# AMTECH

ALL-in-One Software
... That Does it ALL



....

### Amtech Community.. 60,000 Users .. 600 Plants





## **Competitive Differentiators**

Innovation

- Investment
- Speed to Market
- Entrepreneurial Spirit
- Single Source = Lower Costs



### **Innovation Differentiators**

- Interfaceless
- No touch workflow
- One seat scheduling
- Voice
- 100% Cloud



## **Sheet Plant Advantage**

- Integration with Corrugators
- Market Leading Sheet Feeder Customer Base
  - Electronic Trading Advantage
  - Multiparty Scheduling Integration
  - Realtime Transparency & Visibility



## **Developing a Transformational Mindset**

- 1. Start with your customers ...
  - · ...iServe Engagement Platform
- 2. Don't be incremental...
  - ...Systems vs Modules
- 3. Don't be functional...
  - ...Don't do IT projects
- 4. Prioritize talent...
  - ...knowledge base, community & certifications
- 5. Invest in next generation technology (cloud) ...
  - ... 100% web based solutions



#### ••••

## What's Transforming?

- Full Integration
- New Strategic Capabilities
  - Digital Print
  - Integrated Scheduling
  - Performance Analytics
  - Realtime



# **4 Step Digital Print Revolution**



....

## COLLABOATE ON A "GO TO MARKETING" DIGITAL STRATEGY

- Establish Business Goals
- Determine Market Focus
- Business to Consumer vs. Business to Business
- Identify Equipment Options



#### **ACHIEVE MAXIMUM DIGITAL IMPACT**

- Create a Branded Digital Storefront
- Deliver an elegant customer experience
- Reduce lead time with collaborative design tools
- Enable Press Ready Artwork with one touch ordering



#### WE PROVIDE DIGITAL TOOLS

Amtech's API's provide seamless integration with:

- Digital Storefront
- Design Centers Collaboration
- Digital Presses Integration
- Esko Webcenter and Automation Engine
- No touch scheduling & workflow



#### **BE AN EARLY ADPOPTER**

Be the first in your market to adopt Digital Print and gain a competitive advantage! We'll get you up and running quickly.



#### **Transformation Pays Off**

# Amtech Acquired Avista to Create All in One Smart Factory

- We are in the Scheduling Solutions Business
- Avista

- 30+ years in the Corrugated Industry
- Industry standard for Sheet Feeders
- What Amtech Gained
  - Electrical Engineers
    - Corrugators, Conveyors & Controls Integration
  - 20+ Industry Experts
  - Large Install base in Latin America
  - Automated Corrugator & Converting Scheduling



# Scheduling Solutions... "breaking the rules"

- Lower cost approach tailored to the next generation Scheduler
- Reduced planning meetings
- Corrugator Scheduling and Roll Stock
  - Traceability, Roll Stand Integration and Corrugator Controls
- Converting Scheduling
  - Autoload Balance and Powerful Algorithms
- Shipment Planning
  - Visual Trailer Cubing and Auto Truck building
- Roll Stock replenishment Optimizer



## **Performance Analytics**

- Sophisticated Tools
- Easy to Use

....

- Enormous Data Warehouse
- Customizable Dashboards and Reports



Analyze. Predict. Optimize.



## Keep it Real ... Time

IoT (Internet of Things)

Connecting

- Control Systems. Machinery. Conveyors.
- Smart Factory Assets
- Smart Maintenance
- Machine Optimization
- Predictive Analytics

# **Transformation Pays Off**

# **Maximizing ROI**

- Growth Accelerator
- Performance Enhancer
- Enterprise Value Driver

### BE BOLD WITH AMTECH

