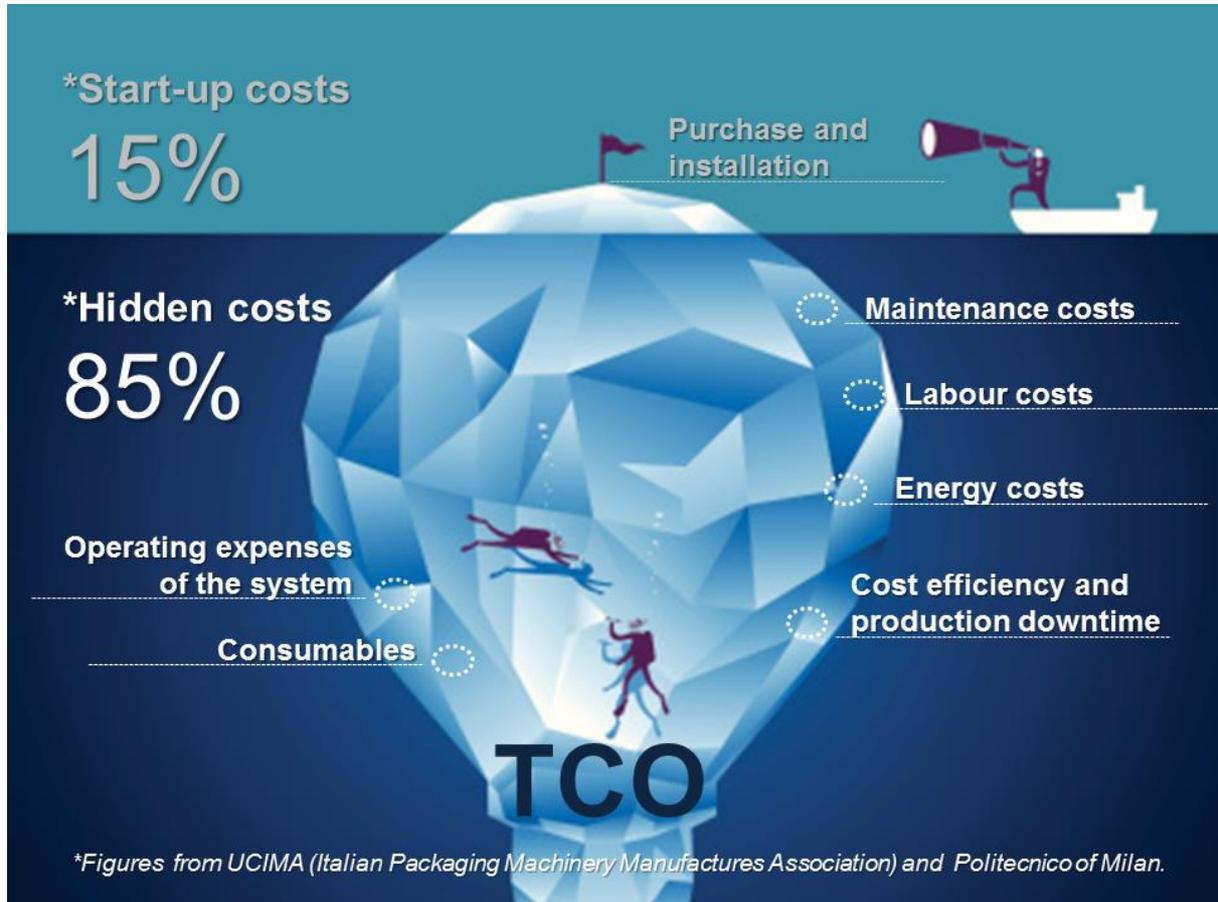


How much does an investment really cost? TCO



On the occasion of Interpack 2014, the organization UCIMA, together with the Milan Polytechnic, presented a way to calculate the real cost of the investment (TCO - Total Cost of Ownership) that is not limited to the purchase price but it includes all costs.

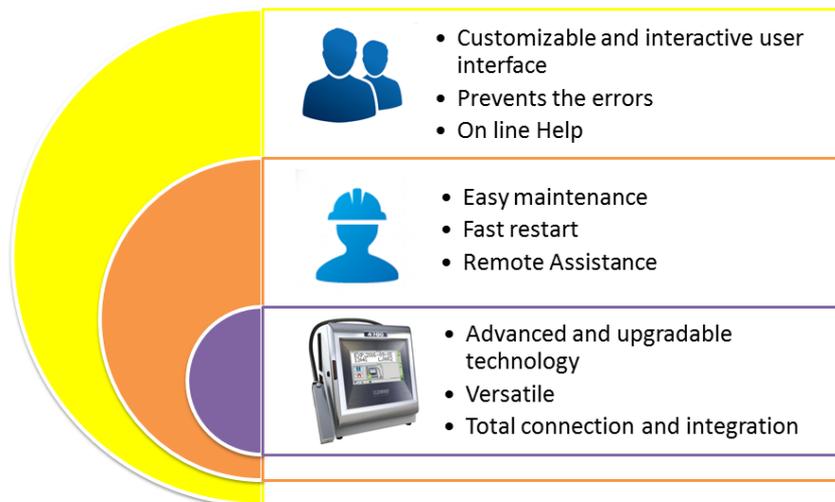
This method brings out that capital expenses - for the purchase and application of durable goods - represent just 10-15% of the total TCO of installation.

The remaining 85-90% of the TCO is connected to the operating expenses related to the product (or system) management.

The Italian machines manufacturers are frequently asking their suppliers the total investment cost of their purchase: even the marking system has become a variable cost of ownership.

Planning the new system Z4700, Zanasi has analyzed in detail all the variable costs - and in particular the inactivity ones - that affect the company TCO, with the aim of standardizing the hidden operating costs.





What is a continuous ink jet printer TCO?

If the only cost - connected to the coding process - was the price of the CIJ inkjet printer... everything would be too easy! The CIJ inkjet printer TCO is higher than the price you pay in advance. Finding out what happens in the calculation of a CIJ inkjet printer is helpful for us to lead our customer towards the right choice.

The purchase price

At first, buying the CIJ printer at the lowest price on the market - provided with all necessary functions - seems the most smart solution.

Some CIJ printers have a lower initial investment, but calculating the costs over a long term period - including maintenance, consumables and energy - it may end up being much higher.

You can avoid such expensive long-term undertaking considering the Total Operating Costs of the printer, including in its purchase price:

- The increase in the materials costs, such as ink or make up. If you choose the wrong printer, it can easily increase
- Extra maintenance service that may be necessary if the printer is accessible to too many users or if it is subject to higher amount of printouts than it is capable to support

To assess the **CIJ printer TCO**, you need to sum up:

- The printer price
- Cost per printing
- The consumables cost
- The maintenance costs
- The labour cost
- Energy cost
- The costs related to the product/system management
- The efficiency cost and production stops
- All time-saving features



Actual printing costs

In addition to the purchase price, you have to consider these factors...

→ RELIABILITY

Reliability is fundamental for the printer availability, for the recommended number of working hours connected - based on its uptime.

- CIJ printers that do not satisfy exact coding requirements of a production line need more maintenance
- The consumable materials costs (inks or make up) is higher respect to the ones connected to a printer with correct specifications and configuration.

Investing a little more in the printer initial capital (meeting the customer's needs too), it is possible to get twice the actual production!

All this can be found in the Z4700!

→ MANUFACTURING REALIABILITY

The CIJ range - made on a modular platform - ensures manufacturing reliability and same performances in all applications.

→ UPGRADEABLE

Advanced technology. Upgradeable over time. We update the system without changing the way you work.

→ VERSATILE

Available in different configurations, high-quality printing up to 4 lines with software integration for high-speed printing. Performing.

→ STABLE

New simple and permanent hydraulic sector in order to maintain high quality standards. Efficiency, increasing productivity.

→ COMPACT AND SOLID DESIGN

"Industrial" cabinet with ASI 304 stainless steel structure. Universal: applicable in all production lines.

→ INK/MAKE UP

Ink and make up costs follow the initial purchase of a CIJ printer. It is important to consider production cycles and the times the ink or makeup should be replaced.

- Z4700 has considerably reduced the total running cost with a lower make up consumption.
- The cartridges are standard size and transparent. The replacement is quick, no leakage or wastage. Easy management.

→ MAINTENANCE

Every inkjet printing system need maintenance.



How to reduce TCO with Z4700

→ OPEN TECHNOLOGY

The system is inspectable and repairable in all its parts. You can open it, you own it! An accessible product belongs to you.

→ EASY MAINTENANCE

Ease of access to any part of the system, printhead including. Automatic cleaning function of the nozzles. It keeps the print quality every time you restart the system and optimizes the marking process.

MANUTENZIONE → PROGRAMMED

Planning of the maintenance service improving turnaround and productivity times. Reduction of operating costs.

→ REMOTE ASSISTANCE

Ready for Internet connection for remote technical support. Best ordinary use of the system, real-time diagnostics, support for the operator and reduction interventions.

Reduction of operating costs.

Reduce the printing cost!

With Orkestra, the new coding experience

→ INNOVATIVE SOFTWARE

ORKESTRA, a new state of the art management software on a stable and flexible operating system. It is the guarantee of a reliable investment and of continuity over time.

→ INTUITIVE AND CUSTOMIZABLE

A customizable menu, with modules useful to your activity. Smartphone-like functions for an immediate, interactive and easy learning. By replacing endless useless menus, even the staff time is reduced!

→ ASSISTANT INTERFACE

Reduction of external maintenance costs through a signal system that specifies the type of alarm and what maintenance activity employees are required to complete.

Reduction of errors. The editing control function verifies the print parameters of stored messages in real-time, reporting errors during the creation process.

Production downtime and training time are reduced. A contextual help menu allows you to view demo and teaching video tutorials, always visible directly on the console screen, and always available anywhere in the software interface.

→ FUTURE

Just one interface for all printing systems. For users, it will be easier to work with different Zanasi printers. If you understand just one...



Hidden costs

It is easy to forget all the costs that add up over the printer lifetime:

- **Efficiency:** what are the reliability and real availability of the printer in which you are investing? What is the use of make-up of the printer? What other low energy consumption features characterize it?
- **Ease of use:** the time of the operators is precious, training costs or consumables changeover times are to minimize. The more, is the user interface compatible with other printers? How much is it intuitive?
- **Flexibility:** any changes or request for implementation or customization can be met both now and in the future?

Ease of use, less need for training and support, optimized management of the marking system, these key components have bridged the gap between human performance and the marking system complexity, achieving operational excellence in the system Z4700.

