



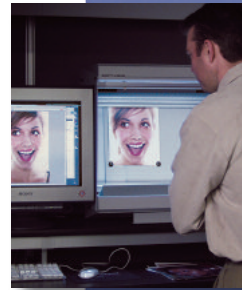
Matchprint Virtual Testimonial: Prepress

Solzer Studios

In 1966, when Wolfgang Solzer founded Solzer & Hail, the company provided top-flight prepress services for local agencies and corporate clients, quickly establishing it as one of San Francisco's leading graphic services providers. In 2003, Solzer & Hail's visionary approach to technology elevated the firm to new heights of quality, productivity and service as Solzer Studios, an end-to-end service partner offering complete graphic production solutions from digital photography to digital offset printing and fulfillment services.

Jochen Wenzel, Senior Vice President and Chief Operating Officer, describes the process of choosing technology solutions that would help effect the company's transformation. "One of our major objectives was to find solutions that would streamline our clients' processes and meet their objectives for reduced costs, reduced time-to-market, consistent representation of brand assets across media, and effective process management." For Wenzel, seeing the Matchprint Virtual Proofing system in action was believing. "We've searched for years for a collaborative, color-accurate, web-based workflow tool to meet our clients' needs. After KPG demonstrated the Matchprint Virtual Proofing system to us, I was speechless. Finally, we can offer our clients a solution that saves tremendous amounts of time and money while delivering accurate color; we are able to reach more clients in more markets and offer the fastest turnaround time without impacting quality."

According to Wenzel, customers praise the decision to install the Matchprint Virtual Proofing system. "We give at least two demonstrations a day. Once a customer sees the technology in action, they are wowed." Solzer Studios plans to install three more Matchprint Virtual Proofing systems over the next several months to meet increased demand for the time-, labor- and cost-saving solution.



Jochen Wenzel
Senior Vice President and
Chief Operating Officer

"I strongly believe it's only a matter of time until the entire industry will switch to virtual proofs."

