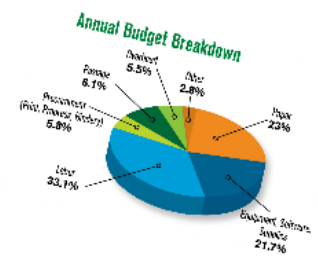
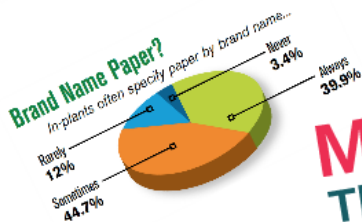


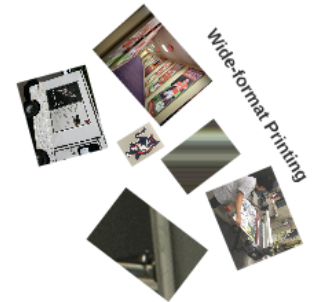
Management at B&W Systems

TheCasesolutions.com



In-plants

- Average Budget: \$3,325,131
- Median Budget: \$1,000,000
- Average Employees: 18.6
- Median Employees: 8

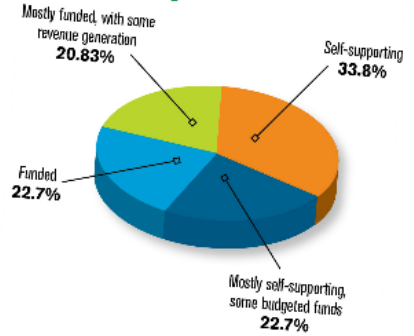


Wide-format Printing

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Editor

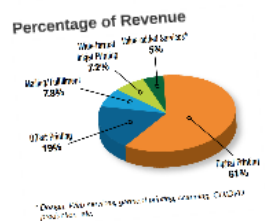
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In-plant Funding



Growth Over Past 2 Years

Category	2013	2014	2015
Revenue	\$1.2B	\$1.5B	\$1.8B
Profit	\$0.3B	\$0.4B	\$0.5B
Assets	\$0.8B	\$0.9B	\$1.0B



What University/Government in-plants Print

Category	AD	Universities	Government
Newsletters	85%	90%	95%
Business Cards	75%	80%	85%
Posters	65%	70%	75%
Brochures	55%	60%	65%
Direct Mail Pieces	45%	50%	55%
Annual Reports	35%	40%	45%
Calendars	25%	30%	35%
Product Manuals	15%	20%	25%
Magazines	10%	15%	20%
Window Clings	5%	10%	15%
Posters at Trade Shows	3%	5%	10%

How Different Sectors Compare

Category	All	Universities	Government
Graphic Design	75%	80%	85%
Digital Printing	65%	70%	75%
Offset Printing	55%	60%	65%
Variable Data Printing	45%	50%	55%
Online Content Management	35%	40%	45%
Online Content Management	25%	30%	35%
Online Content Management	15%	20%	25%
Online Content Management	10%	15%	20%
Online Content Management	5%	10%	15%

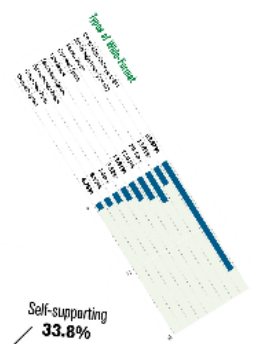
- ### Biggest Opportunities
- Wide-format
 - Envelopes
 - Web-to-print
 - Insourcing

- ### Action Items
- Survey
 - Visit
 - Partner



Handwritten notes and diagrams related to the case study.

Handwritten notes and diagrams related to the case study.



Bob Neubauer
Editor

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What's In Store at drupa?...page 30

APRIL 2016

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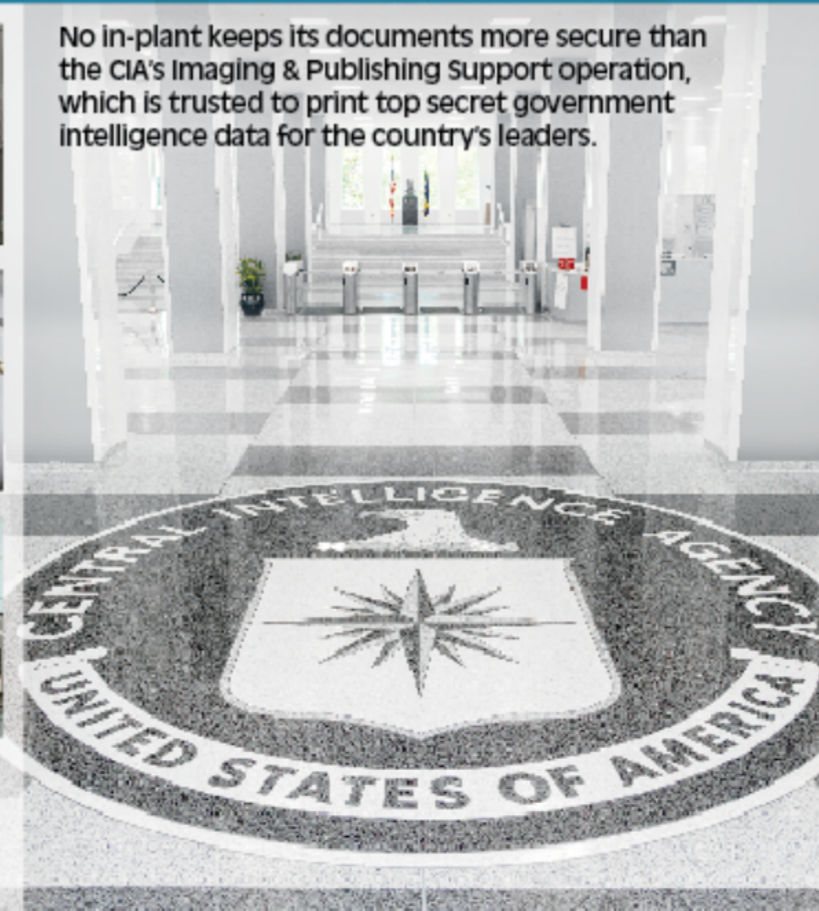
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Printing the Nation's Secrets



The CIA seal in the lobby of its headquarters facility. Inset: Offset printing, 3D printing and wall wraps are some of the services the CIA's in-plant provides.

No in-plant keeps its documents more secure than the CIA's Imaging & Publishing Support operation, which is trusted to print top secret government intelligence data for the country's leaders.



IPG Subscribers	19,363
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Manufacturing	5,150
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Higher-ed	2,759
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Retail	2,316
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Government	2,107
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Publishing	2,105
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Financial	1,148
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Nonprofit	945
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