About OKI Data Americas

- Part of the 128-year-old global group, Japan’s first telecommunications company.

- Famed for its customer LED innovation including breakthrough technologies in telecommunication and system solutions.

- 2 Operating Divisions:
  - Telecom, info-system and financial
  - Printer business – OKI Printing Solutions
OKI Data Americas – US Headquarters

OKI Data Americas, Inc.

- HQ in Mt Laurel, NJ
- Marketing Center
- 24/7 Customer Support Center
- Manufacturing & Assembly
- Engineering & Test Labs
- Technical Service Training
Fast-Growing Trends in Digital Production

**Short Runs/Print on Demand**
- Since 2010, near 100% of print jobs are expected in less than 24 hrs*
- 75% of 4 color jobs total less than 5,000* prints
- Digital color POD (Print on Demand) will grow at a combined annual growth rate of 22%*

**Web Fulfillment**
- 59% of print providers cite turnaround pressure**
- 30% offer Web-to-print*
- Percentage of Web print spending is growing 18% year-over-year*

**1:1 Marketing**
- Variable data print enables 28% price premium*
- Full color variable data will double in the next two years
- Direct Mail Study: purchase history, color promotion had a 6.5% response rate

**Expanding Applications**
- Personalized applications; variable data, post cards, direct mail, cross media, 1:1 communications
- Vanity publishing such as; photo books, greeting cards, labels and calendars

*Source: InfoTrends/CAP Ventures
**Source: NAPL

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*Final production specifications may vary**
Expand Your Business With Short Run Digital

**The New Business of Printing is POD “Print on Demand”**

Short run applications to take advantage of;

- Business Cards
- Envelope & Letterhead
- Newsletters
- Brochures (up to 6 panel)
- Menu’s
- Post Cards (with variable data)
- Variable Data (add value to print)
- Narrow Banners (13” to 47.24”)
- Magnets (magnetized)
- Greeting Cards
- Window Clings
- Cut Sheet Labels, Bumper Stickers
- Presentation Folders (in full color)
- Super Market Shelf Talkers
- Door Hangers
- Point of Purchase
- Packaging Mock Ups (small format)
- Vinyl Medias
- Synthetic Medias
- Food Labels (toner FDA approved)
- Calendars
- Photo Books
**Key Messages**

- Digital color page growth driven by convergence of new technologies with evolving and emerging market needs
- Sources of page growth include offset transfer, mono to color migration, emerging application types, new markets
- Key success factors include advanced print solution and coverage skilled in applications and process reengineering
OKI Data Production Printer Solutions

pro900DP/pro905DP
Envelope Press
Brilliant, consistent production color and customized output for envelope printing
• Embedded EFI Fiery® System 8e controller with Smart RIP®
• HD Color Printing for breathtaking output on wide variety of envelope stocks
  • 1200 x 1200 dpi (pro900DP)
  • 1200 x 600 dpi (pro905DP)
• Prints to 50 envelopes per minute
• Perfect compliment to existing production printers
• Handles paper stocks up to 330 gsm, 12”x18”, banners to 47.24”, cling film, magnetic media & more
• Duplex (2-Sided) printing standard
• 2 Year On Site Warranty

OKI C931DP/C941DP
Digital Envelope Press
Brilliant, consistent production color and customized output for envelope printing
• EFI XF Server® (Optional)
• First in its class to offer “White Toner & Clear Toner” (C941DP)
• HD Color Printing for breathtaking output even on envelopes and on a wide variety of paper stocks
  • 1200 x 1200 dpi
  • Prints up to 70 envelopes per minute
  • Prints up to 50 ppm Color
• Handles media weights from: 320 gsm from all paper drawers and up to 360 gsm from envelope feeder
• Prints minimum size of 4”x5” envelopes to 10”x13” catalogue envelopes from envelope feeder
• Prints 8½”x11” up to 13”x18” media from drawers
• Comes standard with 2 paper drawers and 1 storage compartment
• 2 Year On Site Warranty (C931DP)
• 1 Year On Site Warranty (C941DP)

C931e/C941e
Digital Color Printer
The tabloid printer for incredible color output and consistently accurate color matching
• EFI XF Server® (Optional)
• First in its class to offer “White Toner & Clear Toner” (C941e)
• HD Color Printing for breathtaking output even on ordinary paper stocks
  • 1200 x 1200 dpi
  • Prints up to 50 ppm Color
• Prints up to 50 ppm Mono
• Handles 320 gsm from all paper drawers and up to 360 gsm from MPT
• 13”x18” media from drawers and 13”x52” from MPT
• Up to 5 drawers for 2950 total paper capacity
• 2 Year On Site Warranty (C931e)
• 1 Year On Site Warranty (C941e)

C711DW
Digital Web Press
Fast, customized continuous short-run web printing with exceptional color quality
• OKI - Label Management System with imposition and job estimator built in
• Easy operation in continuous roll to roll print mode
• Prints labels, tags at up to 30 feet per minute and full color
• The perfect solution to address short run label production
• Variable Data enabled for 2D barcoding and variable text for further customized output
• Auto cut and reload between jobs
• HD Color Printing for breathtaking output on wide variety of label medias
  • 1200 x 600 dpi
  • 2 Year On Site Warranty

pro511DW
Digital Web Press
Fast, customized continuous short-run web printing with exceptional color quality
• Easy operation in continuous and cut sheet modes
• Prints labels, tags at up to 30 feet per minute and full color sheets at 36 ppm
• The perfect solution to address short run label production
• Variable Data enabled for 2D barcoding and variable text for further customized output
• Auto cut and reload between jobs
• HD Color Printing for breathtaking output on wide variety of label medias
  • 1200 x 600 dpi
  • 2 Year On Site Warranty

Application Flexibility for Short Run Jobs, Mixed Media, Variable Data Printing, Application and Substrate Latitude

**Final production specifications may vary**
OKI Data Production Label Finisher Solutions

**NEW!**

OKI HS711DLF
Digital Label Finisher

Fast, customized continuous short-run web finishing with exceptional quality

• The perfect solution to address short run label production
• Easy operation
• Includes: Allen Datagraph Direct Cut software
• SMARTMark Optical Registration System
• Cuts labels at up to 12 feet per minute
• Maximum Frame Length: 14”
• Recommended Roll Length: 500’
• Maximum Core Diameter: 3”
• Maximum Input/Output Roll Diameter: 8”
• Make Ready Waste: 4’
• Pivoting carbide blade technology in: 30º, 45º & 60º angles
• 1 Year On Site Warranty

**NEW!**
iCentra HS
Digital Label Finisher

Fast, customized continuous short-run web finishing with exceptional quality

• The perfect solution to address short run label production
• Easy operation
• Includes: Allen Datagraph Direct Cut software
• SMARTMark Optical Registration System
• Cuts labels at up to 30 feet per minute
• Maximum Frame Length: 24”
• Recommended Roll Length: 1250’
• Maximum Core Diameter: 3”
• Maximum Input/Output Roll Diameter: 14”
• Make Ready Waste: 4’
• Pivoting carbide blade technology in: 30º, 45º & 60º angles
• 1 Year On Site Warranty

Application Flexibility for Short Run Jobs, Mixed Media, Variable Data Printing, Application and Substrate Latitude

**Final production specifications may vary**
Our different technology designs provide the most optimum performance, flexibility, image quality and productivity to meet the demands of different print requirements.

**Whether you are:**
- Entering the digital color printing market
- Addressing a clients critical need
- Adding a digital color press to your offset business
- Expanding product offering
- Or increasing your existing digital color printing power

“OKI can get you up and running and help expand your digital color printing capabilities.”
Designed to Keep Your Business Moving!

OKI C941
- Customer-focused design to increase print time, productivity and print volumes
- You perform key maintenance activities on your schedule
- Customer replacement parts
- 24/7 OKI proColor phone support to help you every step of the way

By replacing routine maintenance items, you maximize your productivity and optimize the performance of your OKI C941 printer.

**LED Printhead Advantages**
- Smaller dot sizes create highly accurate output
- Multi-level shading provides superior print quality and clarity
- LEDs have no moving parts and are ultra reliable
- LED is smaller and more compact, using fewer material resources and energy

LED = No Moving Parts……… Lower Fuser Temperature NO MIRRORS
Laser = Moving Parts……… Collimation limits width Higher Fuser Temperature USES A MIRROR
What Makes OKI Data’s Technology Unique?

Unique Advantages

- Straight paper path
- LED imaging technology
- Auto calibration
- Density registration
- Wide media substrate flexibility
- High resolution imaging
- Compact design
- Environmentally friendly

Customer Benefits

- Less jams in device
- More reliable imaging
- Color integrity
- Consistent color throughout
- Wider product offering to current & new customers
- Better image quality
- Retain valuable floor space
- No harm to the environment
Product Overview – Key Features

Common to all Models: C911, C931, C941

• 50 PPM Mono and Color
• 1200 x 1200 dpi LED Heads (Multi-level: 4bit, 16 levels)
• Auto Duplexing (Standard)
• Network Connectivity (Standard)
• 2GB Memory Standard (no memory upgrade option)

Enhanced Media Support

• Supports Gloss paper, Film, Waterproof, Polyester, Ultra Heavy,…
• Trays support Tabloid Extra and 13” x 18” (Max)
• 320 gsm supported in Trays 1 – 5
• 360 gsm from MPT
• Auto Duplex up to 320 gsm
• Up to 2950-sheet capacity with High Cap Feeder

“New” Operator Control Panel

• High resolution 4.3” color LCD display
• Print Page Counter
• Improved navigation and help menus

C931 and MPP C941:

• EFI XF Server - Option
• 3 year on-site warranty for C931 and C941
OKI C941 Flexible, Outstanding Image Quality

**Flexibility**
- Print wide variety of applications
- Auto duplexing
- 150,000 monthly duty cycle (max)

**Expanded Media**
- Up to 360 gsm (MPT) coated/uncoated
- Accepts wide variety of media 13” wide up to 52” long

**Image Quality**
- Wide color gamut
- 1200 x 1200 dpi
- Low melt toner
- No fuser oil
OKI C941 Series – “New” Technology

“New” Intermediate Transfer Belt (ITB) Diagram

Transfer Belt

Fuser

Transfer Roller

Clr-Drum  Y-Drum  M-Drum  C-Drum  K-Drum

Paper

Transfer Belt Meets Stock at a Single Point of Contact
OKI C941 Series – “New” Technology

“New” Intermediate Transfer Belt

Improvements

• Toner is transferred to the intermediate belt and then onto paper or other print media
• All previous OKI models transfer toner directly to media
• Stable imaging platform for better image registration & maximum image quality
• Single point fusing on CMYK
• Higher print yield from “New” ITB Design

Benefits:

• Improvement to image registration
• Improved image quality
• Improvement to screened background images
• Smoother gradient and transitions
• Finer lines and sharper text
• Eliminates background toning
• Provides a consistent intermediate base for image reproduction
• Wider print media options, thicker stocks, textured stocks, etc
• Better toner transfer across a wider range of media types
• Increased productivity due to extended yield from “New” ITB Design
OKI C941 Series – “New” Technology

“New” Image Drum Design

Improvements

• The drum’s internal drive system uses a new coaxial coupling to reduce mechanical noise/vibration from being transferred to the image drum.
• Eliminates jitter caused by gear vibration which affects fine lines with mm pitch
• Image drum is designed to maintain stable print quality until the end of life.

Benefits

• Better image quality
• Smoother and quieter operation
• Longer image drum life
OKI C941 Series – “New” Technology

“New” Fuser Design

Improvements

• Faster warm-up! Warm-up from power-save is 35 seconds
• Separate heating elements provide zoned heating for narrow media
• A de-curling mechanism has been added to reverse curls in heavy paper
• Fuser roller pressure is adjusted automatically to reduce embossed effect on envelopes

Benefits

• Increased productivity due to faster warm up times
• Improved fusing by concentrating heat where needed
• Flatter printed media can be fed through offline finishing devices
• Improved quality of final envelope product
• Expanded media flexibility
OKI C941 Supports 5th Color (Spot Color)

“New” Spot Color Feature

5th Imaging Station to support spot color toner (C941 only)

- White or Clear/Gloss toner can be added to documents in addition to CMYK

Customers can switch between white and clear using the same printer

- When switching spot colors, replace the toner transfer “duct” as well as the imaging drum and toner cartridge
- The “duct” transfers toner from the cartridge to the drum.
- The “duct” is included with the Spot Color Install Kit for white and clear
- Power off the printer while swapping the spot color
- Change between white and clear toner in as little as 2 minutes

Max Engine Print Speed when using Spot Color

- CMYK + White: 44.5 PPM
- CMYK + Clear: 16 PPM
Spot Color: CMYK + White or CMYK + Clear

5th Imaging Station Adds Spot Color Toner (C941 only)

Improvements

• OKI’s standard driver and controller support a number of features to intelligently apply spot colors.

Optional EFI Fiery® XF Server

• Provides robust color management, proofing features, PANTONE, Spot color management.
• Spot-On feature is included
Examples of Applications Using White and Clear Toner

Applications for White Toner
- Production Printing using color paper – Invitations, envelopes, etc
- POP/Signage printing on transparent film, cling film
- Mock-up creation and design of packaging materials

Applications for Clear Toner
- Production Printing: catalogs, manuals, and photo books
- Mock-up creation and design review (proofing)
Configuration of OKI C941 5th Color

The OKI C941 ships as CMYK Printer

“Spot Color Installation Kit”

- Kit is required when adding 5th color “White or Clear” option
- Kit includes: Toner, Drum and Duct (pictured below)

Spot colors can be swapped out in as little as two minutes

- A different “duct” is required for each white and clear spot color

Spot Color Installation Kit (White or Clear)

- Toner
- Image Drum
- Toner Supply Duct
OKI C941 Tray Options (3)

Option Tray: 530-sheets

Option Tray with Casters: 530-sheets

High Capacity Feeder with Casters: 1590-sheets, 3 input trays
Options

Options for all models (C911, C931, C941)

- 160 GB HDD
- 2\textsuperscript{nd} Tray
- 2\textsuperscript{nd} Tray with Casters
- High Cap Tray (3 in 1)
- Long Paper Tray (Banner Tray)

C931 and C941 Option

- EFI Fiery XF Server (PC and Software)

C941 Option

- White Spot Color Install Kit (toner + drum + duct)
- Clear Spot Color Install Kit (toner + drum + duct)

NOTE: There is no Memory option..
Consumables

Consumables for all models (C911, C931, C941)

- 120v Fuser (150K)
- 230v Fuser (150K)
- Waste Toner Box
- Transfer Belt (150K)
- Cyan, Magenta, Yellow and Black Image Drums (40K)
- Cyan, Magenta, Yellow and Black Toner Cartridges (38K)

OKI C941 Additional Consumables

- White Toner (10K)
- White Image Drum (20K)
- Clear Toner (20K)
- Clear Image Drum (20K)
Configuration of EFI Fiery XF Server

Optional EFI Fiery® XF Server - provides robust color management, proofing features, Spot color printing. Spot-On feature is included.

EFI Fiery XF Server software comes pre-installed in a desktop workstation.

The XF server does NOT include a display, keyboard, mouse, or connection cable.
Fiery Delivers Usability

Adapts to any level of expertise Fiery Command WorkStation 5
- Gets jobs done with fewer clicks
- Offers all tools at the operators’ fingertips
- Reduces operators’ mistakes and waste

Automates print workflows and reduces print errors
- Produces completely finished jobs in a drag and drop command with Fiery Hot Folders

Maximizes engines gamut to produce eye-popping color
Targets demanding high quality print applications:
  - Uses maximum print density
  - Offers pure primaries
  - Comes with Fiery Image Enhance

powered by

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System Includes:

- C941 1200 x 1200 dpi Print Engine
- EFI Fiery XF Server RIP
- Auto Duplex Unit
- Network Connectivity (Standard)
- 2GB Memory Standard (no memory upgrade option)
- 1 Year MFG Warranty
- 5 Year MFG Warranty on LED
- 24/7 Technical Phone Support
- Starter Toner Supplies

Options:

- Additional Paper Trays (530 sheet capacity per tray)
  - 2nd and 3rd Paper Trays
- Hi–Cap Feeder
  - 1,590–sheet capacity
- Printer Cabinet with casters