

Case Study:
customer success with NGP



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Imprimerie Ménard

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Services offered: [Commercial print, Specialist in high-quality work]

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NGP makes a good impression

- 1: Imprimerie-Ménard logo
- 2: Imprimerie-Ménard press room
- 3: Imprimerie-Ménard offices



NGP Partners:



For more than 80 years, Imprimerie Ménard has been developing its sheetfed offset activity with one guideline: quality. With this in mind, they have been investing in the latest technologies available for the printing sector. Imprimerie Ménard's entire print process is carried out internally in order to ensure optimal production management, control, and delivery.

Imprimerie Ménard always has ongoing projects—they will soon be ISO 9000 certified and plan to purchase a new printing press. They have one of the highest investment ratios of the French printing industry. Their 41 team members are strongly committed to addressing their everyday challenges. Each Imprimerie Ménard customer has their own personal contact who handles commercial and technical issues. The results? More customers, increased revenue, and a profit and loss statement that looks better every year.

Imprimerie Ménard is also working its way toward a fully-integrated, end-to-end Networked Graphic Production™ (NGP) workflow. In prepress, the PDF-based Prinergy® workflow management system from Creo was implemented to ensure that their CTP platesetter was efficiently fed. Imprimerie Ménard also uses Staccato® screening to obtain high-fidelity images. For printing, the company has their Heidelberg sheetfed machines ranging from 36 x 52 to 70 x 102 automatically receiving information from prepress for ink-key presetting. Their finishing department is also integrated, with folding, book binding, and saddle-stitching machines from Müller Martini. The trimmer receives CIP3 PPF information directly from the imposition station, and folding machines are being prepared to do the same.



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“Our company, as a commercial print company fully integrated from prepress to finishing, is keeping an eye on these new exchange formats with great interest. We have been implementing a fully-integrated MIS with complete connection to the different components of our business. JDF will allow us to consistently integrate our MIS with our production equipment and achieve new productivity gains.”

To support this integration, Imprimerie Ménard has invested in an Integrale management information system from Graphisoft. Managing director Didier Demur wants information that is 100 percent reliable: “In our company, decisions have always been made with the help of precise, in-depth knowledge of production process, in order to establish investment priorities and, more importantly, to ensure reactivity on a daily basis.”

Integrating systems with JDF

For Demur, integration must be complete. Why key a job number into Prinergy when Integrale knows it? And why enter time allocation in Integrale when Prinergy knows this information? The value of the connection between these two systems is obvious. “The communication between various equipment and systems will allow us to be even more reliable and save more time,” states Demur.

The principle is simple: thanks to JDF, Integrale can send Prinergy the information required via Synapse® Link. In return, Prinergy communicates production management information in real time, including data such as ongoing operations and incurred costs. As a result, job costing can be calculated very precisely—any disparity can be tracked and explained.

The NGP success factor

Creo and Graphisoft offer a link which works concretely. Demur is convinced that JDF has become a reality thanks to the commitment of NGP Partners to deliver true integration to their customers. “It seems to us that all the promises regarding integration haven’t always been kept. But general market trends, and in particular, the NGP partnership, will make this operational.”

Following the same principle, Integrale will connect to other production equipment. As Müller Martini is also an NGP Partner, the finishing machines from Imprimerie Ménard will soon be able to talk JDF/JMF with Integrale.

Concludes Demur, “Our company, as a commercial print company fully integrated from prepress to finishing, is keeping an eye on these new exchange formats with great interest. We have been implementing a fully-integrated MIS with complete connection to the different components of our business. JDF will allow us to consistently integrate our MIS with our production equipment and achieve new productivity gains.”

What is Networked Graphic Production?

Networked graphic production is the industry-wide initiative for automating the entire print production process by creating an efficient, collaborative environment—from idea to delivery. The NGP Partners are committed to using open standards, such as JDF, to deliver seamlessly integrated cross-vendor solutions that enable printers, converters and print buyers to decrease cycle times, cut costs, increase revenues, reach more customers, and become profit leaders.