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Heidelberg Cinches Major Contract From IBM To Supply Kinko's With Infoprint 2000 Systems

Introduced less than a year ago, Heidelberg's high-volume on-demand printing engine is gaining worldwide acceptance in the marketplace

ROCHESTER, May 2, 2000 — Heidelberg Digital, a division of Heidelberger Druckmaschinen AG (Heidelberg), announced that it will substantially ramp-up manufacturing of digital high-volume (DHV) printing engines for IBM's Infoprint 2000 printing system. This development is the result of a five-year agreement between IBM and Kinko's, which calls for the installation of Infoprint* 2000 systems in Kinko's stores and corporate printing and finishing centers nationwide.

"We are delighted that the IBM Infoprint 2000 has resulted in a vote of confidence from Kinko's, the largest player in the consumer copyprint marketplace," said Wolfgang Pfizenmaier, Heidelberg Digital CEO. "This contract is a clear sign that Heidelberg's digital high volume printing initiative is on its way to gaining worldwide acceptance."

IBM's Infoprint 2000 solution will further enhance Kinko's ability to print a wide range of digitally downloaded documentation, from user manuals to company handbooks, using various paper stocks and finishing options.

Bill McCracken, general manager of IBM Printing Systems, described Kinko's e-business solution as "an extremely compelling offering delivering unprecedented speed, convenience and control. We're marrying e-business and the most advanced output management technologies, giving people the power to access their own professional print center directly from their desktop 24 hours a day, seven days a week."

Heidelberg's high-volume black-and-white digital printer engine features 110 page-per-minute speed, industry-leading image quality, robust paper handling and open architecture for easy networking. Since its introduction last spring, placements of the product around the globe have outpaced the company's sales expectations.

"We are pleased with marketplace acceptance of our DHV product," said Mark Weber, COO, NexPress Black & White, which markets the product. "This latest agreement further demonstrates that we are on a path toward achieving our market share goals over the next few years."

About Infoprint 2000
IBM's Infoprint 2000 is a digital, print-on-demand solution that offers users easy access to the production and finishing of complex print jobs. The system enables users to combine images and text in multiple formats from different sources – including the Internet and scanned documents – into print manuals, presentations, and proposals. Finishing options include standard in-line finishing and stapling, as well as booklet-maker capabilities.

About Heidelberg Digital
Heidelberg Digital is a division of Heidelberger Druckmaschinen AG, the world's largest printing and publishing solutions provider. The division designs and manufactures high-performance copiers and digital printing systems, including electrophotographic equipment; high quality scanners for graphic and prepress applications; prepress output equipment; digital workflow management systems for prepress and printing applications; and digital finishing systems. With headquarters in Rochester, N.Y. and facilities in England, Germany and Mexico, the division employs approximately 3,100 employees worldwide.

Marketing of Heidelberg's Digital High Volume (HDV) printing system is performed by NexPress Solutions LLC, a Heidelberg/Kodak joint venture.
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The IBM Printing Systems home page can be found at www.ibm.com/printers.