C7800 combines all our requirements – we are proud to achieve highest efficiency with our new professional “wide-format production factory!”

Kostas Kritikos, Head of Human Resources & Administration Dept., ASPROFOS





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