

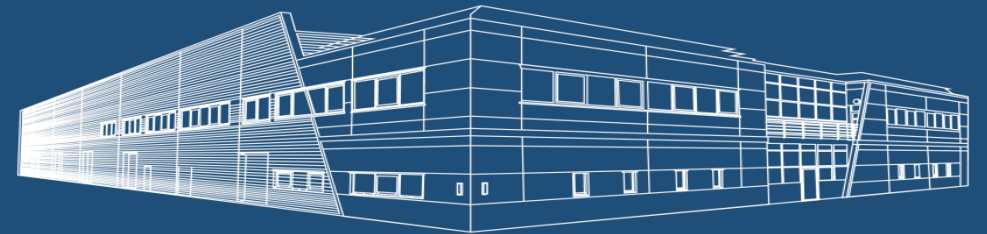
**JETVARNISH 3D One**

THE EMBELLISHMENT  
FOR EVERY **One**



KONICA MINOLTA

INDUSTRIAL DIGITAL PRINTING





# COMPETITOR ANALYSIS

**MGI**  
Digital Technology

VS

**Duplo**



**JETVARNISH 3D One**



**Duplo**  
DuSense Spot UV DDC-810



# MGI JETvarnish 3D One vs Duplo DuSense DDC-810

Max. Varnish Thickness:  
**+45%** up 116 μm

Printing Speed:  
up to **+280%** (2000 SRA3)

Spot Varnish Editor:  
job file modifications  
right from production floor  
(no pre-press)

Min. Varnish Thickness:  
From 2μ\*

Registration:  
Full automatic registration by  
artificial intelligence AIS  
SmartScanner.  
No Crop Marks

Varnish Cost per Page:  
**3x Cheaper !**

Only **ONE**  
Universal varnish

Feeder Capacity:  
**+100%** up 2,500 sheets

 **Eco-Friendly**  
Ozone-free  
Solvent free

Substrates Compatibility:  
**+50%**

Substrates Thickness:  
Larger Range

**Best Technology, Best Price, Best Solution!**



\* Using Dithering Mode on Closed Substrates



# PRODUCTION SPEED



## Duplo

Thickness	Production Speed (sph)
SRA4 – 7μ*	3320
SRA4 - 21μ	3320
SRA4 - 36μ	2650
SRA4 - 51μ	2010
SRA4 - 80μ	1280
SRA4 - 116μ	870

**SRA4**  
\* long edge first

VS

**Up To  
3X Faster vs  
Duplo**

Thickness	Production Speed (sph)
SRA4 - 7μ	NOT POSSIBLE
SRA4 - 21μ	2100
SRA4 - 35μ	1620
SRA4 - 50μ	1080
SRA4 - 80μ	400
SRA4 - 116μ	NOT POSSIBLE

**NON STOP PRODUCTION**

**PRODUCTION STOPPED EVERY 300 SHEETS (Purge, Wasting Cost & Down time)**



# PRODUCTION SPEED



## Duplo

Thickness	Production Speed (sph)
SRA3 – 7μ*	1900
SRA3 - 21μ	1900
SRA3 - 36μ	1500
SRA3 - 51μ	1190
SRA3 - 80μ	750
SRA3 - 116μ	510

SRA3  
\* short edge first

VS

Up To  
3,75X Faster  
vs Duplo

Thickness	Production Speed (sph)
SRA3 - 7μ	NOT POSSIBLE
SRA3 - 21μ	1080
SRA3 - 35μ	810
SRA3 - 50μ	540
SRA3 - 80μ	200
SRA3 - 116μ	NOT POSSIBLE

**NON STOP PRODUCTION**

**PRODUCTION STOPPED EVERY 300 SHEETS (Purge, Wasting Cost & Down time)**



# REGISTRATION



# Duplo

## Digital Automated Registration

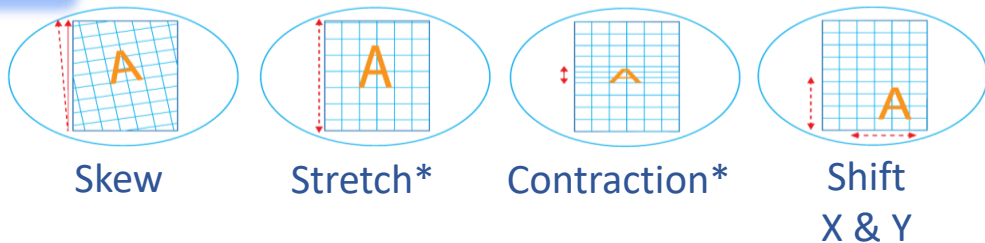
### MGI AIS Scanner *by MGI*

- NO Need Crop Marks
- NO Waste
- Correction of total or local distortions
- 5k Billion operations per second

VS

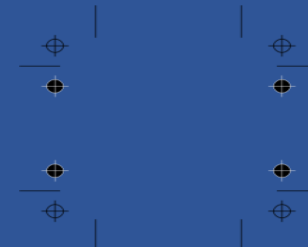
## Duplo Cameras system

- 2 CCD camera system
- Need Crop Marks
- Limited to X & Y Correction
- Registration is not as efficient
- Make-Ready Time
- Max.  $\pm 2$  mm in the horizontal and vertical directions. XY offset @  $\pm 5$  mm in the horizontal and vertical directions.



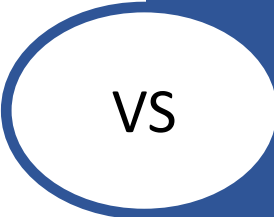
**1Px precision**

AS MGI 4 YEARS AGO





# VARNISH FORMULAS



## 1 Universal Varnish Solution for:

- 2D / 3D Effects / Textured
- All Substrates: Toner / Offset / Flexo
- Lamination / Primer / Plastics / & more

NO NEED TO CHANGE & NO WASTES

**From 2µm\* to 116µm Thickness**

**GREY SCALE MANAGEMENT**

*\* Using Dithering Mode on Closed Substrates*

## 4 different Varnish Solutions:

- Different Effects
- HP electro inks
- Offset print
- Corona treated OPP laminate
- XEROX toner

WASTING TIME & MONEY

**From 21µm to 80µm Thickness**

**MULTI-PASS PRODUCTION TO MANAGE DIFFERENT THICKENSS**



# SOFTWARE SUITES ADVANTAGES

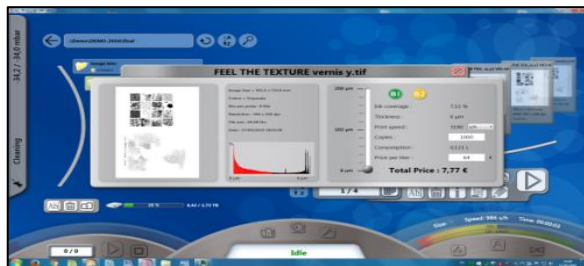


VS

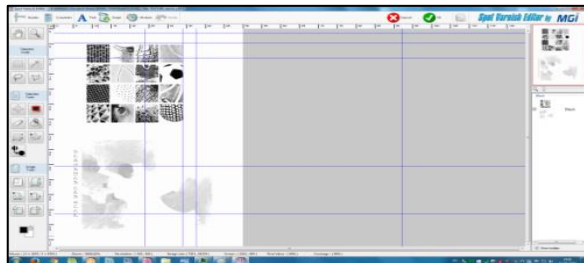
**Duplo**



- **A 100% MGI Software Suite**
- User friendly interface
- Flexible settings management



- **Automatic & Predictive Cost Calculator**



- **Spot Varnish Editor**
- Exclusive Advanced Editing tools

- **Limited Spot Varnish editor**
- Minor corrections / Shifting
- Needs to go back to Prepress dpt.
  
- **NO Artificial Intelligence**
- **NO Spot Varnish Editor**





# COST OF VARNISH



## JETVARNISH 3D One

Varnish Price /Liter MSRP	<b>120 €</b>
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MGI Varnish canister= 10L

## Duplo

Duplo Varnish canister = 3L

## Duplo - Duplo DuSense DDC-810

Varnish Price / Liter MSRP (duplo dusense sensory varnish ref: 80b336700)	<b>220 €</b>
Varnish Click Charge (0,30 €)*	<b>300 € / 1000 Sheets (SRA3)</b>

\* Click Charge program



# SUBSTRATES RANGE COMPATIBILITY

Substrates Range <sup>(1)</sup>	MGI JETvarnish 3D One	Duplo DDC 810
<b>Art Paper</b>	YES	YES
<b>Coated</b>	YES	YES
<b>PVC</b>	YES	NO
<b>Aqueous (Acrylic) Varnish</b>	YES	NC
<b>OPP lamination</b>	YES	NO
<b>PET lamination</b>	YES	YES
<b>Nylon lamination</b>	YES	NO
<b>BOPP lamination</b>	YES	NO
Substrates Thickness	MGI JETvarnish 3D One	Duplo DDC 810
<b>MIN (gsm)</b>	135	160
<b>MAX (gsm)</b>	450	450

<sup>(1)</sup> See MGI recommended substrates list or customer validated substrates



# FEATURES COMPARISON


	MGI JETvarnish 3D One	Duplo DDC-810
<b>Coating Thickness Minimum</b>	2µm*	21µm
<b>Coating Thickness Maximum</b>	116µm	80µm
<b>Production Speed SPH (A3)</b>	1 964 B3/h	1 080 B3/h
<b>Registration</b>	MGI AIS Scanner for a full sheet automatic registration with NO Marks	2 CCD cameras for X & Y correction only with Duplo Crop Marks
<b>Min. Sheet size</b>	210 x 297 mm	210 x 279 mm
<b>Max. Sheet size</b>	364 x 750 mm	364 x 740 mm
<b>Max. Printable width</b>	<b>352 mm</b> (96.7% of 364 mm Width)	331 mm (with minimum margin 10mm on all sides) (90.9% of 364 mm Width)
<b>Paper Feeder</b>	30 cm - 2500 sheet @135 Gsm	15 cm - 1100 sheets @160 Gsm
<b>Features</b>	Automatic double sheet detection system	No Automatic Double sheet Detection system



\* Using Dithering Mode on Closed Substrates



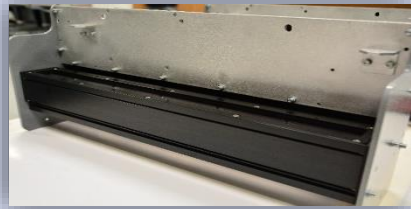


# FEATURES COMPARISON

Features	MGI JETvarnish 3D One	Duplo DDC-810
<b>Feeder</b>	30cm - 2500 sheets 135 g/m2	15 cm - 1100 sheets 160 g/m2
<b>Automatic double sheet detection system</b>	YES	NC
<b>Power</b>	Single-phase power 220 Volts	Three-phase power 240 volts
<b>Environment</b>	 <b>OZONE &amp; SOLVANT FREE</b> <b>Green Environment</b> <b>LOW consumption</b>	<b>UV + OZONE</b> HIGH consumption



# AVAILABLE OPTIONS

OPTIONS	JETVARNISH 3D One
<p><b>1. JETVARNISH 3D One - AUTOMATIC PDF CONVERTER PC C1 UNIT</b> <i>Specific RIP PC unit for JETVARNISH 3D ONE to convert Multilayers PDF to TIFF</i> <b>PN:19110</b></p>	
<p><b>2. JETVARNISH 3D One - VDP BARCODE CAMERA</b> <i>BARCODE Camera System for JETVARNISH 3D One</i> <b>PN:19111</b></p>	
<p><b>3. JETVARNISH 3D One - METALLIC SUBSTRATES LIGHTING</b> <i>AIS Scanner Coaxial lighting to print on Metallic Substrates</i> <b>PN: 19112</b></p>	



# AVAILABLE OPTIONS

OPTIONS	JETVARNISH 3D One	Duplo DDC-810
1. AUTOMATIC PDF CONVERTER	YES, through a powerful PC unit	Standard Built-in software solution
2. VDP BARCODE CAMERA	YES (1D & 2D barcodes)	YES (1D & 2D barcodes)
3. LIGHTING FOR METALLIZED SUBSTRATES	YES	NO





# MGI JETvarnish 3D vs Duplo DDC-810



## Cost & Speed of Production & Comparison





# Cost Analysis - 21μ Varnish

Format Size <b>SRA3</b>	Varnish Thickness <b>21μ</b>		
	<b>MGI - JETvarnish 3D One</b>	<b>Duplo DDC- 810</b>	<b>Duplo DDC- 810</b>
Speed – sheets per hour	1 964	1 080	1 080
<b>Varnish Coverage</b>	MGI Varnish Price	Cost per 1000 (Click Cost)	Duplo Varnish Price (220 € / Liter)
5%	<b>18,22 €</b>	<b>300 €</b>	<b>33,40 €</b>

**Up to 16x  
Times Cheaper!**



**Duplo**

**Duplo**







# MGI & KM Bundle VS. Duplo & KM Bundle



**JETVARNISH 3D One**

**+**

**VS**



**Duplo DuSense**

**+**



**AccurioPress**  
C14000/C12000



**AccurioPress**  
C14000/C12000





# Cost Production (Print + Embellishment): 1 000 Sheets

JETVARNISH 3D One



AccurioPress C14000/C12000  
KONICA MINOLTA

## Bundle Cost of Production

- Click Cost / 1000 Sheets: **27,00 €** (140 ppm)
- Embellishment Cost Production 3D One: **18,22 €**
- Global Production Time: **40 min** (= 10min + 30 min)
- Global Labor Cost (30€ /hr): **20,00 €**



**Total Cost Print + Embellishment:**

**65,22 €**

1000 sheets



**1,53x**

Cheaper  
vs Duplo

Duplo  
DuSense



AccurioPress C14000/C12000  
KONICA MINOLTA

## Bundle Cost of Production

- Click Cost / 1000 Sheets: **27,00 €** (140 ppm)
- Embellishment Cost Production DUSENSE: **33,40 €**
- Global Production Time: **80 min** (= 10min + 70 min)
- Global Labor Cost (30€ /hr): **40,00 €**



**Total Cost Print + Embellishment:**

**100,40 €**

1000 sheets



# MGI & RICOH VS. Duplo & RICOH Bundle



**JETVARNISH 3D One**



**Duplo DuSense**

**+**

**VS**

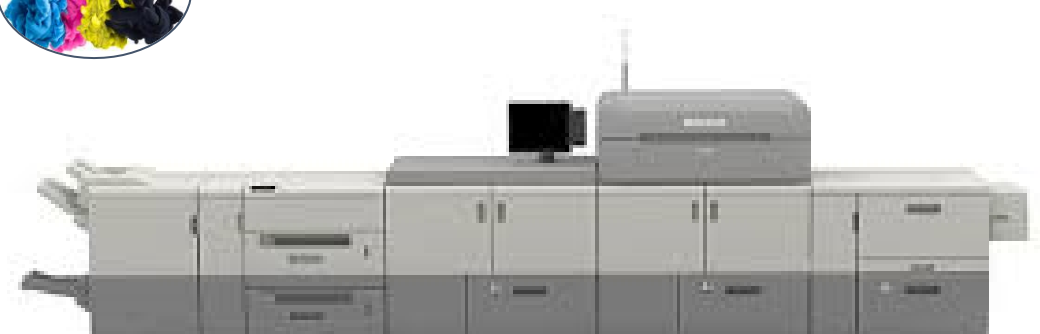
**+**



**RICOH C9210**



**RICOH C9210**





# Cost Production (Print + Embellishment): 1 000 Sheets

**JETVARNISH 3D One + RICOH C9210**

## Bundle Cost of Production

- Click Cost / 1000 Sheets: **26,00 €** (135 ppm)
- Embellishment Cost Production 3D One: **18,22 €**
- Global Production Time: **41 min** (= 11min + 30 min)
- Global Labor Cost (30€ /hr): **20,50 €**



**Total Cost Print + Embellishment:**

**64,72 €**

1000 sheets

**Duplo DuSense + RICOH C9210**

## Bundle Cost of Production

- Click Cost / 1000 Sheets: **26,00 €** (135 ppm)
- Embellishment Cost Production DUSENSE: **33,40 €**
- Global Production Time: **81 min** (= 11min + 70 min)
- Global Labor Cost (30€ /hr): **40,50 €**



**Total Cost Print + Embellishment:**

**99,90 €**

1000 sheets

**1,54x**

Cheaper  
vs Duplo





# MGI & Xerox VS. Duplo & Xerox Bundle



**JETVARNISH 3D One**



**Duplo DuSense**

**+**

**VS**

**+**

**XEROX™ Versant**

**XEROX™ Versant**







# Cost Production (Print + Embellishment): 1 000 Sheets

**JETVARNISH 3D One + XEROX™ Versant**

## Bundle Cost of Production

- Click Cost / 1000 Sheets: **25,00 €** (44 ppm\*)
- Embellishment Cost Production 3D One: **18,22 €**
- Global Production Time: **55 min** (= 25min + 30 min)
- Global Labor Cost (30€ /hr): **27,50 €**



**Total Cost Print + Embellishment:**

**70,72 €**

1000 sheets

\*for 350 gsm

**Duplo DuSense + XEROX™ Versant**

## Bundle Cost of Production

- Click Cost / 1000 Sheets: **25,00 €** (44ppm\*)
- Embellishment Cost Production DUSENSE: **33,40 €**
- Global Production Time: **95 min** (= 25min + 70 min)
- Global Labor Cost (30€ /hr): **47,50 €**



**Total Cost Print + Embellishment:**

**105,90 €**

1000 sheets

\*for 350 gsm

**1,49x**

Cheaper  
vs Duplo





# Cost of the Equipment – Public Price



**JETVARNISH 3D One**

**140 000,00 €**

**The Right  
Pricing Policy**

**Duplo**



**130 000,00 €**



THANK YOU  
FOR YOUR  
ATTENTION !

JETVARNISH 3D One



KONICA MINOLTA

INDUSTRIAL DIGITAL PRINTING

