

# Rapid Efficiency Gains Across Three Locations

## Performance Added Value in Perforation for Atruvia AG

Upgrading three locations with advanced perforation technology and developing a production-ready application within six weeks? For our customers, we make the seemingly impossible possible: Atruvia AG was able to execute an order on short notice in exceptionally short time.



**ATRUVIA**

DIGITAL  
WEB FINISHING 

### Key facts

#### Customer

Atruvia AG,  
Berlin / Karlsruhe / Münster (Germany)

#### Market

Production of transactional documents

#### Applications

Bank statements, credit card statements, insurance documents, salary slips

#### Hunkeler solution

Generation 8 Roll to roll inline solution with Dynamic Processor DP8, Upgrade of two existing DP8 modules

#### Printer type

Canon ColorStream CS8000

The question for Atruvia AG was not whether they wanted to accept a large-scale order. The uncertainty among the print and data experts was more about whether they would be technically prepared for such a complex undertaking as quickly as required. However, after consultation with us, a trusted and proven partner in print processing for several decades, quickly provided reassurance: This will work.

We at Hunkeler drew our confidence to commit to a successful implementation from our deep knowledge of the availability and capabilities of our teams. The task was not only to install a new Hunkeler DP8 inline solution at Atruvia's Karlsruhe site: A Roll to roll inline solution that connects the Dynamic Processor DP8 with a Canon ColorStream 8000 printer. Already existing DP8 modules at Atruvia's Berlin and Münster sites were technically upgraded. At all three locations, print jobs for the order are to be executed—jobs that, due to their complex design featuring three different perforation types, certainly pose a challenge.

«We know what we are getting into with Hunkeler: we have always been well served there», explains Edwin Klemm, Tribe Lead Print Center. The Atruvia team also placed full trust in the fact that not only would the hardware at the three locations be ready for operation on time, but the necessary control application for processing the order's print documents would also be available.

## Backup and Efficiency Gains

«The special requirement for this new solution was that we wanted to achieve product optimization. This means we needed to consolidate different perforation requirements into a single application—and we succeeded in doing so,» explains Edwin Klemm, describing the motivation behind upgrading to the DP8 solution at three locations. The efficiency gains for this process step cannot be underestimated, given the volumes processed daily at the Atruvia sites. «We specialize in high-volume transactional documents such as account statements, credit card and payroll slips, as well as any kind of insurance documents,» adds Christian Kempf, Business Unit Lead for Output Solutions at Atruvia AG. These are sensitive documents, not only highly individualized but also reliant on a seamless and efficient production process. Timely delivery is critical to the business operations of Atruvia’s clients.

It is no surprise that successful fulfillment in print processing holds special importance for Atruvia AG. «With our three print locations, we are fully backup-capable at all times,» says Christian Kempf. «We use the same secure closed-loop process at all three sites, and we have a redundant infrastructure supporting the technology behind it.» Kempf further explains that if an issue were to arise, there are always two other locations capable of compensating for any disruptions.

This redundant production capability at the three locations—Berlin, Karlsruhe and Münster—also offers clear advantages



Christian Kempf, Business Unit Lead Output Solutions

«The collaboration with Hunkeler has become a constant in my professional life, for which I am very grateful.»

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in terms of sustainability. The proximity to the postal service’s regional mail centers significantly reduces the transport distances for the documents printed by Atruvia, a factor that makes a noticeable difference given the volumes involved. Every year, 195 million mailings leave Atruvia’s printing facilities, heading to millions of bank and insurance customers. Efficiency is a core element of Atruvia AG’s identity, and the more than 30-year partnership—often marked by close cooperation—with Hunkeler AG highlights



the fundamental importance of technology for this focus. Quick response times to issues, rapid reactions to short-term requests, and, not least, highly skilled technicians are some of the key characteristics that define this long-standing partnership. «We have worked together on many development projects and brought numerous initiatives into production,» confirms Christian Kempf, highlighting the strong relationship with Hunkeler. «For me, Hunkeler has become a constant in my professional life, and I am very grateful for this partnership.»



Edwin Klemm, Tribe Lead Print Center (Photo at Karlsruhe site)