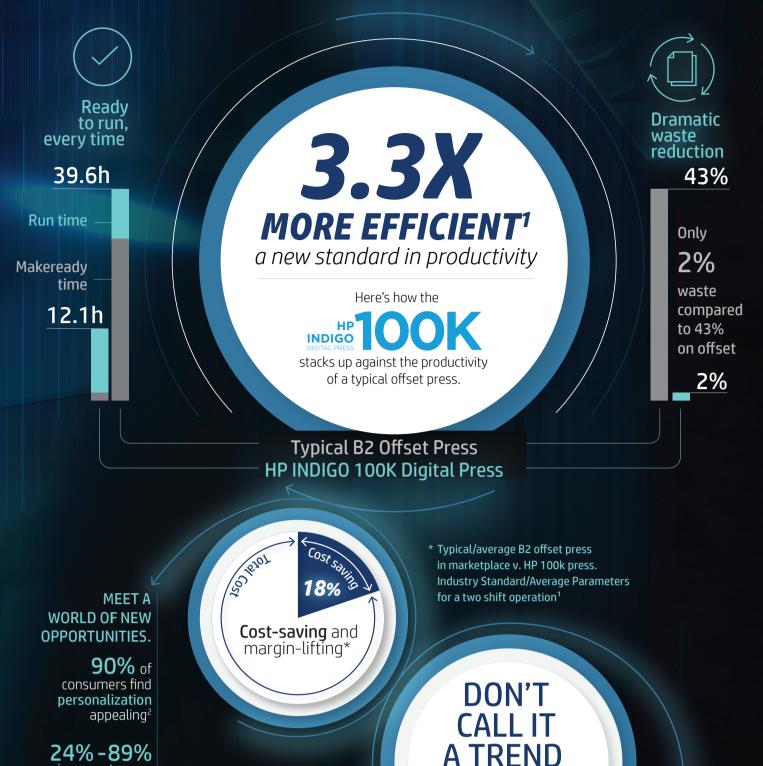
Grow in high gear Digital is your driving force

Leading the industry's growth, there are reasons why digital commercial printing is resilient against the downward trend that analog is experiencing. Find out how digital can upgrade your production floor with efficiency gains so impactful it can revamp your business into a versatile, high-performing powerhouse.



24%-89% premiums customers

> manufacturing and customer expectations.

It's a new era in

digital print enhancements over CMYK-only work³

> Join the proliferation of micro-runs⁴

> > 72% of manufacturers expect to be highly digitized by 2020⁶

> > > Welcome to **Commercial Printing**

Brilliant. Efficient. Resilient.



INDUSTRY 1.0

STEAM

INDUSTRY 2.0 ELECTRICITY

Offer more to make more

47% of commercial printers describe themselves as a combination of company types⁷

In addition to providing print service:

43% provide mailing service 28% provide fulfillment service



68% of consumers are more loyal to

projected

20% provide marketing service

organizations that offer convenience⁸

/eD-۰U GR through 2021⁹

Sources:

- HP 100K brochure
- Lazarova, Petra (2020), "How are New Expectations Affecting Personalization in 2020," Progress Blogs, Progress, (accessed June 30, 2020), [available at 2 https://www.progress.com/blogs/how-new-expectations-affect-personalization-2020].
- 3 It's time to get personal, e-book, www2.hp.com/v2/getpdf.aspx/4AA7-4280ENW.pdf
- 4 IT Strategies Keeping your print business thriving in today's market How to overcome complexity and be ready for future
- IEEE Xplore Digital Library. IEEE is Fueling the Fourth Industrial Revolution 5 https://innovate.ieee.org/innovation-spotlight-ieee-fueling-fourth-industrial-revolution/
- Hoey, Brian (n.d.), "6 Important Industry 4.0 Statistics to Know," Supply Chain and Sales and Operations Planning Software, (accessed July 17, 2020), [available at 6 https://blog.flexis.com/6-important-industry-4.0-statistics-to-know].
- Paparozzi, Andrew D. (2018), "Commercial Outlook: The Changing Landscape," Printing Impressions, (accessed June 30, 2020), [available at 7 https://www.piworld.com/article/the-changing-landscape-of-commercial-printing-in-2019/].
- "New Epsilon research indicates 80% of consumers are more likely to make a purchase when brands offer personalized experiences," The Industry's Most 8 Advanced Data-Driven Marketing, (accessed June 30, 2020), [available at https://us.epsilon.com/pressroom/new-epsilon-research-indicates-80-of-consumers-are-more-likely-to-make-a-purchase-when-brands-offer-personalized-ex periences].
- Web-to-Print Solutions: What's Driving Its Adoption by Print Service Providers? NAPCO Research.



© Copyright 2020 HP Development Company, L.P. The information contained herein subject to change.

4447-8034FNW