Ugra PSO在亞洲的活動分享

Erwin Widmer

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St. Gallen, Switzerland

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Ugra

- 在印刷行業中推動應用研究的一個協會
- 瑞士認可的媒體及印刷的技術中心

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遠景

Ugra是國家和國際性的跨媒體認可組織，覆蓋印刷技術、流程控制、標準化、認證及物料測試。

EMPA

使命

從數碼數據到印成品，Ugra在物料及生產方法領域進行開發、測試、認証、教育及研究。

Ugra是一所獨立、中立、自負盈虧的組織，與印刷行業的協會和企業具緊密的聯繫

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歷史

- Ugra創立於1952年。
- 在過去52年中，與EMPA維持著很緊密的合作，所有Ugra之項目是由EMPA所做。
- 自2005年2月1 起，Ugra成獨立的組織。
- 透過會員，Ugra與印刷業具緊密關係，通過這個關係，亦取得此項目。

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今天

- Ugra是獨立的公司。
- Ugra 自僱了自己的員工和自行運作其實驗室。
- Ugra 租用了EMPA大樓。
- Ugra 專業地管理其產品和市場。

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Ugra 產品

- 開發和銷售控制工具。
- 提供服務：實驗、認證、專業服務。
- 舉辦培訓課程及研討會
- 與標準化委員會合作
- 實踐研究項目

品質控制工具

- Ugra Offset Test Wedge 82®
- Ugra/FOGRA Media Wedge CMYK
- Ugra/FOGRA Digital Plate Wedge
- Ugra Light Indicators
- Ugra Abrasion Tester
- Ugra Display Analysis and Certification Tool (UDACT)

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Ugra PSO 認證

- Ugra所進行的PSO認證達到國際水平。
- Ugra 是根據ISO 17025而瑞士政府認可此認證。

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SWISS TESTING

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什麼是PSO?

- PSO = ProcessStandard Offset.
- PSN = ProcessStandard Newspaper.
- PSR = ProcessStandard Rotogravure.
- 一個流程的標準是描述一個由輸入至輸出流程。
- 一個流程的標準是集合所有描述流程的ISO標準。

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標準化印刷(PSO)

1. 公司架構和文件處理	ISO 9000
2. 數據	ISO 15930
3. 色彩管理	ISO 15076
4. 螢幕	ISO 12646
5. 打稿	ISO 12647-7
6. 印刷	ISO 12647-2
7. 油墨	ISO 2846
8. 標準觀色環境	ISO 3664

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認證過程中會核實哪些範疇?

- 1.公司架構和文件處理
- 2. 數據接收
- 3. 數據製作
- 4. 螢幕
- 5. 打稿
- 6. 印刷版材
- 7. 印刷
- 8.標準觀色環境

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Ugra在亞洲的PSO 認証

- 泰國, 1 間公司, 4 間公司已取認証
- 新加坡, 2 間公司已取認証
- 菲律賓, 2 間公司
- 中國, 3 間公司
- 澳洲, 4 間公司
- 印度, 3 間公司
- 印尼, 2 間公司認証中

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Ugra在亞洲的認可專家

澳洲, 7
中國, 18
印度, 5
印尼, 18
馬來西亞, 3
菲律賓, 1
南韓, 3
台灣, 1
泰國, 3

一共：59

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對於亞洲取得Ugra PSO 認証的好處

- 亞洲 很喜歡Ugra這方案是因為它清楚、簡單。
- Ugra的方法是用 SOPs去描述公司如何進行，亞洲的公司很喜歡這套方法，因為它的可持續性高。
- 認証是由Ugra專家進行，這樣可以提高可信性。

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對於亞洲取得Ugra PSO 認証的好處

- 在認證中，Ugra是由瑞士政府認可而進行量度。
- Ugra PSO 認證包含了很多「良好行業實施方法」，這可令到PSO做得更好。
- 在Ugra PSO認證，顧問一定不是評核員，它是一個獨立的認證。

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對於亞洲取得Ugra PSO 認証的好處

- 顧問是由Ugra所培訓及認可，因此他們能夠為印刷公司做培訓及顧問。
- Ugra 保證使用PSO方法的公司，能夠獲得更佳的利潤。
- 比較起沒有使用PSO的公司，處理訂單會較快和準確。

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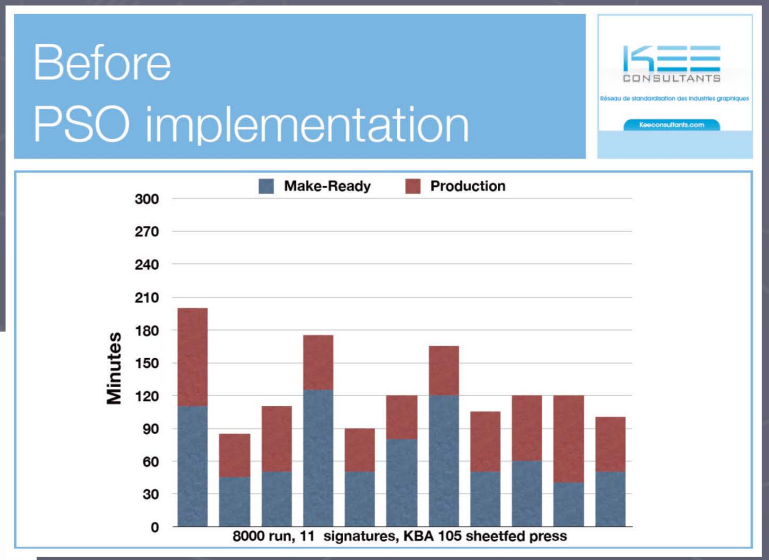
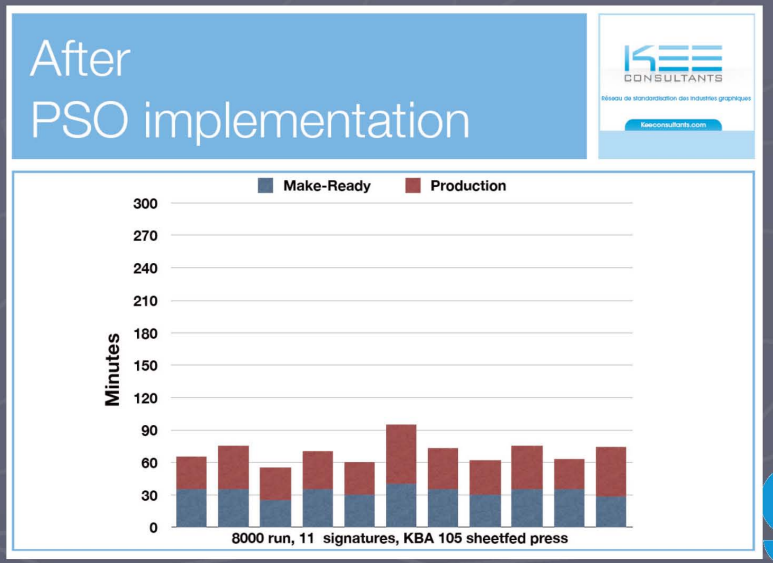
減低備印時間

- Ugra 要求在印刷機上安裝掃描量度儀，這可以大大減低備印時間。





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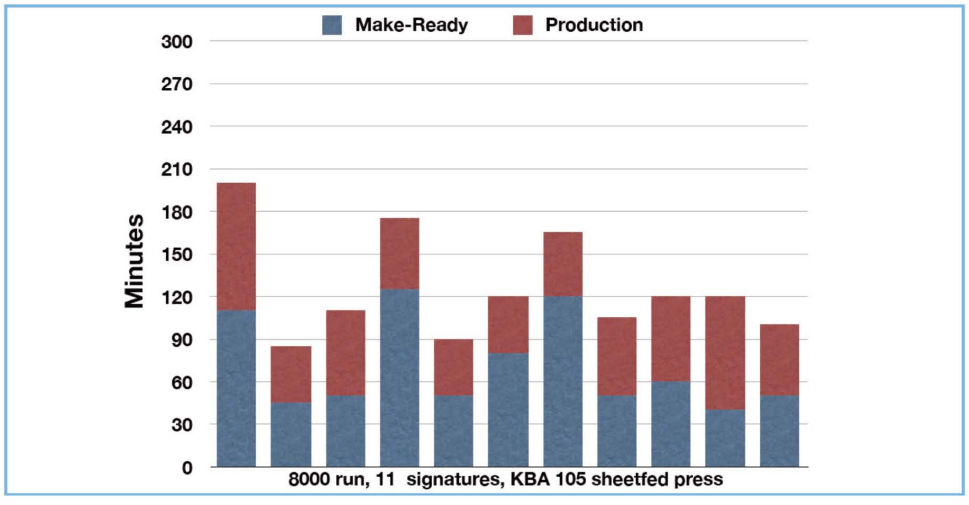
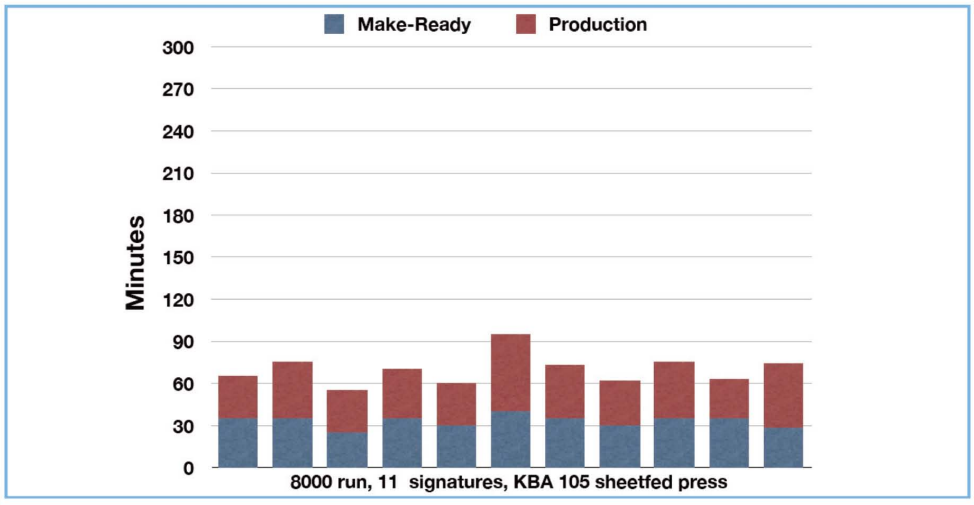
Before PSO implementation

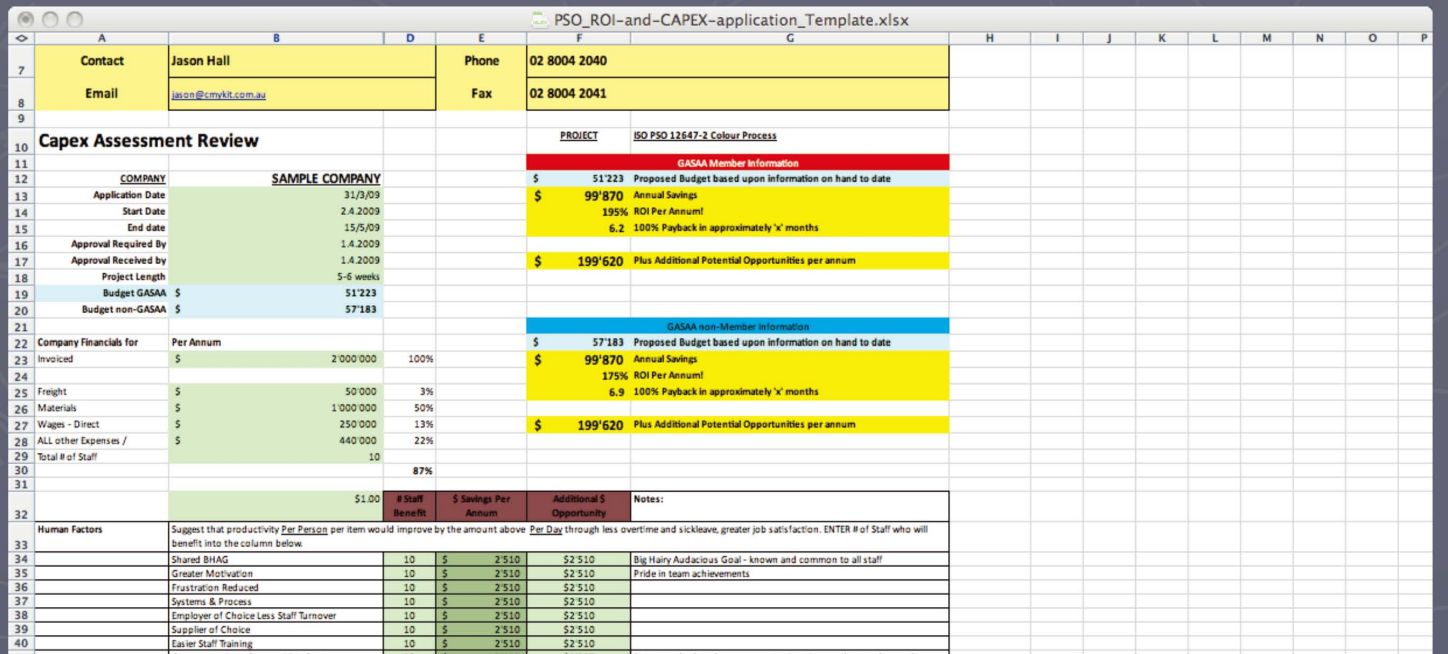


After PSO implementation



提高利潤

- 由於每個工作在第一次已達要求，因此可以減低維修工作，所使用的時間和物料亦可減低，從而增加利潤。



PSO_ROI-and-CAPEX-application_Template.xlsx

Contact	Jason Hall		Phone	02 8004 2040		
Email	jason@cmykit.com.au		Fax	02 8004 2041		

Capex Assessment Review

PROJECT: ISO PSO 12647-2 Colour Process

GASAA Member Information

COMPANY	SAMPLE COMPANY	
Application Date	31/3/09	$ 51'223 Proposed Budget based upon information on hand to date
Start Date	2.4.2009	$ 99'870 Annual Savings
End date	15/5/09	195% ROI Per Annum!
Approval Required By	1.4.2009	6.2 100% Payback in approximately 'x' months
Approval Received by	1.4.2009	$ 199'620 Plus Additional Potential Opportunities per annum
Project Length	5-6 weeks	
Budget GASAA	$ 51'223	
Budget non-GASAA	$ 57'183	

GASAA non-Member Information

Company Financials for	Per Annum		$ 57'183	Proposed Budget based upon information on hand to date
Invoiced	$ 2'000'000	100%	$ 99'870	Annual Savings
			175%	ROI Per Annum!
Freight	$ 50'000	3%	6.9	100% Payback in approximately 'x' months
Materials	$ 1'000'000	50%		
Wages - Direct	$ 250'000	13%	$ 199'620	Plus Additional Potential Opportunities per annum
ALL other Expenses /	$ 440'000	22%		
Total # of Staff	10			
		87%		

	$1.00	# Staff Benefit	$ Savings Per Annum	Additional $ Opportunity	Notes:
Human Factors	Suggest that productivity Per Person per item would improve by the amount above		Per Day through less overtime and sickleave, greater job satisfaction. ENTER # of Staff who will benefit into the column below.		
	Shared BHAG	10	$ 2'510	$2'510	Big Hairy Audacious Goal - known and common to all staff
	Greater Motivation	10	$ 2'510	$2'510	Pride in team achievements
	Frustration Reduced	10	$ 2'510	$2'510	
	Systems & Process	10	$ 2'510	$2'510	
	Employer of Choice Less Staff Turnover	10	$ 2'510	$2'510	
	Supplier of Choice	10	$ 2'510	$2'510	
	Easier Staff Training	10	$ 2'510	$2'510	

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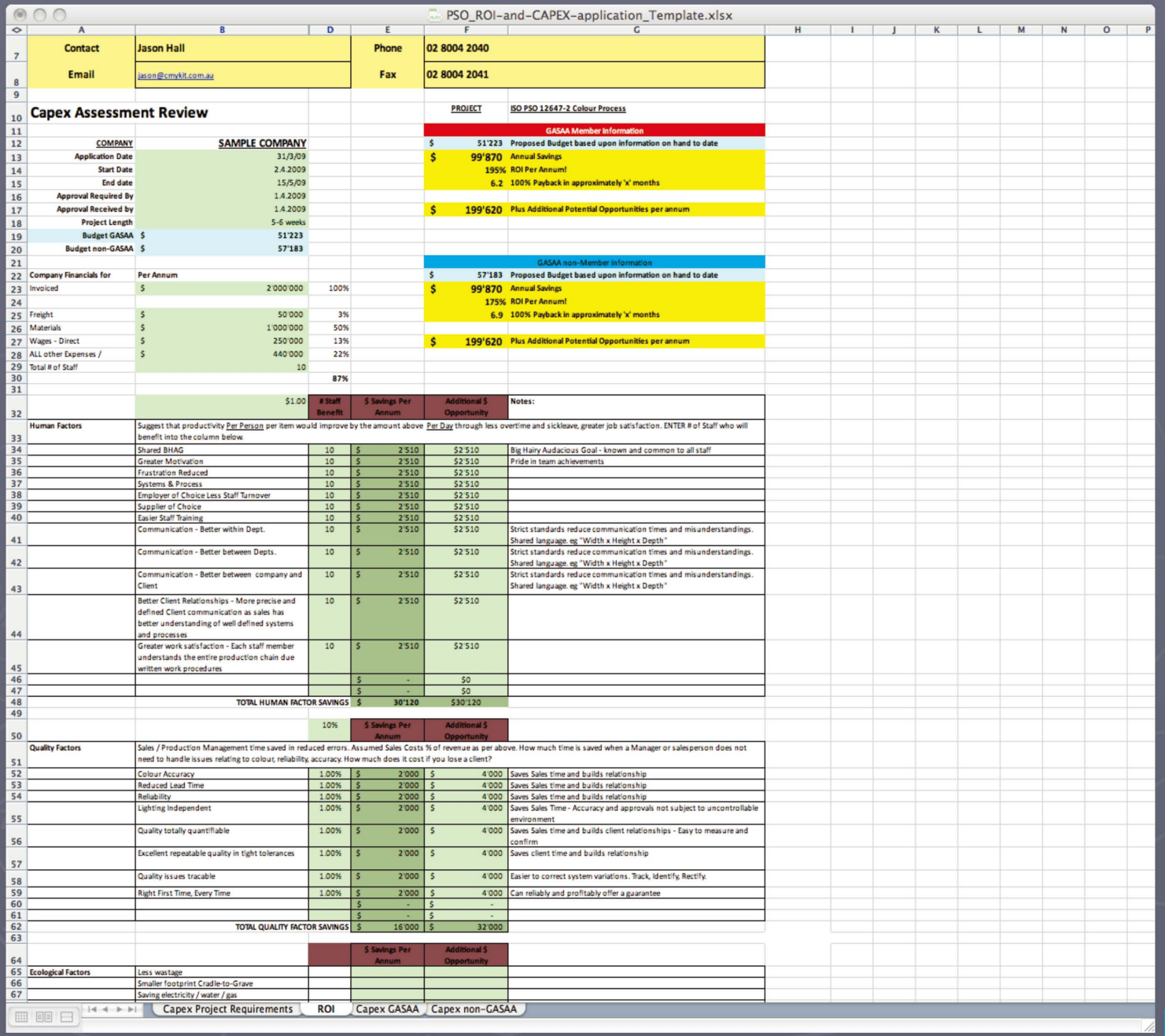

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	Employer of Choice Less Staff Turnover		10	$ 2'510	$2'510	
	Supplier of Choice		10	$ 2'510	$2'510	
	Easier Staff Training		10	$ 2'510	$2'510	
	Communication - Better within Dept.		10	$ 2'510	$2'510	Strict standards reduce communication times and misunderstandings. Shared language. eg "Width x Height x Depth"
	Communication - Better between Depts.		10	$ 2'510	$2'510	Strict standards reduce communication times and misunderstandings. Shared language. eg "Width x Height x Depth"
	Communication - Better between company and Client		10	$ 2'510	$2'510	Strict standards reduce communication times and misunderstandings. Shared language. eg "Width x Height x Depth"
	Better Client Relationships - More precise and defined Client communication as sales has better understanding of well defined systems and processes		10	$ 2'510	$2'510	
	Greater work satisfaction - Each staff member understands the entire production chain due written work procedures		10	$ 2'510	$2'510	
				$ -	$0	
				$ -	$0	
	TOTAL HUMAN FACTOR SAVINGS			$ 30'120	$30'120	

			10%	$ Savings Per Annum	Additional $ Opportunity	
Quality Factors	Sales / Production Management time saved in reduced errors. Assumed Sales Costs % of revenue as per above. How much time is saved when a Manager or salesperson does not need to handle issues relating to colour, reliability, accuracy. How much does it cost if you lose a client?					
	Colour Accuracy		1.00%	$ 2'000	$ 4'000	Saves Sales time and builds relationship
	Reduced Lead Time		1.00%	$ 2'000	$ 4'000	Saves Sales time and builds relationship
	Reliability		1.00%	$ 2'000	$ 4'000	Saves Sales time and builds relationship
	Lighting Independent		1.00%	$ 2'000	$ 4'000	Saves Sales Time - Accuracy and approvals not subject to uncontrollable environment
	Quality totally quantifiable		1.00%	$ 2'000	$ 4'000	Saves Sales time and builds client relationships - Easy to measure and confirm
	Excellent repeatable quality in tight tolerances		1.00%	$ 2'000	$ 4'000	Saves client time and builds relationship
	Quality issues tracable		1.00%	$ 2'000	$ 4'000	Easier to correct system variations. Track, Identify, Rectify.
	Right First Time, Every Time		1.00%	$ 2'000	$ 4'000	Can reliably and profitably offer a guarantee
				$ -	$ -	
				$ -	$ -	
	TOTAL QUALITY FACTOR SAVINGS			$ 16'000	$ 32'000	

				$ Savings Per Annum	Additional $ Opportunity	
Ecological Factors	Less wastage					
	Smaller footprint Cradle-to-Grave					
	Saving electricity / water / gas					

Capex Project Requirements | ROI | Capex GASAA | Capex non-GASAA

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D	E	F	G	H
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3%		6.9	100% Payback in approximately 'x' months	
50%				
13%		$ 199'620	Plus Additional Potential Opportunities per annum	

將來的要求

- Ugra要求在已認可的公司一定要有PSO專責人員。
- Ugra要求所有量度器材都要認證。
- Ugra要求所有量度數據一定要有記錄。
- 所有這些規則能帶出安全和受控制的生產。

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Ugra 承諾

- Ugra PSO認證可以:
  - 加強員工的動力!
  - 良好技術結果!
  - 提高利潤!

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參考

- 如果想取得更多資料，可聯絡以下中國的 Ugra 認可公司：
  - 利奧紙品集團 – 鶴山雅圖仕印刷有限公司
  - 凸版利豐雅高包裝印刷（東莞）有限公司
  - 广州市番禺艺彩印刷联合有限公司

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謝謝！

widmer@ugra.ch

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