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# **PROJECT REPORT**

**on**



**Servicing of  
DIGITAL PRINTING AND DESKTOP PUBLISHING**

*As part of requirement of the Training  
under*

**New Entrepreneur cum-Enterprise  
Development Scheme  
Government of Tamilnadu**

*Conducted by*  
**Entrepreneurship Development Institute,  
Guindy, Chennai**

*Prepared by*  
**M. Alagammai**  
**Plot No: 12, Subramaniapuram 4th St. North,  
Karaikudi.**  
**Mobile: 9626405410**  
**email: amba.ganesh@gmail.com**

*Training at*  
**St. Joseph College  
Trichy.**

*Financed by*  
**State bank of Travancore  
Karaikudi Branch.**

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## **EXECUTIVE SUMMARY**

### **Kind of Business**

Digital printing refers to methods of printing from a digital-based image directly to a variety of media. It usually refers to professional printing where small-run jobs from desktop publishing and other digital sources are printed using large-format and/or high-volume laser or inkjet printers. It allows for on-demand printing, short turnaround time, and even a modification of the image (variable data) used for each impression. The savings in labor and the ever-increasing capability of digital presses means that digital printing is reaching the point where it can match or supersede offset printing technology's ability to produce larger print runs of several thousand sheets at a low price.

The greatest difference between digital printing and traditional methods such as lithography, flexography, gravure, or letterpress is that there is no need to replace printing plates in digital printing, whereas in analog printing the plates are repeatedly replaced. This results in quicker turnaround time and lower cost when using digital printing, but typically a loss of some fine-image detail by most commercial digital printing processes.

Digital images are exposed onto true, light sensitive photographic paper with lasers and processed in photographic developers and fixers. These prints are true photographs and have continuous tone in the image detail. The archival quality of the print is as high as the manufacturer's rating for any given photo paper used. In large format prints, the greatest advantage is that, since no lens is used, there is no detail distortion in the corners of the image.

Digital printing technology has grown significantly over the past few years with substantial developments in quality and sheet sizes.

## **PROFILE**

Name	M. Alagammai
Husband Name	PL. Manikandan
Age	31
Qualification	MIB (Import, Export, Logistics)
Marital Status	Married
Nationality	Indian
Social Status	OC
Experience	2 years experience in computer operation
Address	Plot No: 12, Subramaniapuram 4 <sup>th</sup> street North, Karaikudi – 630 002. Sivagangai District.
Mobile	9626405410
email	<a href="mailto:amba.ganesh@gmail.com">amba.ganesh@gmail.com</a>

## LOCATION

### **Karaikudi:**

Karaikudi is a town and municipality in Sivaganga district in the Indian state of Tamil Nadu. It is part of the area commonly referred to as "Chettinad". Karaikudi is declared a heritage town by the Government of Tamil Nadu.

The city is administered by the special grade Karaikudi municipality, which covers an area of 13.75 km<sup>2</sup> (5.31 sq mi).

There are many government and private institutions in Karaikudi. Like engineering colleges, arts and science colleges, polytechnic college, college of physical education and college of education etc., Pandit Jawaharlal Nehru, the Prime Minister of India, opened CECRI along with Dr. Alagappa Chettiar and Dr. SS Bhatnagar in 1948 Dr. Rajendra Prasad, then Vice-President of India, laid the foundation stone for Alagappa Chettiar College of Engineering and Technology main building on 19 Feb 1953.

Our office is located in college road nearby Alagappa University. The University has 18 Departments, 5 Centres and 2 Constituent Colleges on its campus. 28 Affiliated Colleges located in the districts of Sivaganga and Ramanathapuram are part of the University. Other than that there are many schools and colleges, government offices, Local offset Printers in and around karaikudi.

So there is wide range of scope for digital printing in my location.

### **Resource needs**

Raw materials: Variety of Papers and Boards, Toners (Cyan, Magenta, Yellow, Black)

Staff: Professional designer, computer operator, office assistant.

Power: 5 KVA 3 phase power.

## **I. Market**

Market research is important for every business. Successful businesses conduct research on a continual basis to keep up with market trends and to maintain a competitive edge. Regardless of whether starting or expanding business, market research is vital to understanding target market and increasing sales.

### **Advantages of market research**

Identify potential customers

Who is going to use our digital printing? How old are they? Are they male or female? Are they married, Where do they live? What is their level of education? and so on.

Understanding our existing customers

Why do customers choose our product over competitors? What do they value? Is it service, product quality or the prestige associated with consuming our service? Who influences their buying decision?

Set realistic targets

From the information collected its easy to set realistic targets for areas such as growth, sales and the introduction of new products/services.

Develop effective strategies

From the research we can decide which media channels to use (eg: newspaper, radio or direct marketing) It will also help to decision making.

Prepare for business expansion

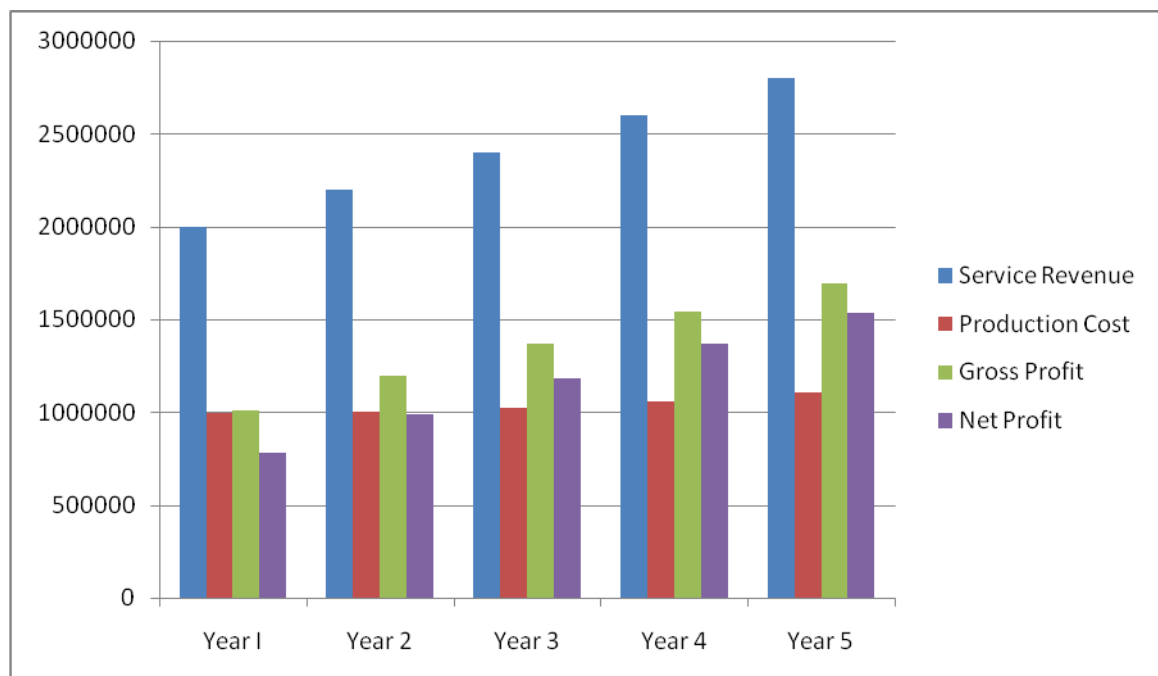
Research will help to identify areas for expansion and test the market's readiness for a new product/service.

Identify business opportunities

## II. Customer

Calculating customer profit is an important step in understanding which customer relationships are better than others. Regarding digital printing some customer relationships are more profitable. The firm may be better off (more profitable) with customers, like school / college students, government office staffs, Local offset Printers in and around karaikudi.

## III. Financial Highlight



## Business Plan preparation through Software developed by EDI

### Application Form - Business Details

Name of Business Enterprises : **MAGA PRINT SOLUTIONS**

#### Office Address

Door No	22 A
Street	old no 0/2,College Road, Subramaniapuram, 4th St,
Area	North,
City	Karaikudi
District	Sivaganga
State	TamilNadu
Pincode	630002

#### Factory Address

Factory Door No	22 A
Factory Street	old no 0/2,College Road, Subramaniapuram, 4th St,
Factory Area	North,
Factory City	Karaikudi
Factory District	Sivaganga
Factory State	TamilNadu
Factory Pincode	630002
Type of Industry	Services
EM no	330232206129E
Product Name	Digital printing Desktop publishing
Consitution	Proprietary
No of key persons involved	1



Name of Business Enterprises : **MAGA PRINT SOLUTIONS**

**Key Person 1**

Title Thirmathi

Name ALAGAMMAI M

Father/Husband Name MANIKANDAN PL

Age 31

Address plot no 12

subramaniapuram 4th St

**Personal Finance**

North

Permanent Account Number

BOJPA8130D

Telephone number

Do you have Bank account

Yes

Mobile number 9626405410

Bank name

State Bank of Travancore

Educational background

MIB

Branch

Karaikudi

Whether ration card available

Yes

Bank address

Karaikudi

Whether voter identity card available

Yes

Account number

00000067300047269

Social status

OC

Account type

Savings Bank

Employment of spouse

Salaried - Private

IFSC code

SBTR0000865

Qualification of spouse	DECE	Credit card	No
<b>Networth Statement</b>			
<b>Assets</b>	(Rs.Lakhs)		
Immovable Properties( Including Land and Building )	0.00		
Investment in Business Capital	0.00		
Deposits with Banks/institutions	0.00		
Gsecs/Bonds/NSC/NSS	0.00		
Shares/Debentures ( Market Value )	0.00		
Life Insurance Policies ( Surrender Value )	0.00		
Value of Vehicles ( Market Value )	7.00		
Other Assets ( Incl. Jewellery )	3.00		
<b>Total Assets</b>	<b>10.00</b>		
<b>Liabilities</b>	<b>0.00</b>		
Loans Aailed from Banks (Total Outstanding)	0.00		
Other Liabilities	0.00		
<b>Total Liabilities</b>	<b>0.00</b>		
<b>Networth</b>	<b>10.00</b>		
<b>Property Location</b>			

Name of Business Enterprises : **MAGA PRINT SOLUTIONS**

<b>Project Cost</b>	(Rs.lakhs)
Land	0.00
Building	0.00
Plant and Machinery	
Imported	19.70
Indigenous	0.00
Vehicles	0.00
Furniture and Fittings	0.10
Computers and office automation	0.00
Testing equipment	0.00
Other fixed assets	0.00
Erection/installation charges	0.10
Pre-operative expenses	0.50
Provision for contingencies	0.00
Working capital margin	0.62
<b>Total Cost</b>	<b>21.02</b>
<b>Means of finance</b>	
Owners contribution	5.00%
Owners contribution	1.05
Loan from bank/other institutions	19.97

**Total**

21.02

Name of Business Enterprises : **MAGA PRINT SOLUTIONS**

**Fullfillment of statutory requirements**

<b>Requirements</b>	<b>Status</b>
1.Approval from Local Authority / body	Not Applicable
2.Approval for Building Plan	Not Applicable
3.Approval from Inspector of Factories	Not Applicable
4.Approval from Electricity Board	Not Applicable
5.Have you obtained Import and Export Code?	Not Applicable
6.Sales Tax Registration	Not Applicable
7.Service Tax Registration	Not Applicable
8.Pollution Control Board Clearence	Not Applicable
9.Registeration for Partnership/Company/Co-operative Society	Not Applicable

Name of Business Enterprises : **MAGA PRINT SOLUTIONS**

**Personal strengths in the area of business**

I do not have any formal education about this business. I have year of relevant experience. None of my family members have experience in this business. The raw material required for the business are 5000 Sheets of Paper and the value is .15 lakhs,4 Boxes of Toner and the value is .05 lakhs. Raw materials are available in the local market. For this business skilled and semiskilled manpower are required. I am confident of having necessary manpower for the business. power requirement is 5 horse power per day. I do not have any backup. I require 15 liters of water. I have adequate facility to draw water. I conducted survey and based on the findings only, I am trying to get into this business. I am planning to provide service to customers directly. I have own showrooms.

Name of Business Enterprises : **MAGA PRINT SOLUTIONS**

**Projected Profit & Loss Statement (Rs.Lakhs)**

	<b>Mar-2016</b>	<b>Mar-2017</b>	<b>Mar-2018</b>	<b>Mar-2019</b>	<b>Mar-2020</b>
Operational Income	15.00	18.00	21.00	24.00	28.50
Job work	12.50	15.00	17.50	20.00	23.75
Other income	2.50	3.00	3.50	4.00	4.75
<b>Total Income</b>	<b>30.00</b>	<b>36.00</b>	<b>42.00</b>	<b>48.00</b>	<b>57.00</b>
Materials/Spares	2.25	2.95	3.45	3.95	4.67
Wages	0.78	0.94	1.09	1.25	1.48
Power & Fuel	0.12	0.14	0.17	0.19	0.23
Other operational expenses	3.00	3.60	4.20	4.80	5.70
Administration expenses	1.50	1.80	2.10	2.40	2.85
Other Duties & Taxes	0.25	0.30	0.35	0.40	0.48
Rent Expenses	0.12	0.14	0.17	0.19	0.23
Selling & Distribution Expenses	0.60	0.72	0.84	0.96	1.14
Depreciation	1.98	1.78	1.61	1.45	1.30
Finance Charges	1.04	1.83	1.31	0.78	0.26
<b>Total Expenditure</b>	<b>11.64</b>	<b>14.20</b>	<b>15.29</b>	<b>16.37</b>	<b>18.34</b>
<b>Profit &amp; Loss</b>	<b>18.36</b>	<b>21.80</b>	<b>26.71</b>	<b>31.63</b>	<b>38.66</b>

Name of Business Enterprises : **MAGA PRINT SOLUTIONS**

**Projected Balance Sheet (Rs.Lakhs)**

	<b>Mar-2016</b>	<b>Mar-2017</b>	<b>Mar-2018</b>	<b>Mar-2019</b>	<b>Mar-2020</b>
Capital	1.06	1.06	1.06	1.06	1.06
Reserves & Surplus	18.36	40.16	66.87	98.50	137.16
Loan from Bank	16.05	12.04	8.03	4.02	0.01
Sundry Creditors	0.21	0.25	0.29	0.33	0.40
<b>Total Liabilities</b>	<b>35.68</b>	<b>53.51</b>	<b>76.25</b>	<b>103.91</b>	<b>138.63</b>
Fixed Assets	17.82	16.04	14.43	12.98	11.68
Sundry Debtors	2.50	3.00	3.50	4.00	4.75
Stock	0.25	0.30	0.35	0.40	0.48
Loans & Advances	3.00	3.00	3.00	3.00	3.00
Cash & Bank Balance	12.11	31.17	54.97	83.53	118.72
<b>Total Assets</b>	<b>35.68</b>	<b>53.51</b>	<b>76.25</b>	<b>103.91</b>	<b>138.63</b>

Name of Business Enterprises : **MAGA PRINT SOLUTIONS**

**Projected Cash Flow Statement**

	<b>Mar-2016</b>	<b>Mar-2017</b>	<b>Mar-2018</b>	<b>Mar-2019</b>	<b>Mar-2020</b>
Net Profit as per Tax	18.36	21.80	26.71	31.63	38.66
Add: Depreciation	1.98	1.78	1.61	1.45	1.30
Add: Capital Contribution	1.06	0.00	0.00	0.00	0.00
Add: Loan from Bank	20.06	0.00	0.00	0.00	0.00

Add: Increase in Sundry Creditors	0.21	0.04	0.04	0.04	0.07
Add: Decrease in Sundry Debtors	0.00	0.00	0.00	0.00	0.00
Add: Decrease in Stock	0.00	0.00	0.00	0.00	0.00
<b>Total Inflow</b>	<b>41.67</b>	<b>23.62</b>	<b>28.36</b>	<b>33.12</b>	<b>40.03</b>
Less: Purchase of Fixed Assets	19.80	0.00	0.00	0.00	0.00
Less: Repayment on Loan to Bank	4.01	4.01	4.01	4.01	4.01
Less: Increase in Sundry Debtors	2.50	0.50	0.50	0.50	0.75
Less: Decrease in Sundry Creditors	0.00	0.00	0.00	0.00	0.00
Less: Increase in Stock	0.25	0.05	0.05	0.05	0.08
Less: Loans & Advances	3.00	0.00	0.00	0.00	0.00
<b>Total Outflow</b>	<b>29.56</b>	<b>4.56</b>	<b>4.56</b>	<b>4.56</b>	<b>4.84</b>
Opening Balance	0.00	12.11	31.17	54.97	83.53
Surplus/Deficit	12.11	19.06	23.80	28.56	35.19
<b>Closing Balance</b>	<b>12.11</b>	<b>31.17</b>	<b>54.97</b>	<b>83.53</b>	<b>118.72</b>

Name of Business Enterprises : **MAGA PRINT SOLUTIONS**

**Ratios**

	<b>Usual Norms</b>	<b>Mar-2016</b>	<b>Mar-2017</b>	<b>Mar-2018</b>	<b>Mar-2019</b>	<b>Mar-2020</b>
Current Ratio	>1.33	85.05	149.88	213.17	275.55	317.38
Debt-Equity Ratio	<2.00	0.83	0.29	0.12	0.04	0.00
Debt Service Coverage Ratio	>1.5	3.84	4.05	5.27	6.77	9.11
TOL / TNW	<3.00	0.84	0.30	0.12	0.04	0.00

Interest Coverage Ratio	>2.00	18.65	12.91	21.39	41.55	149.69
<b>Net Profit Margin(%)</b>	<b>&gt;5.00</b>	<b>122.40</b>	<b>121.11</b>	<b>127.19</b>	<b>131.79</b>	<b>135.65</b>

Name of Business Enterprises : **MAGA PRINT SOLUTIONS**

**Interest & Loan Repayment Schedule (Rs.Lakhs)**

	<b>Mar-2016</b>	<b>Mar-2017</b>	<b>Mar-2018</b>	<b>Mar-2019</b>	<b>Mar-2020</b>
Opening Balance	0.00	16.05	12.04	8.03	4.02
Receipt	20.06	0.00	0.00	0.00	0.00
Total	20.06	16.05	12.04	8.03	4.02
Repay	4.01	4.01	4.01	4.01	4.01
Closing Balance	16.05	12.04	8.03	4.02	0.01
Average	8.03	14.05	10.04	6.03	2.02
<b>Interest</b>	<b>1.04</b>	<b>1.83</b>	<b>1.31</b>	<b>0.78</b>	<b>0.26</b>

Name of Business Enterprises : **MAGA PRINT SOLUTIONS**

**Working Capital (Rs.Lakhs)**

	<b>Mar-2016</b>	<b>Mar-2017</b>	<b>Mar-2018</b>	<b>Mar-2019</b>	<b>Mar-2020</b>
Stock	0.25	0.30	0.35	0.40	0.48
Sundry Debtors	2.50	3.00	3.50	4.00	4.75
Loans & Advances	3.00	3.00	3.00	3.00	3.00
Cash & Bank Balance	12.11	31.17	54.97	83.53	118.72
<b>Total Current Assets</b>	<b>17.86</b>	<b>37.47</b>	<b>61.82</b>	<b>90.93</b>	<b>126.95</b>
Sundry Creditors	0.21	0.25	0.29	0.33	0.40



<b>Working capital</b>	<b>17.65</b>	<b>37.22</b>	<b>61.53</b>	<b>90.60</b>	<b>126.55</b>
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### **Business Plan prepared through manual format**

<b>BUSINESS PLAN FORMAT FOR MSMEs (SERVICE ENTERPRISES)</b>
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#### 1.0

Name of the Firm	Maga Print Solutions
Name of business/project	Digital Printing & Desktop Publishing
Location	Karaikudi, Sivagangai District
Type of Organization (Proprietary/Partnership)	Proprietary
Address (with Phone,e-mail)	New: 22A, Old No: 0/2, College Road, Subramaniapuram 4 <sup>th</sup> Street North, Karaikudi – 630 002. 9626405410 email: <a href="mailto:amba.ganesh@gmail.com">amba.ganesh@gmail.com</a>
Name of the Chief Promoter(s)	M. Alagammai
Date of Birth	04.10.1983
Names of Partners	Nil

#### 1.1. Educational Qualification:

Course (from SSLC/Diplomo)	School/University/Institute	Major Subject	Yr. of Passing
SSLC	Jaivabai Girls Hr. Sec. School		1999
HSC	Jaivabai Girls Hr. Sec. School	Maths & Science	2001
MIB	Bharathiyar University	Import Export	2006

#### 1.2. Special Training:

Training in	Institute	Duration	Achievment/Remark

### 1.3. Work experience (Past & Present):

Organisation	Position	Nature of work	Duration
Kaarai Printers	Office Staff	Computer Operation	Mar '12 – July '14

### 1.4

Promoter's Annual Income (Last Year)	60000
Assets owned by the promoter (s)	car
Movable	
Immovable	

### 1.5 COMPANY'S MAIN OBJECTIVE (Why does the company exist?):

I have experience in digital printing. Moreover demand for digital printing is more in my area. So I planned to start.

### 1.6. FINANCIAL GOALS:

a. To have a sales revenue amounting to	Rs. 1 cr by 2020
b. To obtain a profit margin of	25%
c. To obtain a profit per business partner of	Rs.

### 1.7 DESCRIPTION OF THE PRODUCT or SERVICE:

Digital Printing – Digital printing refers to methods of printing from a digital-based image directly to a variety of media. It usually refers to professional printing where small-run jobs from desktop publishing and other digital sources are printed using large-format and/or high-volume laser printers.

### 1.8 IDENTIFICATION OF THE CUSTOMERS:

Customers can be identified through local printers, Xerox shop owners, Friends, near by colleges etc.,

Needs satisfied by the product or service: Ours is a brand new printer. So the quality is good. That's what our customer need.

### 1.9. IDENTIFICATION OF THE COMPETITION (Major competitors):

Sri Lakshmi Printers Penguin Printers	
Strengths/weakness of the competition:	
Strength	Weakness
Good Quality Printing	Size of the Printouts upto 13" x 19" only.

### 1.10. ADVANTAGES AND DISADVANTAGES OF THE PRODUCT AND YOUR COMPANY

Price	Competitive Price
Quality	High Quality
Terms of Delivery	Direct to customer
Payment Methods	Cash
Customer Service	Good Customer Service
Others:	

### 1.11. MESSAGE TO BE COMMUNICATED TO THE CUSTOMERS:

Customer satisfaction is our motto.

### 1.12. MARKETING AND MEANS OF COMMERCIALIZATION:

Present demand & supply	Demand is more in my area
Competition	only 2 competitors
Target clients	Students, Govt. Offices
Marketing strategy (USP)	

1.13. Process of Service :

Technical know-how availability	Available
Step-by-step description of the service process)	1) Designing the work according to the taste of customer 2) Proof Check 3) Give Printout

1.14. Working Programme:

No. of woking days/annum	300		
No. of working shifts (8hrs)/day	1		
Installed capacity (annual)	100		
Utilised capacity (%)			
Year - I	50		
Year - II	60		
Year - III	70		
S.No	Item(s)	Sales(Service) Volume /Yr	Capacity Utilisation(%)

2.0 Details of the Proposed Project:

2.1 Land and Building:

S.No	Particulars	Area required	Total value	Remarks
1	Land			
2	Building		1,00,000	Rental Advance
TOTAL			1,00,000	

## 2.2. Equipments:

S.No	Description	Nos. required	Rate (Rs)	Total value(Rs)
1.	Digital Printer	1	18,64,000	18,64,000
2.	Computers,UPS	3	1,10,000	1,10,000

## 2.3. Misc. Fixed Assets:

S.No	Particulars	Nos.required	Rate (Rs)	Total value(Rs)

## 2.4. Preliminary and Pre-operative Expenses:

S.No	Particulars	Amount (Rs)	Remarks
1	Interest during implementation		
2	Establishment expenses	1,00,000	Interior Works
3	Start-up expenses		
4	Misc. expenses		
	<b>TOTAL</b>	<b>1,00,000</b>	

## 2.5. Working Capital:

S. No	Item	Duration	Total Value (Rs)				
			Ist YR	IInd YR	IIIrd YR	IVth YR	Vth YR
1.	Raw-material stock	1 month	4,80,000	5,00,000	5,20,000	5,50,000	6,00,000
2	Sales on credit						
3	Operational expenses		30,000	40,000	50,000	55,000	60,000
4	<b>TOTAL</b>		<b>5,10,000</b>	<b>5,40,000</b>	<b>5,70,000</b>	<b>6,05,000</b>	<b>6,60,000</b>

## 2.6. Total Cost of the Project:

S.No	Particulars	Total value (Rs)
1	Fixed Capital (sum of 2.1+2.2+2.3)	20,74,000
2	Working Capital (Sum of 2.5)	5,10,000
3	Preliminary & Preoperative Expenses (sum of 2.4)	1,00,000
Total		26,84,000

## 2.7. Means of Finance:

S.No	Particulars	Amount (Rs)	Remarks
1	Own Investment/Equity	1,00,000	
2	Term Loan	18,70,000	
3	Working capital Loan		
4	Any other source (subsidy etc)		
Total		19,70,000	

## 3.1. Service Revenue: (Please refer item No. 5.1 (Pricing))

S.No	Items (s)	Quantity Sold/Yr	Rate/Unit (Rs)	Sales Realisation (Rs)
1.	Printout	1,25,000	16	20,00,000

## 4.1. Raw material (annual) Requirement:

S.No	Item (s)	Quantity	Rate (Rs)	Total value (Rs)
	Total			

#### 4.2. Utilities:

S.No	Particulars	Annual Expenditure	Remarks
1	Power/electricity	40,000	
2	Water		
3	Coal/Oil/Steam		
4	Transport		
5	Any other item		
Total		40,000	

#### 4.4. Man Power (Salaries/Wages):

S.No	Particulars	No.	Wages/Salary p.m (Rs)	Annual expenses (Rs)
1	Skilled	2	7,000	1,68,000
2	Semi-skilled	1	4,000	48,000
3	Unskilled			
4	Office staff			
5	Anyother			
Total				2,16,000

#### 4.5 Repairs and Maintenance:

S.No	Particulars	Amount (Rs)

#### 4.6. Selling and Distribution Expenses:

S.No	Particulars	Amount (Rs)	Remarks
1	Publicity expenses	3,000	
2	Traveling		
3	Freight		
4	Commission		
5	Misc.		

#### 4.7. Administrative Expenses:

S.No	Particulars	Amount (Rs)	Remarks
1	Stationery & Printing	2000	
2	Post/telephone	12000	
3	Entertainment Expenses		
4	Miscellaneous		
Total		14000	

#### 4.8. Interest:

Year	Loan amount Outstanding (Rs)	Interest (Rs)	Installment (Rs)	Balance (Rs)
I	13,81,800	1,86,543	197400	11,84,400
II	11,84,400	1,59,894	197400	9,87,000
III	9,87,000	1,33,245	197400	7,89,600
IV	7,89,600	1,06,596	197400	5,92,200
V	5,92,200	79,947	197400	3,94,800
VI	3,94,800	53,298	197400	1,97,400
VII	1,97,400	26,649	197400	Nil

#### 4.9. Depreciation:

S.No	Type of Asset	Cost of Asset	Expected Life	Depreciation
1.	Digital Print	18,64,000	10 Years	1,86,400
2.	Computer, UPS	1,10,000	5 Years	22,000
	Total	19,74,000		2,08,400

#### 5.1. Pricing:

	Product 1 Amount	Product 2 Amount	Product3 Amount
Total product cost per unit (fixed cost/ unit+variable /unit)+tax	12		
Desired Profit	4		
Sale Price (including tax)	16		



## Profitability Projections:

S.No	Particulars	Amount (Rs)				
		Year-1	Year-2	Year-3	Year-4	Year-5
<b>A</b>	<b>Service revenue realization</b>	20,00,000	22,00,000	24,00,000	26,00,000	28,00,000
<b>B</b>	<b>Cost of producing</b>					
	1 Raw materials	5,10,000	5,40,000	5,70,000	6,05,000	6,60,000
	2 Utilities	40,000	45,000	50,000	55,000	60,000
	3 Salaries/wages	2,16,000	2,16,000	2,28,000	2,40,000	2,52,000
	4 Repairs & maintenance					
	5 Selling & distribution expenses	3000	3000	3000	3000	3000
	6 Administrative expenses	14000	15000	16000	17000	18000
	7 Interest	1,86,543	1,59,894	1,33,245	1,06,596	79,947
	8 Rent	24,000	26000	28000	30000	32000
	9 Misc. expenses					
	<b>TOTAL –B (1 TO 9)</b>	9,93,543	10,04,894	10,28,245	10,56,596	11,04,947
<b>C</b>	Gross profit/loss (A– B)	10,06,457	11,95,106	13,71,755	15,43,404	16,95,053
<b>D</b>	Less: Depreciation	2,08,400	1,80,000	1,60,000	1,40,000	1,20,000
<b>E</b>	Income-tax	20,000	25,000	30,000	35,000	40,000
<b>F</b>	<b>NET PROFIT /LOSS</b>	7,78,057	9,90,106	11,81,755	13,68,404	15,35,053
<b>G</b>	Repayment	3,83,943	3,57,294	3,30,654	3,03,996	2,77,347
<b>H</b>	Retained surplus	3,94,114	6,32,812	8,51,101	16,72,400	19,30,400

## Market Survey Questionnaire & Analysis

# Questionnaire

*(Please ✓ appropriate box)*

1. Your Name :
2. Contact Details :
3. Age :  
a) 18 to 25  b) 25 to 35  c) 35 to 50  d) 50 & above
4. Family income per month :  
a) less than 10,000  b) 10,000 – 20,000   
c) 20,000 – 30,000  d) 30,000 & above
5. Profession :  
a) Student  b) Employee  c) Govt. officer  d) Business
6. How many printouts u take per month ?  
a) 10 – 50  b) 50 - 100  c) 100 – 500  d) 500 & above
7. Where do u take printouts often ?  
a) local printers  b) outstations
8. Reason for choosing local printer :  
a) Quick delivery  b) correct price   
c) rectify mistakes  d) customer service
9. Reason for moving to outstations :  
a) low price  b) high quality material   
c) print clarity  d) hi fi designs

10. How do u came to know about the particular printer ?

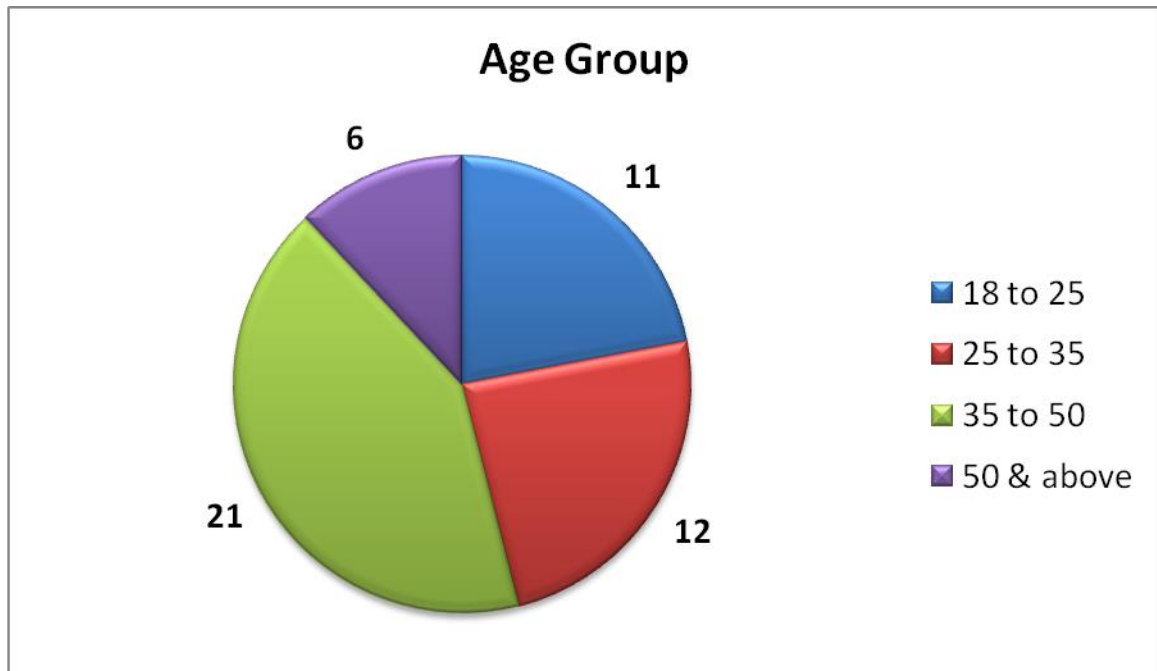
a) ad in newspaper  b) notice

c) friends

d) printers assn articles

### Age Group Analysis

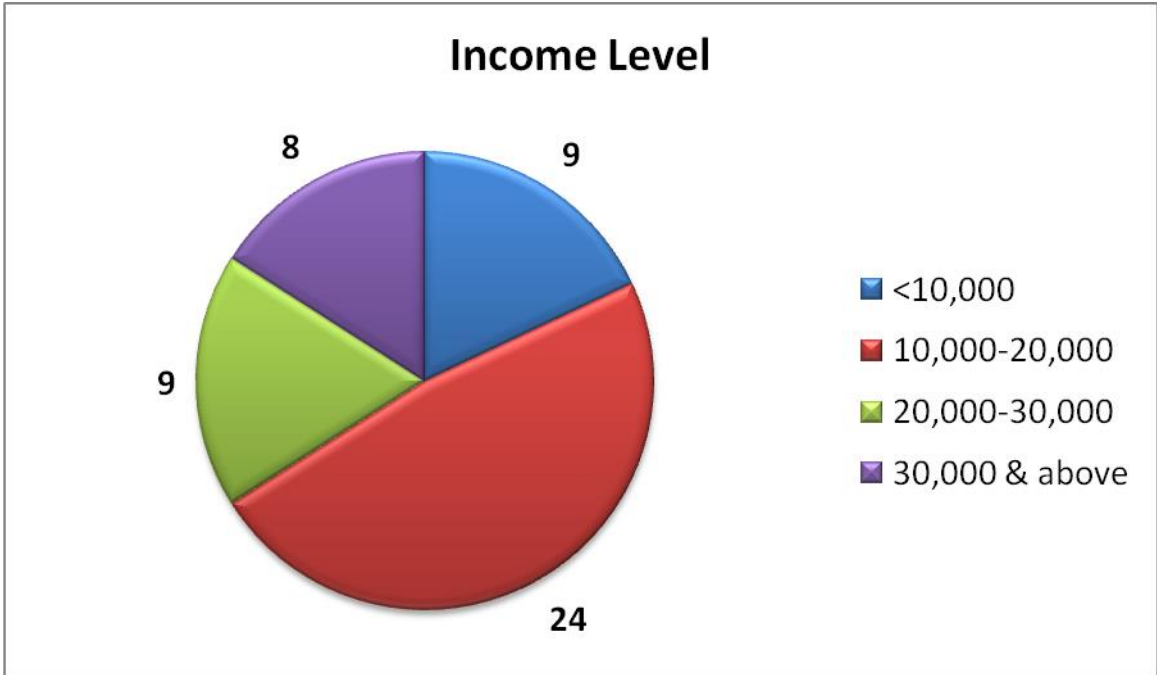
18 to 25	25 to 35	35 to 50	50 & Above
11	12	21	6



42% of the people belongs to 35 to 50 age group.

### Income Level Analysis

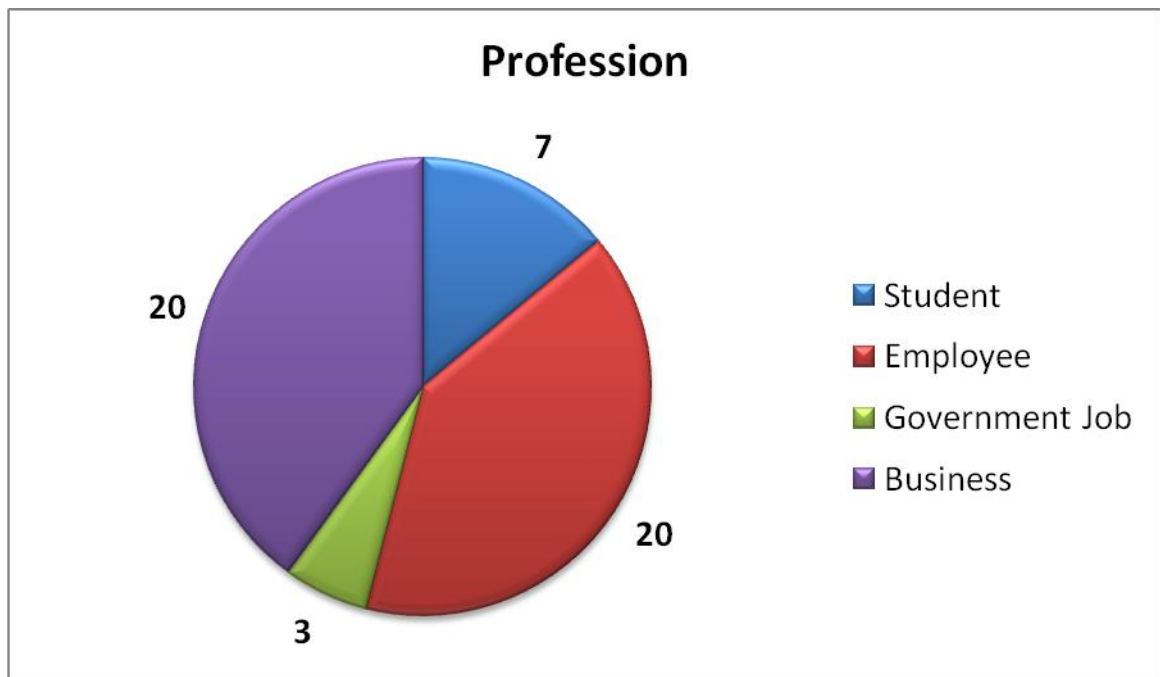
Less than 10,000	10,000 to 20,000	20,000 to 30,000	30,000 & above
9	24	9	8



48% of the people belongs to middle class category.

### Profession Analysis

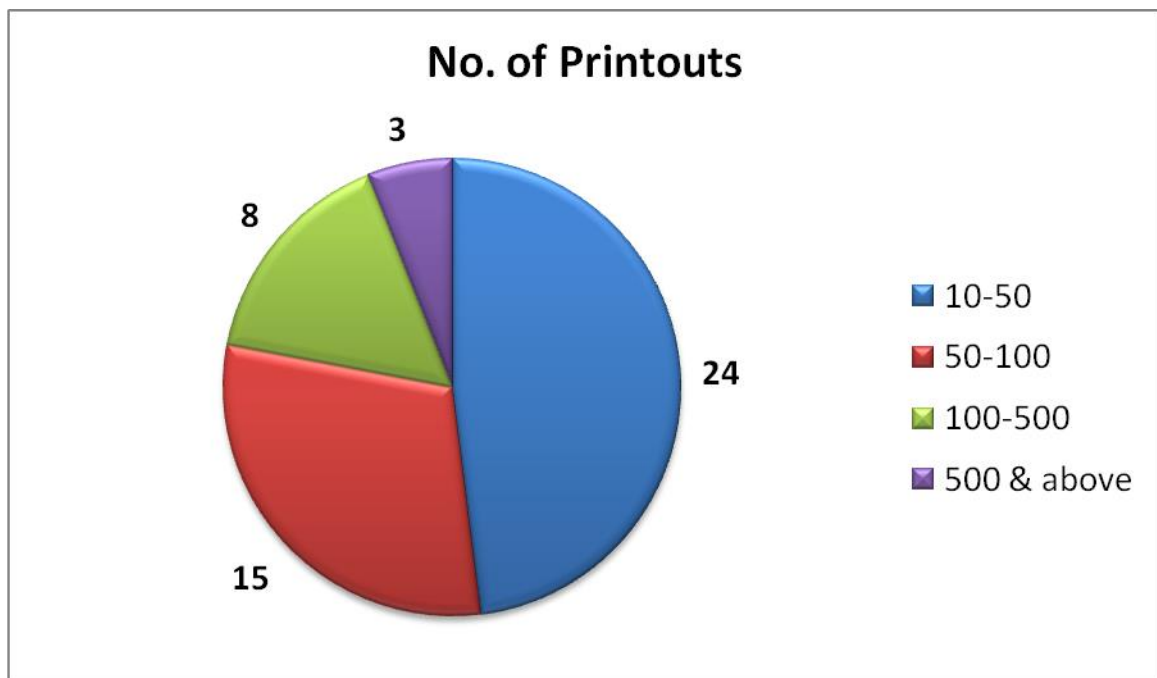
Student	Employee	Government Job	Business
7	20	3	20



40% of the people belongs to both employee and Business people.

### No. of Printouts Analysis

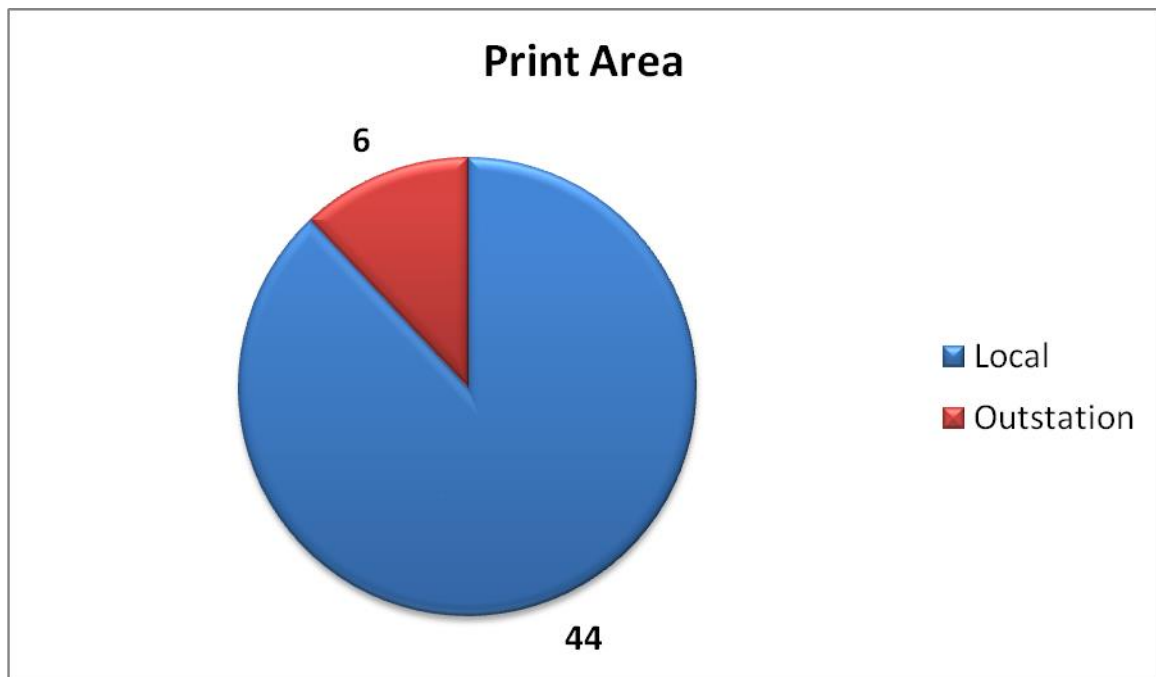
10-50	50-100	100-500	500 & above
24	15	8	3



48% of the people takes 10-50 printouts per month.

### Print Area Analysis

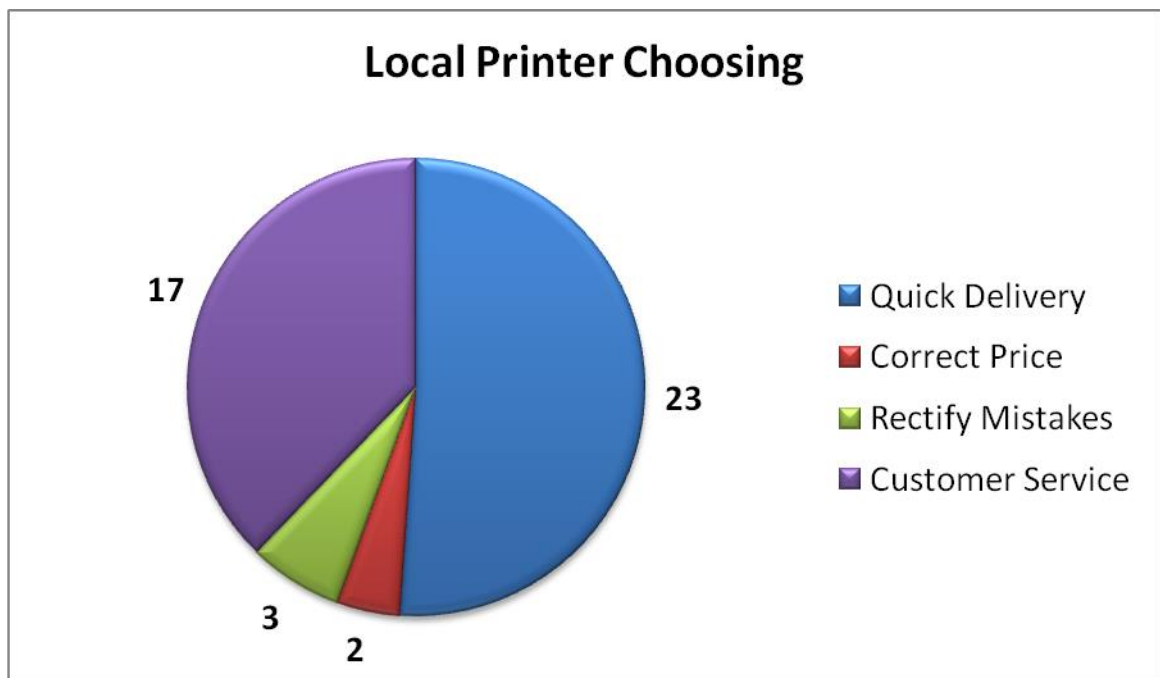
Local	Outstation
44	6



88% of the people takes printout in local area.

### Local Printer Choosing Analysis

Quick Delivery	Correct Price	Rectify Mistakes	Customer Service
23	2	3	17

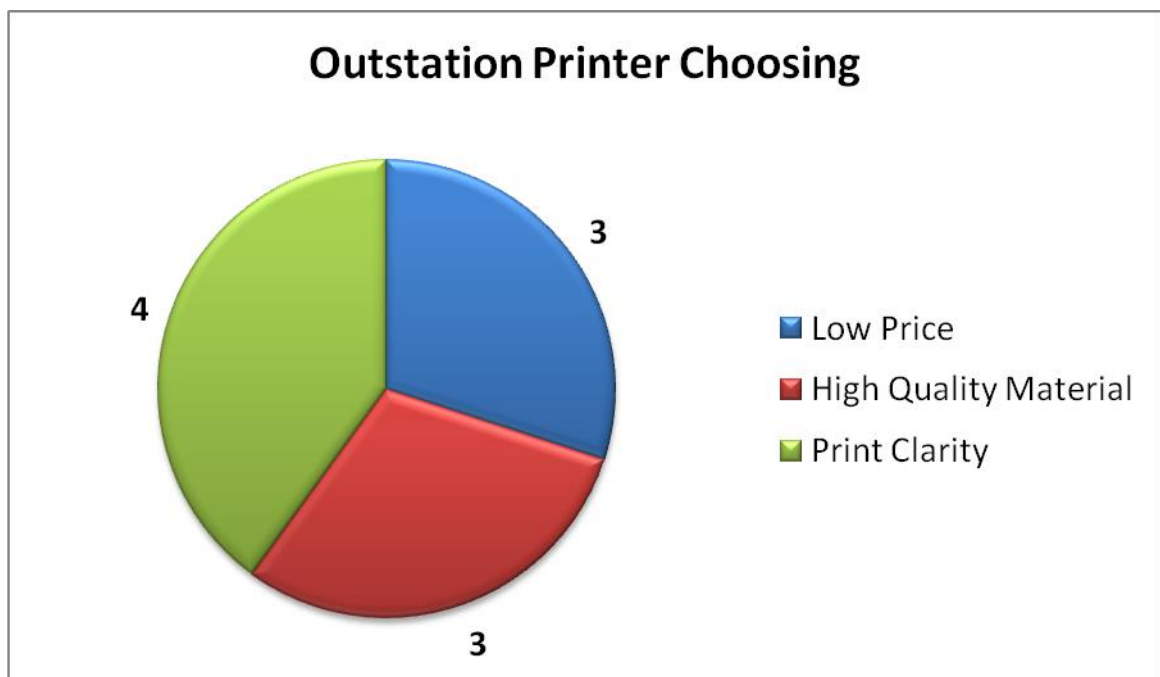


51% of the people Chose local printer for quick delivery.



### Outstation Printer Choosing Analysis

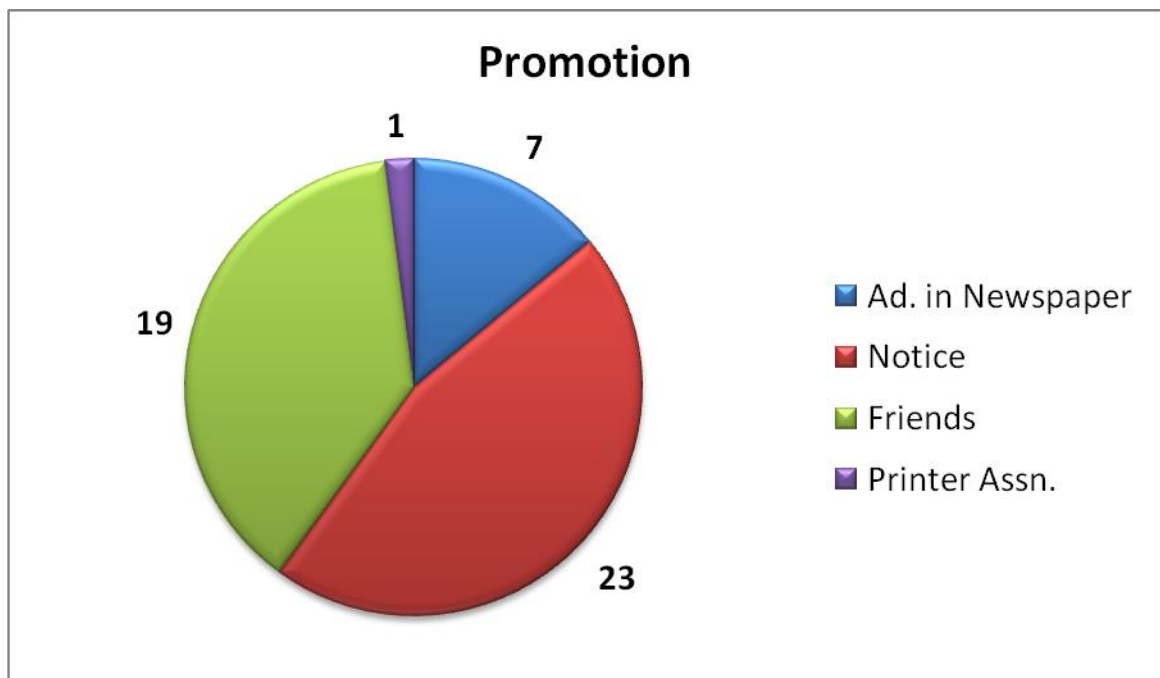
Low Price	High Quality Material	Print Clarity	Hi-Fi Design
3	3	4	0



40% of the people Chose Outstation printer for Print Clarity.

### Promotion Analysis

Ad in Newspaper	Notice	Friends	Printer Assn.
7	23	19	1



46% of the people know the printer through notice.

# Machinery Catalogue



KONICA MINOLTA

**MINIMISE ALL. MAXIMISE ALL.**

**bizhub PRESS**   
C1070/C1060



Giving Shape to Ideas

## The New Road for Digital Press Begins Here

"Harmonising with offset printing." Konica Minolta believes that this is precisely what digital press has to do to move forward. Moreover, digital press must strengthen its capabilities. The all-new bizhub PRESS C1070/C1060 were designed from the ground up to meet these goals. The engine and paper conveyance path are completely redesigned, and most importantly, media handling and productivity are now better than ever. And genuine Konica Minolta technologies including Simitri toner and the image processing system are further refined to achieve high image quality that rivals offset printing. The bizhub PRESS C1070 series – maximising digital printing with higher scale state-of-the-art performance.

### Harmonics Concept

Konica Minolta's concept for "mutual coexistence with the offset business," "expanding the range of application orders" and "accomplishing a wider range of printing missions." The answer is the "Multi-Role Digital Press."



# bizhub PRESS C1070/C1060

### Simitri HD<sup>E</sup> Toner

New Simitri HD<sup>E</sup> digital toner takes image quality and energy savings to the next level. Using a three-dimensional hybrid structure containing functional polymer, the toner offers a high follow-up for almost any type of media, achieving the optimal and most natural textures. And lower temperature fusing offers greater energy savings.

### All-New System

New technologies that meet the demands of professionals.



### Outstanding media handling

A redesigned paper conveyance path delivers surer and more stable productivity as well as greater reliability from the paper feeding section to the fusing section right through to the finishing route. And with the capability to handle a wider range of media, the bizhub PRESS C1070 series provides support beyond the realms of conventional digital printing.

### S.E.A.D. IV

S.E.A.D. IV is Konica Minolta's original and latest image processing technology. By working closely with the image formation process, S.E.A.D. IV harmonises "productivity," "image quality" and "stability" by fully leveraging the functions of the C1070 series to process images with pinpoint accuracy.



Bringing new possibilities to the digital printing business  
**That's the Multi-Role Digital Press**

**“Value” that meets expectations**



Delivering value through just-as-anticipated finishes with stable quality.



**“Handle more” at higher standards**

Take on more orders, handle more media.



**"Control" jobs more smoothly**

Boosting confidence by meeting printing industry standards.



**“Sustainable” for the environment**

A thoroughly environmentally sustainable design because it's a production machine.



**“Accomplish” more**

Value-added productivity, all for profitability.



\* The photos of the bizhub PRESS C1070/C1060 on the cover and this page are shown with options.



High quality  
High precision  
High stability

## “Value” that meets expectations

High image quality and precision that rival offset printing.  
Empower your business with finishes beyond your imagination.

### High Quality The thorough pursuit for offset quality

High resolution technology for beautiful reproductions

#### 1,200 dpi x 8-bit high quality & precision

Reproduce minute text and thin lines clearly as well as rich colour gradations even for colour images through synergy with 1,200 x 1,200 dpi high-resolution printing and Simitri HD<sup>®</sup> toner.

#### 256-step 8-bit processing controller and engine

Eight-bit multi-gradation data processing flow for each colour displays 256-step gradations within a single pixel. Both colour and monochrome data can be processed in 1200 dpi x 8-bit resolution.



Processing twice more information over offset printing (2,400 dpi x 1-bit) for high image quality.

Optimise print quality according to the output material

#### New FM screen processing

FM (Frequency Modulation) screen processing fully leverages the C1070 series' 1,200 dpi resolution. Improved 1,200 dpi FM screens with enhanced resolution and granularity eliminate jaggedness and moiré for smoother reproductions. In addition, the optimal screen processing can also be selected to match the quality required for the output based on the dots and lines.

#### Differences in screen processing



Dot190 (default)



Screen (FM1)

Print resolution  
**1,200dpi**  
X  
**1,200dpi**

Multi-gradation data processing  
**1,200dpi x 8-bit**

Outline processing for clearer texts

#### Precise outline processing

High precision outline processing practically eliminates blurs and raggedness of lines, normally associated with digital printing, to reproduce text details in higher definition. Quality is even improved for outputs that combine coloured text with thin lines and sharp outlines.

#### Text reproduction with outline processing on/off



Outline processing OFF

Outline processing ON



Thinning processing OFF

Thinning processing ON

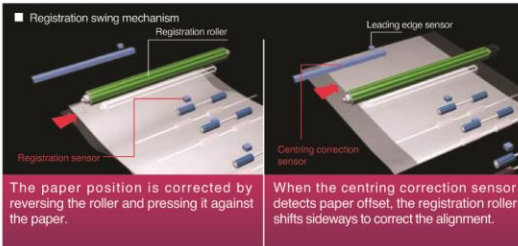


**High Precision** Take duplex printing, folding, and trimming to the next level

Enhance print position accuracy

**Higher print position accuracy**

The newly developed registration swing mechanism is standard-equipped with a centring detection sensor on the registration portion of the engine to provide high-precision centring correction.



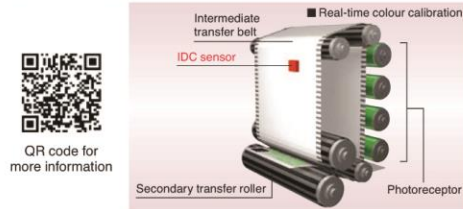
QR code for more information

**Stability** Consistent and stable outputs from the first print to the last

Further improved colour reproduction stability

**Real-time colour calibration**

This function controls image stability in short intervals during continuous printing by detecting density correction patches on the intermediate transfer belt and dot diameter correction patches with the IDC sensor, providing stable high quality outputs for a wide range of densities. range of densities. (Operates only when the Stabilization Adj Operation Setting is set at "Stability")

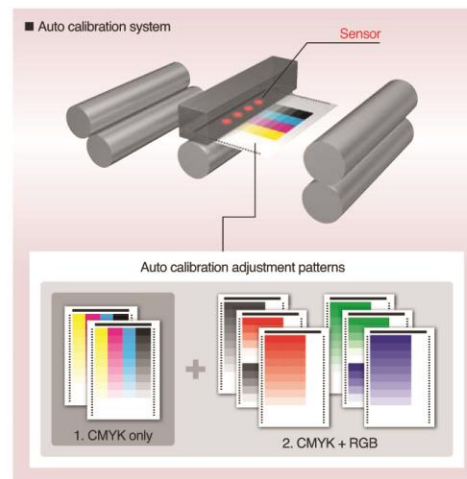


Konica Minolta's proven auto calibration system

**Enhanced colour density adjustment function with Relay Unit RU-509**

Correct the gradation density to match the characteristics of the output paper. Auto calibration offers up to 15 correction values according to paper or screen type. In addition, a mode that measures RGB as well as CMYK for the target colour further enhances accuracy.

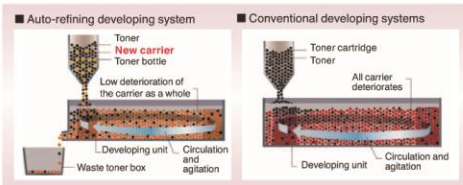
\* Optional. Equipped in RU-509



Stable developer performance. Stable image quality

**Auto-refining developing system**

Adopted for all four colours, auto-refining developing delivers stabilised high quality even for full colour images. New carrier along with the toner is regularly supplied to refresh the developer, stabilising the developer condition to maintain high quality outputs over the long term. Its longer life also helps to minimise downtime.



Greater  
Media  
Handling

## “Handle more” at higher standards

Expand the range of orders with higher productivity and diverse media handling. Create new business opportunities with a wider range of applications.

### High Productivity Flexibility to deliver with speed

#### Quick turnaround

##### High productivity at 71 pages per minute

At 71 ppm\*<sup>1</sup> for the C1070 and 61 ppm\*<sup>1</sup> for the C1060 in both colour and monochrome, the C1070 series boosts productivity to meet large orders with ease. And with 38 ppm\*<sup>2</sup> productivity for A3 size outputs, booklets and imposition data can also be processed right away.

\*<sup>1</sup> A4 crosswise using 62 to 176 g/m<sup>2</sup> paper. \*<sup>2</sup> Using 62 to 176 g/m<sup>2</sup> paper for C1070.

#### Enhanced thick paper productivity

##### Equal speed productivity for 62 to 176 g/m<sup>2</sup> paper

Productivity is now even more efficient, whether using normal paper or coated, and for simplex or duplex printing, thanks to the improved fusing unit and process control. The C1070 series maintains high-speed outputs of 71 ppm\* for paper up to 176 g/m<sup>2</sup>, boosting productivity even for mixed media.

\* A4 crosswise for C1070. 61 ppm for C1060.

C1070

A4 71 ppm  
A3 38 ppm

C1060

A4 61 ppm  
A3 33 ppm

Supported paper weights  
Max. 300 g/m<sup>2</sup>

#### High capacity plus high efficiency paper feeding maximise uptime

##### Max. 7,500-sheet paper feeding capacity

In addition to the 1,500-sheet capacity main unit trays, three types of paper feeding units are available for a maximum capacity of 7,500 sheets. Paper can be replenished on the fly to minimise downtime and maximise productivity regardless of the printing volume. A Multi-bypass Unit (MB-506) is also available for manual paper feeding.

\* Multi-bypass Unit (MB-506) can be used with the Paper Feeder Unit (PF-707 or PF-602m) removed.  
\* Using 80 g/m<sup>2</sup> paper for all units.



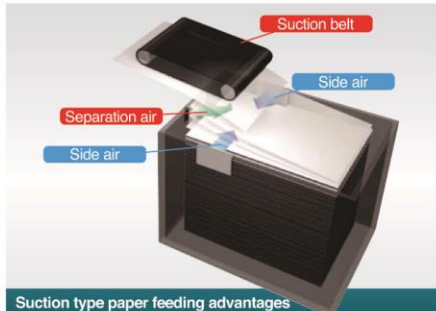


**Greater Media Handling** From thin to thick, coated and more – media handling that empowers your business

**Stabilised paper conveyance**

**Air suction belt paper feed system (PF-707)\***

The newly developed Suction Feeder PF-707, which was previously only supported for mid-production models, is now available for the bizhub PRESS C1070 series. The air assist function blows air from the sides and front to raise each sheet of paper to stick on the suction belt for conveyance, realising stable and damage-free paper feeding, even for thick and coated sheets. \* Optional

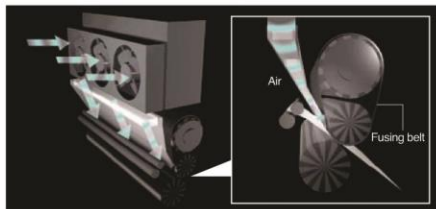


- Suction type paper feeding advantages**
- Prevents mis-feeding as it is less affected by paper dust.
  - Long maintenance cycle for shorter downtime.

**Reliable thin paper conveyance**

**Air blow fusing separation mechanism**

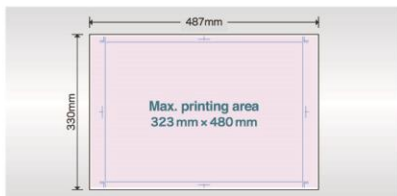
Air is blown to the area around the fusing nip to prevent the paper from winding around the roller. This also increases conveyance performance, greatly enhancing separation performance for thin sheets of paper. Air volume can be set automatically or manually according to paper type.



**Cover the entire page**

**A3 full-bleed printing**

The main unit's Tray 2 and all optional trays can accommodate custom sized paper up to 330 x 487 mm for a maximum printing area of 323 x 480 mm, allowing full-bleed A3-size printing with registration marks, as well as A4 size imposition printing with registration marks.



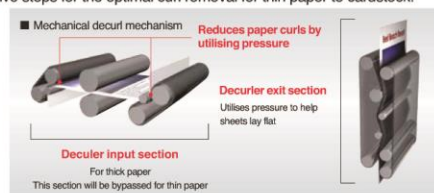
**Eliminate paper curls and static**

**Hybrid decurler\***

Create a hybrid curl correction system to prevent paper curls by combining the Relay Unit (RU-509), which employs a mechanical decurler, with the optional Humidifier Kit (HM-102). Paper curls can be optimally removed according to paper type, such as the mechanical decurler for coated sheets and the humidifying curler for non-coated sheets. The decurl amount can be adjusted manually, and responds flexibly to the changes in conditions. \* Optional

**Mechanical decurler**

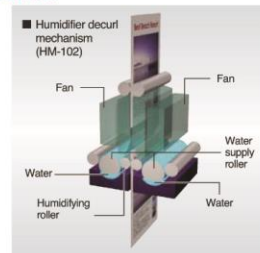
Standard equipped Relay Unit (RU-509) employs a zigzag paper passage that reduces paper curls. Decurling strength can be adjusted in five steps for the optimal curl removal for thin paper to cardstock.



**Humidifier type decurler\***

In addition to removing curls using humidification for uncoated paper, HM-102 controls paper absorption by removing heat and minimising static electricity.

\* With optional Relay Unit (RU-509) and Humidifier Kit (HM-102) installed.



**Create new business with postcard printing**

**Postcard printing\***

Install the required options for high-volume postcard-size printing including direct mailings and invitations. Use with variable printing to create new business opportunities.

\* With optional Paper Feeder Unit (PF-707/PF-602m) or Multi-bypass Unit (MB-506) installed.

**For high-on-demand envelope printing**

**Envelope printing\***

Expand your business opportunities by taking on new orders. The Envelope Fuser Unit (EF-103) supports printing for 100 x 148 mm to 248 x 375 mm envelopes. The optimally designed fusing roller almost eliminates wrinkles and ruffling, and the suction type paper feeder unit ensures pickup and conveyance from start to finish.



\* Supported with optional Paper Feeder Unit (PF-707).

\* Envelope Fusing Unit must be installed by the customer. Please contact your local Konica Minolta service provider for information regarding applicable envelope types.

Controller

# "Control" jobs more smoothly

Advanced colour management that meets printing industry standard. High-level colour management on par with offset printing.

Proven colour management with high affinity with the engine

## Konica Minolta Image Controller (IC-602) • Optional

### Professional image quality

IC-602 employs Konica Minolta's proprietary colour management developed especially for commercial printing.

### APPE 2\*

Adobe's original APPE 2.6 (Adobe PDF Print Engine 2.6) directly processes PDF files without having to access a printer driver for a proper transparent effect.

\* Supported only when upgrading.

### Control panel job management and editing

Manage jobs, edit job tickets and pages with outstandingly intuitive and efficient operations. Furthermore, tone curves can be adjusted using the same operations as Color Centro.



**Job ticket editing screen**  
Change detailed output settings including paper type and number of copies.



**Page editing screen**  
Change the configuration and paper settings of insertion pages, and confirm details with the preview display.



**Tone curve adjustment screen**  
Tone curves can be adjusted from the main unit's control panel using the same operations as Color Centro.

### Job Centro (job management utility)

Manage jobs from the PC's interface. The screen includes indicators and thumbnails to make operation more efficient.

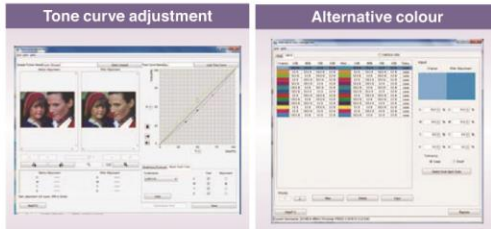


Job management screen



### Color Centro (colour management utility)

Create colour profiles and set and edit various colours with this ingenious colour management software.



This function replaces a specific input colour value with an alternative colour value.

### CTP workflow RIP connectivity

CTP workflow connectivity with bizhub PRESS is realised via JDF.

### CTP Workflow Integration with bizhub PRESS



Multi-functional controller with proven interface, imposition and more

**Fiery Image Controller (IC-308)** · Optional

**Fiery Image Controller (IC-415)** · Optional

**High-speed processing & high image quality**

Achieve high-speed processing with 1,200 dpi x 8-bit ripping and a 71 ppm (A4 crosswise) print engine. In addition, a wide choice of colour profiles lets you manage colours the way you want.

**Variable printing (IC-308) (IC-415)**

Variable printing, including Fiery FreeForm, PPML\* are supported, making impositions easier for more efficient processing.

\* PPML only available for IC-308

**APPE 2 (IC-308)**

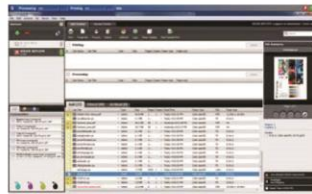
The new rendering engine APPE 2.5 (Adobe PDF Print Engine 2.5) offers transparent effect processing of PDF files as standard.



**Command WorkStation 5 (IC-308) (IC-415)**

Manage jobs effectively with both the Job Centre and Device Centre screens from your PC.

**Job Centre**



Integrating all job management functions

- Direct drag & drop operations
- Grasp job and server information on the same screen
- Customisable tool bar to match usage functions
- Full-screen job preview before and after RIP processing

**Device Centre**



Aggregating server setting functions in a single screen

- Universal profile simulation settings using intuitive colour setting tools
- Paper catalogue for tray settings from either the device or controller
- Efficient job log management function

**Colour management (IC-308) (IC-415)**

Performs colour management for CMYK, RGB, spot colours and more, regardless of the application or file format for conducting colour management according to purpose, such as for proofing or the production of the final product.



**Additional apps for printing operations**

· Optional

**SeeSequence Impose (IC-308) (IC-415)**

Create impositions of print jobs for variable data, in addition to business cards and saddle-stitched booklets. Also available for Mac OS.

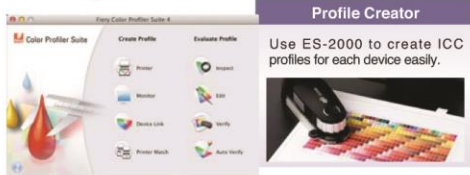


**Graphic Arts Package, Premium Edition (IC-308)**

Includes data checking functions such as Image Viewer, Preflight and Postflight, a colour correction function, halftone screen function for changing halftone angles, shapes, the number of lines, and more.

**EFI Color Profiler Suite (IC-308) (IC-415)**

Create, edit and manage the quality of the ICC profile required for colour management.



**Profile Editor**

Edit ICC profiles such as sharpness, contrast, grey adjustments and neutral point adjustments while viewing their details on the screen.





Value-added  
Productivity

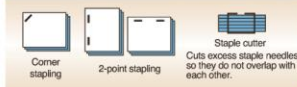
## “Accomplish” more

Improve profitability by maintaining high value-added productivity. Expand with the same options used in the higher end devices for a sophisticated yet compact system.

### All-in-one finisher (FS-532) \* Optional

FS-532 stapling finisher with staple cutter provides stapling for up to 100 sheets<sup>\*1</sup> for beautiful finishes regardless of the number of sheets through enhanced paper output consistency and a refined paper path. And a choice of three sub-options can be fitted to expand the system when required.

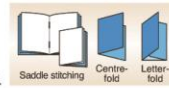
<sup>\*1</sup> Stapling for up to 50 sheets for A3 paper.



Expand

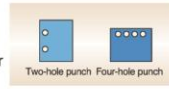
### Saddle stitcher (SD-510)

Use for saddle stitching, multi-letter-fold and centre-fold.



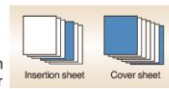
### Punch Kit (PK-522)

Two- to four-hole punching for paper up to 300 g/m<sup>2</sup>.



### Post Inserter\* (PI-502)

Add cover sheets and insertion sheets. Includes settings for two types of paper.



<sup>\*</sup> Mount Kit (MK-732) required for installation.  
<sup>\*</sup> Some options may not be installed, depending on the combination of the options.

### Saddle Stitcher (SD-506) \* Optional

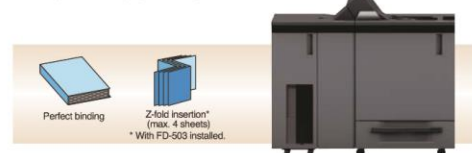
Effective for manuals and catalogues in small lots, SD-506 creates booklets of up to 50 sheets (200 pages). And the saddle-stitching system increases folding strength and accuracy, reducing paper offset during binding. In addition to multi-centre-fold and multi-tri-fold, a trimming function for creating clean-cut booklets is standard equipped to streamline post-processing tasks including bookbinding.



### Perfect Binder (PB-503) \* Optional

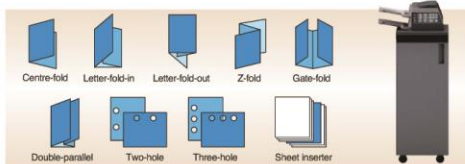
Perfectly binds up to 300 sheets (600 pages) or up to 30 mm thick. Cardstock up to 216 g/m<sup>2</sup> can be used for the cover, and inline printing and gluing is also available. Advanced paper alignment realises clean binding that eliminates three-way trimming, along with high productivity. In addition, books are automatically loaded onto the cart when finished.

<sup>\*</sup> Max. 91 g/m<sup>2</sup> for the inner pages when using a cover.



### Multi-folding unit (FD-503) \* Optional

FD-503 provides a variety of folding functions, including centre-fold, letter-fold-in, letter-fold-out, double-parallel, Z-fold and gate-fold for creating materials such as direct mailings, as well as two or three-hole punching. A paper inserter for setting two types of paper is also equipped.



### Stapling Finishers (FS-531/FS-612) \* Optional

Ideal for producing marketing collateral and corporate documents, these compact units staple up to 50 sheets\* of paper and can be expanded with the optional PK-512/513 Punch Kit and/or PI-502 Post Inserter. FS-612 also offers centre and letter folding capabilities and saddle stitches up to 20 sheets\* for producing 80-page booklets.

Note: The number of punch holes may vary depending on the market.  
<sup>\*</sup> 80 g/m<sup>2</sup> paper



### Large capacity stacker (LS-505) \* Optional

The LS-505 is designed to streamline operations with a capacity for 5,000 sheets and includes a cart. Up to two units can be installed side-by-side for a total capacity of 10,000 sheets, and finished documents can be taken out with the cart for easy transport to the next step. A sample ejection function allows quality checking to be made during large volume printing.



### Usability

#### Mouse-supported control panel!

Easy to see and operate, the 15-inch large screen display allows the display angle to be adjusted to match the user, and ensures outstanding operability with the user-friendly GUI and guide messages, even for various settings. A USB mouse can also be connected to ease operability.



Low  
Environmental  
Impact

## “Sustainable” for the environment

Green insights and ingenuity for more sustainable specifications.  
Focusing on social contribution, indispensable for today’s business.

### Compact, lightweight with fewer parts

The bizhub C1070/C1060 are 17.5 percent\* lighter and use fewer parts, yet still remain highly robust. CO<sub>2</sub> emissions have been reduced during production and transportation, and they help reduce environmental impact and conserve resources throughout their lifecycles.

\* Compared to previous C7000.

### Environmentally considerate materials

The C1070 series uses a high combination of recycled resins and bioplastics. Resources are effectively used and environmentally considerate materials are actively employed. A lead-free shaft is also adopted to protect the environment as well as the user’s health.

### Energy-saving design

In addition to the energy-saving performance targeted by Simitri HD<sup>E</sup> toner, an optimised transfer process reduces fusing temperatures by about 20 degrees to reduce energy use.

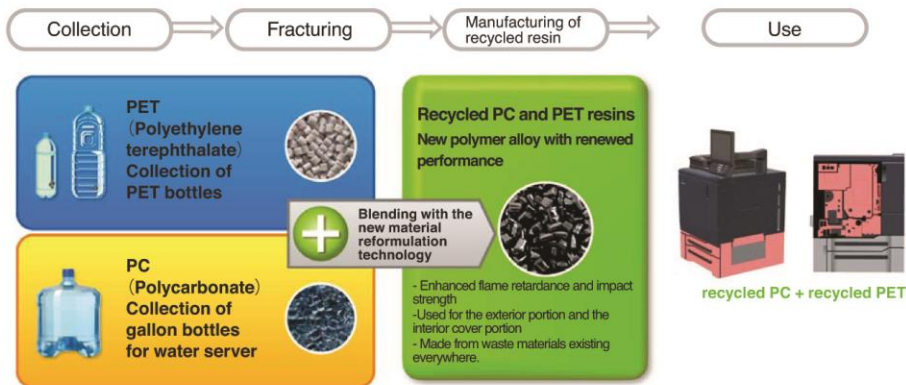
### Meeting ecological and environmental demands

KONICA MINOLTA products are designed with the environment in mind.

- Energy Star Certified
- RoHS Compliance
- WEEE Compliance
- Eco-friendly Toners
- Production at ISO Certified Factories

### Environmentally considerate resource utilisation

Plant-based bioplastic and recycled polycarbonate/PET are proactively used for the main unit to reduce impact on the environment.



bizhub PRESS C1070/C1060 | 11

■ bizhub PRESS C1070/C1060 General Specifications

		bizhub PRESS C1070	bizhub PRESS C1060
Type		Console type	
Colour Support		Full Colour	
Resolution	Scan	600 dpi x 600 dpi	
	Print	1,200 dpi (Equivalent to 3,600 dpi) x 1,200 dpi	
Gradation		8-bit / 256 gradation	
CPU		Core i5 2400 3.1 Ghz	Pentium G850 2.9 GHz
Memory		6 GB	
HDD		1.5 TB	
Original Type		Sheet, Book, Solid object	
Max. Original Size		A3 or 11x17	
Max. Printing Area		323 mm x 480 mm	
Paper Size (S: Short Edge Feed)		Standard: SRA3, A3, B4, SRA4, A4, B5, A5, 13x19, 12x18, 11x17, 9x11, 8 1/2x14, 8 1/2x11, 5 1/2x8 1/2S	
		Tab paper (A4, 8 1/2x11) Max. 330 mm x 487 mm, Min. 140 mm x 182 mm	
Image Loss		Multi-bypass (Option): SRA3, SRA4, A3, B4, A4, B5, A5, B5S, 13x19, 12x18, 11x17, 8 1/2x11, Postcard Max. 330 mm x 487 mm, Min. 100 mm x 148 mm	
		Max. 4.0 mm or less for top edge, Max. 4.5 mm or less for bottom edge, Max. 3.0 mm or less for right / left edges	
Warm-Up Time		390 seconds or less	
First Copy Out Time	Colour	7.1 seconds or less (A4*, 8 1/2x11)	7.6 seconds or less (A4*, 8 1/2x11)
	Black and White	5.9 seconds or less (A4*, 8 1/2x11)	6.3 seconds or less (A4*, 8 1/2x11)
Continuous Copy Speed (Colour / Black and White) <sup>2</sup>		71 sheets/min. (A4) 38 sheets/min. (A3)	61 sheets/min. (A4) 33 sheets/min. (A3)
Copy Magnification	Fixed Magnification	Inch: x 1.000, x 2.000, x 1.545, x 1.294, x 1.214, x 0.785, x 0.772, x 0.647, x 0.500 Metric: x 1.000, x 2.000, x 1.414, x 1.189, x 0.840, x 0.707, x 0.500	
	Zoom Magnification	x 0.250 to x 4.000 (Each 0.001 step)	
Tray Capacity		Standard: 1,500 sheets (80 g/m <sup>2</sup> ) Option: Multi-bypass, 250 sheets (80 g/m <sup>2</sup> )	
Paper Weight		62 g/m <sup>2</sup> to 300 g/m <sup>2</sup> (Limitations to paper types apply) Main Unit: 62 g/m <sup>2</sup> to 216 g/m <sup>2</sup> Multi-bypass, PF-707, PF-602m, LU-202: 62 g/m <sup>2</sup> to 300 g/m <sup>2</sup>	
		Up to 9,999 sheets	
Continuous Copy Count		SRA3, SRA4, A3, B4, A4, B5, A5, B5S, A6S, 13x19, 12x18, 11x17, 9x11, 8 1/2x14, 8 1/2x11, 5 1/2x8 1/2S, Postcard	
Auto Duplex		Max. 330 mm x 487 mm, Min. 100 mm x 148 mm Paper Weight: 62 g/m <sup>2</sup> to 300 g/m <sup>2</sup>	
Power Source		Inch: AC208 to 240V 21A 60 Hz Metric: AC220 to 240V 20A, 50 Hz / 60 Hz	
Power Consumption		Inch: 4,900W or less (Main body only) Metric: 4,700W or less (Main body only)	
		760 mm <sup>3</sup> x 903 mm <sup>4</sup> x 1,073 mm <sup>5</sup> 29.92 <sup>mm</sup> x 35.55 <sup>mm</sup> x 42.24 <sup>mm</sup> (Main body + Original Cover) Approximately 291 kg / 641 lb (Main body only)	

\*1 A4 crosswise full size / using the first tray / scanning from the original glass surface.  
 \*2 Printing speed may vary according to the paper weight.  
 \*3 Excluding the control panel, output tray, work table.  
 \*4 Including the rear duct.  
 \*5 Height to the top of the original cover excluding the control panel.

# bizhub PRESS C1070/C1060



Model shown is C1070/C1060 with options.

C1070  
Colour B&W  
71/71  
ppm

C1060  
Colour B&W  
61/61  
ppm

Resolution  
1,200  
dpi

SRA3

Scan ADF  
70  
opm

IC-Card  
Authentication

Bioplastic

Recycled  
PC/PET

**Simitri HD**

THE EVOLUTION OF TECHNOLOGY

For more information please visit the bizhub Web site at

[http://www.biz.konicaminolta.com/production/c1070\\_c1060/index.html](http://www.biz.konicaminolta.com/production/c1070_c1060/index.html)



Product appearance, configuration and/or specifications are subject to change without notice. This product is not available for some countries or regions.



KONICA MINOLTA, the KONICA MINOLTA logo and symbol mark, "Giving Shape to Ideas", bizhub, bizhub PRO, bizhub PRESS, Magicolor, PagePro, PageScope, Simitri, Simitri HD, Simitri HD+, Simitri with Biomass, Emperon, S.E.A.D., S.E.A.D.II, Printgroove and Konica Minolta Optimised Print Services and their respective logos are registered trademarks or trademarks of KONICA MINOLTA, INC. All other brands and product names are registered trademarks or trademarks of their respective companies or organisations.

**ISO15408 (EAL Level 3) Certification (Currently under application)**

These products comply with the security requirements of ISO15408 (EAL Level 3).

\* The ISO 15408 certification applies only to IT security capabilities. This certification is NOT a product guarantee.



From consulting, system design, to operations, Konica Minolta offers total support to optimise your office output environment.

<http://www.biz.konicaminolta.com/services/ops>

**Requirements for safe use**

- Please read and follow the instruction manual to ensure safe operation.
- Only operate using appropriate power supply and voltage.
- Connecting the earth wire to an inappropriate place may cause explosion or electric shock. Please connect accordingly (Taiwan and the Philippines only).

**KONICA MINOLTA, INC.**  
 2-7-2 Marunouchi Chiyoda-ku, Tokyo, Japan  
<http://www.biz.konicaminolta.com>

9251-3216-01 O1100(S)-A1 Printed in Japan



## Machinery Quotation



**KMI Business Technologies Pvt Ltd**



TIN: 33920641195

Date: 19/08/2014

M/s.Alagammal  
22 a, College Road,Subramaniapuram,  
4<sup>th</sup> Street north, Karaikudi - 630002

**Subject: Konica Minolta Digital colour Press C 1060**

Dear Sir,

Greetings to you.

On behalf of KMI, we thank you for the keen interest shown on our Konica Minolta range of Digital Color Press products.

KMI, established in 1993, is an innovative company that continuously delivers inspiring products and services in the field of business imaging, and leads the market through advance digital technologies and enhanced reliability.

KMI is one of the largest most diversified, multi-location and multidivisional OA/IT marketing organizations. We have operations in more than 18 countries across Asia Pacific & MEA region.

KMI is the authorized Sales & Service distributors for several worlds' finest and most reputed brands such as Konica Minolta, Panasonic, Develop brand photocopiers & printers; and Root Interactive Boards.

KMI provides products and consulting services that help companies get better business results through process innovation. More specifically, we help customers simplify and streamline their intensive *business processes with special focus* in the areas of human productivity, operation cost savings etc.

Dramatic shifts in the global business landscape and technological evolution has enabled KMI to rethink, redefine and reinvent itself over the past few years. We have done that by focusing on our customers, understanding their business-related needs, and suggesting them smart & innovative processes, suitably aided with the state of the art technology.

Today, KMI is more relevant to more businesses than ever before. No matter what size, or what industry you are in, our products and solutions will help you reduce costs, increase productivity and profit.

---

No.3068, Y-Black, 14<sup>th</sup> Main Road, Shanthi Colony, Anna Nagar, Chennai -600040.Ph.No-044 43500748, 43500749, [www.kmi.co.in](http://www.kmi.co.in)



## KMI Business Technologies Pvt Ltd



TIN: 33920641195

Date: 19/08/2014

Based on your request, we are pleased to furnish our techno-commercial proposal for the Konica Minolta Digital Color Production System. **Our products have won many accolades, and the following are to name a few:**

### The Product Awards



Please feel free to call us if you need any further information.

Assuring you our best attention and services at all times, We look forward for a mutually beneficial business relationship.

For KMI Business Technologies Pvt. Ltd.

**Mahendrababu.B.S**  
Area sales Manager  
Cell : 9894538386





## KMI Business Technologies Pvt Ltd



TIN: 33920641195

Date: 19/08/2014

### KONICA MINOLTA DIGITAL COLOR PRESS

### TECHNO-COMMERCIAL PROPOSAL

SNo	Model	Accessories	Unit Price	Qty	Amount INR
1	Konica Minolta Bizhub Press C1060	Along with IC 602 (KM Controller) OT 506 – Output Tray MB 506 –Multi Bypass unit LU 202 – Large capacity tray Spectrometer SPL.Discount Vat@5%	16,50,000	1No	16,50,000          ----- 18,63,750

#### Terms and condition

Sales Tax : Vat@5% included  
Payment : 100% advance along with the order  
Delivery : 2-3 Days  
Validity of Offer : Up to 30/09/2014  
Order to be placed : **M/s. KMI Business Technologies Pvt Ltd, Chennai**

**For KMI Business Technologies Pvt. Ltd.**

**Mahendrababu.B.S.**  
Area Sales Manager  
Cell : 9894538386



## KMI Business Technologies Pvt Ltd



TIN: 33920641195

Date: 19/08/2014

### Service Contract for Konica Minolta Digital Color Press

PCRC	:	Per Copy Rate Contract
PCRC Covered	:	Service, Spares and Consumables
Wastage	:	1% on the consumption
Service	:	Direct by KMI
Free Copies	:	First 5,000 copies

### PCRC RATE

#### **Colour print**

Up to 13 x 19' Size : Rs. 4.00 + Tax\* per print

#### **Mono (black & white print)**

Any size : Rs.1.00 +Tax\* per Print

Tax is as per govt. Rules.

We hope the offer is in line with your requirement, Please call on us at the below numbers for further information if any needed.

**For KMI Business Technologies Pvt. Ltd.**

**Mahendrababu.B.S.**  
Area Sales Manager  
Cell : 9894538386

---

No.3068, Y-Block, 14<sup>th</sup> Main Road, Shanthi Colony, Anna Nagar, Chennai -600040.Ph.No-044 43500748, 43500749, [www.kmi.co.in](http://www.kmi.co.in)

## Qualification Certificate

Reg.No: 0431S0001

  
**பாரதியார் பல்கலைக் கழகம்**  
**Bharathiar University**  
சமூக அறிவியல் புலம்  
**FACULTY OF SOCIAL SCIENCES**

பாரதியார் பல்கலைக் கழகம் ஏப்ரல் 2006ஆம் ஆண்டு நடந்த தேர்வில் அழகம்மை பெ, முதல் வகுப்பில் தேர்ச்சி பெற்றுத் தகுதியடைந்திருப்பதாக, உரிய தேர்வாளர்கள் சான்றளித்ததை ஏற்று, சர்வதேச வணிகவியல் நிறைஞர் என்னும் பட்டத்தினை அவருக்குப் பல்கலைக் கழக இலச்சினையுடன், பாரதியார் பல்கலைக் கழக ஆட்சிக் குழு வழங்குகின்றது.

The Syndicate of the Bharathiar University hereby makes known that **ALAGAMMAI B** has been admitted to the Degree of **MASTER OF INTERNATIONAL BUSINESS**, having been certified by duly appointed Examiners to be qualified to receive the same and was placed in **FIRST** Class, at the Examination conducted in **APRIL 2006** by Bharathiar University.

Given under the Seal of the University.

 கோயம்புத்தூர்  
Coimbatore  
நாள்  
Dated: 22nd January 2007  
v088798

  
தேர்வாளர்(பொ)  
Controller of Examinations i/c

  
  
பதிவாளர்  
Registrar

  
துணைவேந்தர்  
Vice-Chancellor

C No 106471





**Residential  
Proof**



1. குடும்பத்தலைவரின் பெயர்/முகவரி		2. சிலிண்டரின் எண்ணிக்கை	
மணிகண்டன்.P ப.எண் 106/52 கு.ம. தெரு காணாடுகாத்தான் 630103 காரைக்குடி (வ) சிவகங்கை		தில்லை	
		3. குடும்பத்தினுள்ள நபர்கள்	
		பெரியவர்கள்	2
		சிறியவர்கள்	1
பெயர்	வயது	பெயர்	வயது
மணிகண்டன்.P	31	அம்பாள்.M	1
அழகம்மை.M	27		

25 / G / 0418452

**குடும்ப அட்டை Family Card**  
2005 - 2009

எழுப்பொருள் வழங்கல் மற்றும் நுகர்வோர்  
பாதுகாப்புத்துறை  
Civil Supplies and Consumer Protection  
Department  
அரசி

காரைக்குடி (வ)			
ப.எண்/வா.ந	தெரு எண்	பழைய கதவு எண்	புதிய கதவு எண்
003	001		106/52
ப.எண்	கடையின் பெயர்	அ.பதிவேடு எண்	
1026	காணாடுகாத்தான்	1677	

E - E0006645P4 ---July 2009

முகவரி / கடை மாற்றம் குறித்த விபரங்கள்		2014 வேட்டி சேவை வழங்கியுள்ளது	
1. நாள்		2. கோட்டம் / வார்டு எண்	
3. தெரு எண்		4. அ.பதிவேடு எண்	
5. முகவரி		6. கடையின் எண்/பெயர்	
7. கடையின் முகவரி		8. உதவி ஆணையர் / வட்ட வழங்கல் அலுவலரின் கையொப்பம்	

மு.கவரி: 2463/14  
தெரு எண்: 1559  
கோட்டம்: 123-9-14  
அ.பதிவேடு எண்: 1559  
முகவரி: பிளாட் எண். 1 உ, 3724  
கடையின் எண்/பெயர்: சிவசுப்பிரமணியபுரம் அங்காடி வட்டி  
கடையின் முகவரி: சாலைக்குள்

**சென்னை**  
சென்னை வட்டி  
சென்னை

**SREENVAS GAS AGENCY**  
30381  
2CVL8  
KARAIKUDI

குடும்ப அட்டை வழங்கும் அலுவலரின் உபயோகத்திற்காக மட்டும்  
பெயர் சேர்த்தல்  
ப.எண் 1898/12-7-13  
M. கணேசு ரெயர் - 4 உயர்  
காரைக்குடி சேவை  
ப.எண்: 1574

**SPECIAL TAHSILDAR**  
(CIVIL SUPPLY)  
KARAIKUDI

1897/12 - 11-7-13  
No-106152  
சிவசுப்பிரமணியபுரம் - 1 உயர்  
காரைக்குடி 1574  
கடையின் எண்: 1574  
சென்னை

**SPECIAL TAHSILDAR**  
(CIVIL SUPPLY)  
KARAIKUDI

இயற்றலும் ஈட்டலும் காத்தலும் காத்தலும் வகுத்தலும் வல்ல தரசு.

62-1-1

Part I registration under MSME

Incorporation of proposed line of activity and Old Door No. approved vide this Office File No. Rc. 3744 /A5/2014 dated: 30.10.2014



**GOVERNMENT OF TAMILNADU**  
**DEPARTMENT OF INDUSTRIES AND COMMERCE**  
 Entrepreneurs Memorandum for setting up Micro, Small or Medium Enterprises

Form No: 2014/33/023/06129/MMSK

**ACKNOWLEDGEMENT PART - I**

M/s. MAGA PRINT SOLUTIONS, PROPX: M.ALAGAMMAI HAS FILED MEMORANDUM EXPRESSING ITS INTENT TO SET UP A SERVICING ENTERPRISE AT THE ADDRESS OLD D.NO. 0/2, NEW DOOR NO. 22 A, COLLEGE ROAD, SUBRAMANIAPURAM 4<sup>TH</sup> STREET NORTH, KARAIKUDI, KARAIKUDI TALUK, SIVAGANGA DISTRICT, TAMIL NADU PIN 630 002 FOR THE ITEM/ ITEMS INDICATED BELOW AND THE ACTIVITY IS PROPOSED TO COMMENCE FROM DECEMBER 2014 AS STATED IN FORM NO: 2014/33/023/06129/MMSK AND ALLOCATED ENTERPRENURS' MEMORANDUM NO. 2014/33/023/06129/MMSK / E AS BELOW  
 DETAILS OF ITEM / ITEMS TO BE MANUFACTURED / TO BE PROVIDED

SL. No.	Items of Manufacture / type of service to be rendered	Capacity in case of Manufacture
1.	DIGITAL PRINTING & DESK TOP PUBLISHING	--

(add additional sheet if required)

**NOTE:** THE ISSUE OF THIS ACKNOWLEDGEMENT DOES NOT BESTOW ANY LEGAL RIGHT. THE ENTERPRISE IS REQUIRED TO SEEK REQUISITE CLEARANCE/LICENCE/PERMIT REQUIRED UNDER STATUTORY OBLIGATION STIPULATED UNDER THE LAWS OF CENTRAL GOVERNMENT/STATE GOVERNMENT/UT ADMINISTRATIONS/COURT ORDERS.

**DATE OF ISSUE**

D	D	M	M	Y	Y	Y	Y
0	2	0	9	2	0	1	4

**NATURE OF ACTIVITY**

(MANUFACTURING-1, SERVICES-2)

2	SERVICING
---	-----------

**CATEGORY OF ENTERPRISE**

(MICRO-1, SMALL-2, MEDIUM-3)

2	SMALL
---	-------

**ENTREPRENEURS MEMORANDUM NUMBER**

3	3	0	2	3	2	2	0	6	1	2	9	E	PART-I
---	---	---	---	---	---	---	---	---	---	---	---	---	--------

(First two boxes are for State / Union Territory code, next three boxes are for District code, sixth and seventh boxes for nature of activity & category of enterprise (sixth box for indicating manufacturing or service and seventh box for indicating micro or small or medium) and last five boxes are for Entrepreneurs Memorandum number)



General Manager  
 District Industries Centre  
 Sivagangai  
 30/10/14




**PART-I**  
 (To be filled in as expression of intent)



1. NAME OF APPLICANT

M	.	A	L	A	G	A	M	M	A	I									
---	---	---	---	---	---	---	---	---	---	---	--	--	--	--	--	--	--	--	--

2. (a) ADDRESS OF COMMUNICATION

P	L	O	T	N	O	:	1	2	,	S	U	B	R	A	M	A	N	I	A	P								
U	R	A	M	,	4 <sup>th</sup>	S	T	R	E	E	T									N	O	R	T	H				
K	A	R	A	I		K	U	O	I										P	I	N		6	3	0	0	0	2

(i) TELEPHONE NUMBER

(ii) FAX NUMBER

(iii) CELL PHONE NUMBER

(iv) E-MAIL	amba.ganesh@gmail.com
-------------	-----------------------

(v) WEB-SITE	
--------------	--

(b) PERMANENT RESIDENTIAL ADDRESS (MAIN APPLICANT)

P	L	O	T	N	O	:	1	2	,	S	U	B	R	A	M	A	N	I	A	P	U	R	A	M				
4 <sup>th</sup>										S	T	R	E	E	T							N	O	R	T	H		
K	A	R	A	I		K	U	O	I										P	I	N		6	3	0	0	0	2

(i) TELEPHONE NUMBER

(ii) FAX NUMBER

(iii) CELLPHONE NUMBER

(iv) E-MAIL	
-------------	--

(v) WEB-SITE	
--------------	--



3. NAME OF PROPOSED ENTERPRISE (if decided)

M A G A P R I N T S O L U T I O N S

old no 0/2, New no 22A, College Road

4. PROPOSED LOCATION OF ENTERPRISE Subramaniapuram 4th St North

i) VILLAGE/TOWN K A R A I K U D I

CODE

630002

(ii) TEHSIL/TALUK/  
MANDAL

K A R A I K U D I

CODE

(iii) DISTRICT S I V A G A N G A I

CODE

(iv) STATE T A M I L N A D U

CODE

(v) PIN CODE

vi) (AREA; (RURAL -1, URBAN -2)

5. CATEGORY OF ENTERPRISE  
(MICRO -1, SMALL -2, MEDIUM -3)

2

2

6. NATURE OF ACTIVITY [Tick Appropriate Box(es) ]

(i) MANUFACTURE

(ii) SERVICE

7. NATURE OF OPERATION  
(Perennial -1, Seasonal -2, Casual-3)

3

8. WHETHER THE UNIT WILL BE AN ANCILLARY  
(Yes -1, No -2)

2

9. PROPOSED SCHEDULE OF INSTALLATION OF PLANT &  
MACHINERY

M M Y Y Y Y

092014

10. TYPE OF ORGANIZATION

(PROPRIETARY -1, HUF -2, PARTNERSHIP-3, CO-OPERATIVE -4,  
PVT.LTD.COMPANY -5, PUBLIC LIMITED COMPANY -6, SELF -HELP  
GROUP -7, OTHERS -8)

1

11. (a) MAIN MANUFACTURING / SERVICE ACTIVITY

NAME

CODE (NIC 98\*)

(b) PRODUCTS TO BE MANUFACTURED / SERVICE TO BE PROVIDED

(i) NAME

CODE (ASICC 2000 \*)

(ii) NAME

CODE (ASICC 2000 \*)

(iii) NAME

CODE (ASICC 2000 \*)

(iv) NAME

CODE (ASICC 2000 \*)

(v) NAME

CODE (ASICC 2000 \*)

(\*) Codes for activities and products / services as per classification specified from time to time by the office of the Development Commissioner (Small Scale Industries), to be filled in by District Industries Centre or the office where the Entrepreneurs' Memorandum is to be submitted.

(ADD ADDITIONAL SHEET FOR MORE PRODUCTS)

12. (a) PROPOSED INVESTMENT IN FIXED ASSETS [Rupees lakh]

(i) LAND (OWNED -01/RENTED -02/LEASED -03)

02

APPROXIMATE VALUE\*

0.1

(ii) BUILDING (OWNED- 01 /RENTED -02/ LEASED -03)

02

APPROXIMATE VALUE\*

0.1

- (iii) PLANT & MACHINERY VALUE\* (In case of manufacturing enterprise)
- (iv) EQUIPMENT VALUE\* (In case of service enterprise)
- (v) FOREIGN EQUITY, IF ANY VALUE\*

[\* The value in the boxes should be filled from right side e.g. if the value is Rs. 10 lakh it should be written as         This will also apply to all other items (rows) where quantity, number, etc., to be given]

13. INSTALLED CAPACITY (Proposed) PER ANNUM

(i) PLANT A	PRODUCT .....	QTY	UNIT
	PRODUCT .....	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
	PRODUCT .....	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
	PRODUCT .....	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
(ii) PLANT B	PRODUCT .....	QTY	UNIT
	PRODUCT .....	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
	PRODUCT .....	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>
	PRODUCT .....	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/>

14. POWER LOAD (ANTICIPATED) H.P / K.W.       /

15. (a) (i) OTHER SOURCE OF ENERGY /POWER [IF REQUIRED]

(NO POWER NEEDED -1, COAL -2, OIL-3, LPG-4, ELECTRICITY FROM GRID-5, ELECTRICITY FROM GENERATOR - 6, NON-CONVENTIONAL ENERGY -7, TRADITIONAL ENERGY/ FIRE WOOD-8)





18. EXPECTED SCHEDULE OF COMMENCEMENT OF PRODUCTION / ACTIVITY

M M Y Y Y Y

DATE : SIVALANGAI  
PLACE : 28/10/14

1	2	2	0	1	4
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*M. Alayni M. Alayni*

[ SIGNATURE OF THE APPLICANT / AUTHORISED PERSON ]

NAME OF THE PROPRIETOR / PARTNER/ MANAGING DIRECTOR

(a) Enclose a self – certified copy of Power of Attorney / Board Resolution/ Society Resolution, wherever applicable, while signing as Partner/ Managing Director or Authorised Person.

(b) Enclose a certificate / notarized copy of the Partnership Deed / Memorandum of Association / Articles of Association in case of Medium Enterprises.

Undertaking

This is to Certify that the information furnished in the memorandum in FORM NO. ....is true and correct to the best of my knowledge and belief.

DATE : SIVALANGAI  
PLACE : 28/10/14

*M. Alayni M. Alayni*

[ SIGNATURE OF THE APPLICANT / AUTHORISED PERSON ]