

InfoPrint Solutions

Moreno Tartaglini

Amministratore Delegato InfoPrint Solutions Italia

Vice President Central & Southern Europe InfoPrint Solutions

La breve storia di InfoPrint

Ricoh Co., Ltd è fondata da Kiyoshi Ichimura.

RICOH



1936

Partnership

RICOH



1988

1,200 impiegati IBM diventano il personale di InfoPrint Solutions



June 1, 2008



Gutenberg's
Printing Press
Intorno al 1439

1963



Printing Systems Division

June 1, 2007



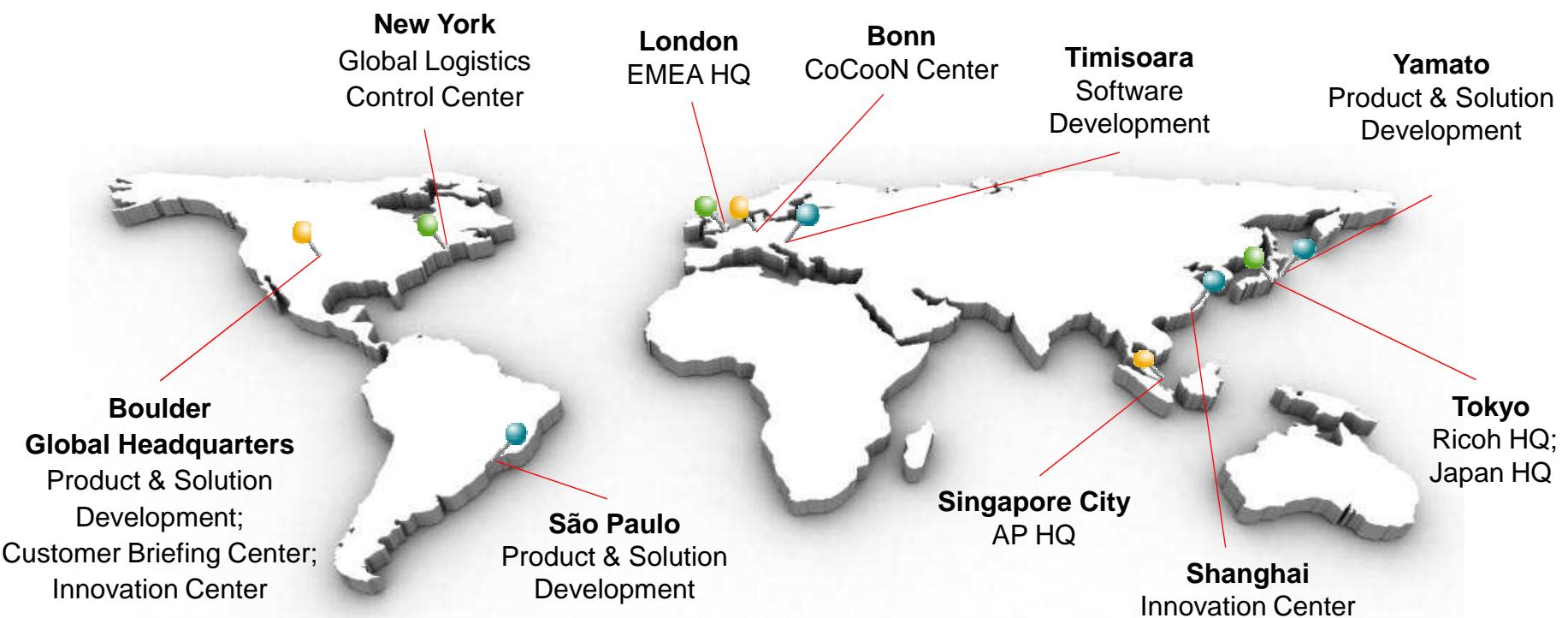
IBM & Ricoh annunciano un accordo dove 1,300 impiegati IBM si trasferiscono alla InfoPrint Solutions Company

RICOH
InfoPrint Solutions

InfoPrint diventa una società interamente posseduta da Ricoh

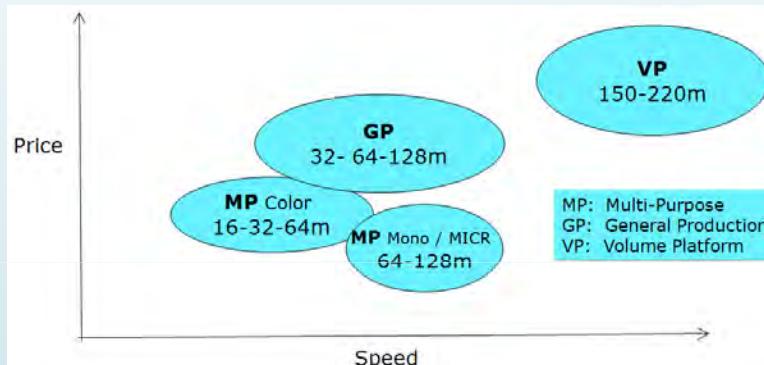
InfoPrint Solutions

- Numerosi professionisti sono focalizzati sull'intero processo di sviluppo del prodotto
- I Global Innovation Centers si occupano dello sviluppo e sperimentazione delle nuove tecnologie
- Presenza mondiale in oltre 140 paesi



La tecnologia abilita nuovi modelli di business

1. Velocità di stampa sempre più elevate

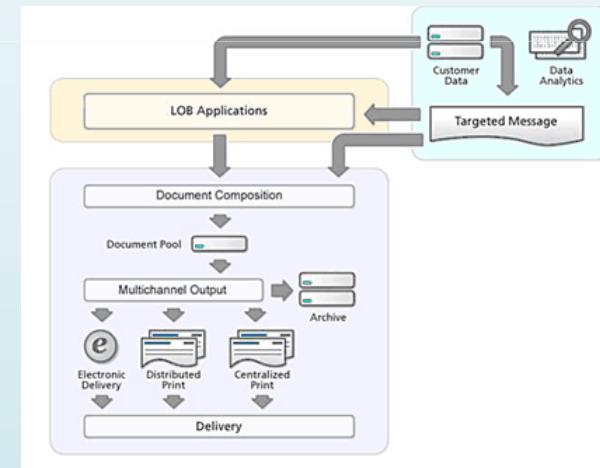


3. Se gli inchiostri vengono distribuiti per grandi volumi possono essere impacchettati in modo diverso (da l a hl)



2. Software Document Composition:

- disponibile per tutti
- prezzi accessibili

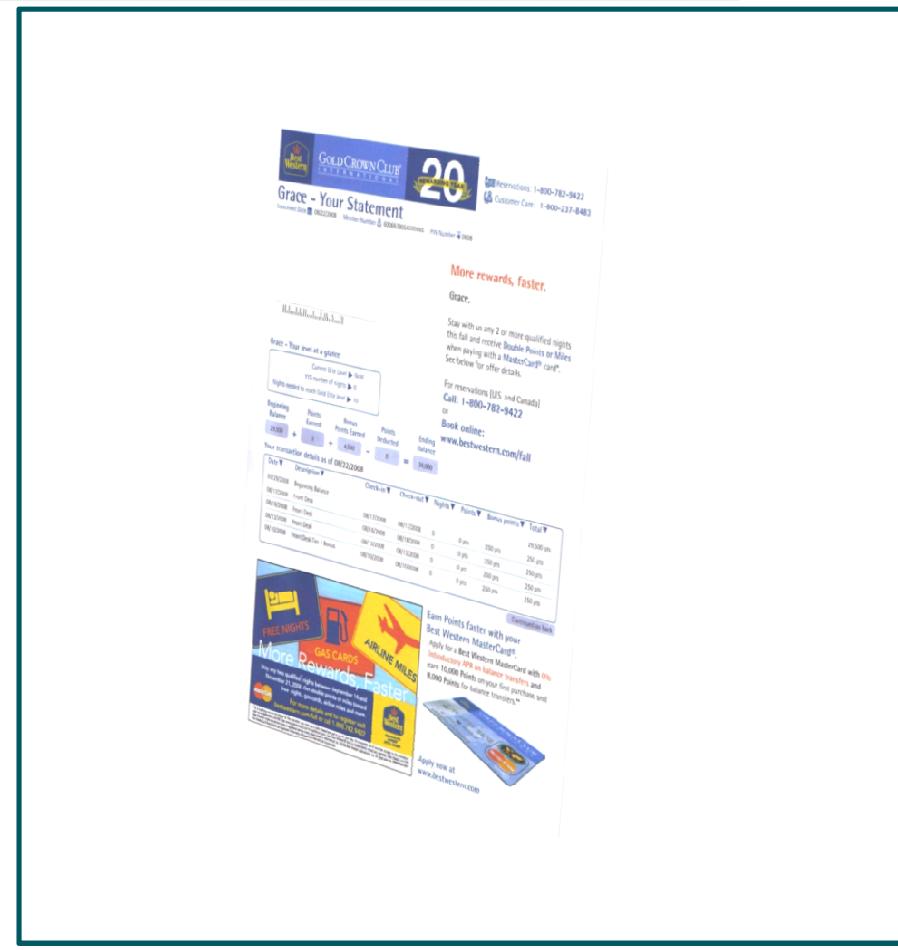


La nostra missione

*Diventare leader nel fornire servizi e soluzioni nell'ambito
dell'output management
....e per farlo, lavoriamo per*

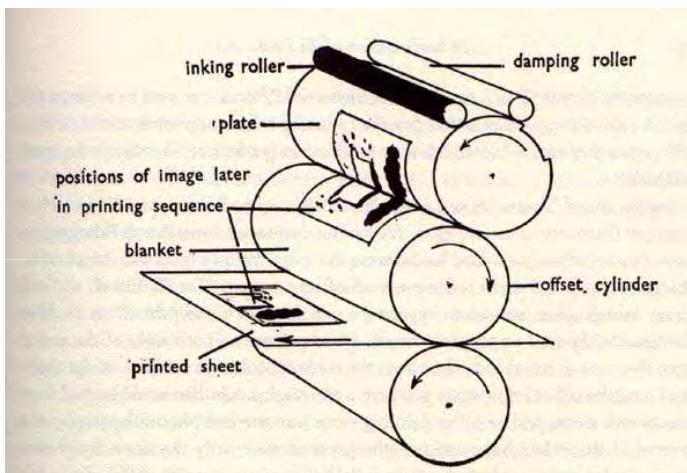
Dare valore al documento transazionale

- garantire la correttezza delle informazioni
- poter essere usato come veicolo di comunicazione alla clientela unendo promozioni e offerte basate sul comportamento di acquisto degli utenti
- garantire un sempre più alto livello di sostenibilità ambientale
 - Green Initiative
- rispondere alle esigenze degli utenti e del mercato in cui la multi-canalità diventa parte integrante della qualità e rilevanza dell'informazione

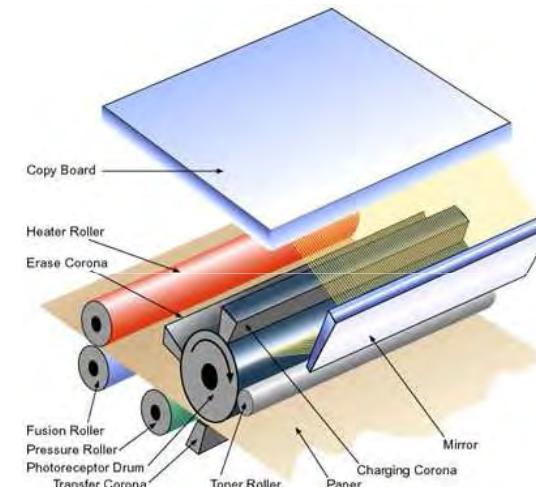


Da Offset a digitale: quali vantaggi?

STAMPA OFFSET

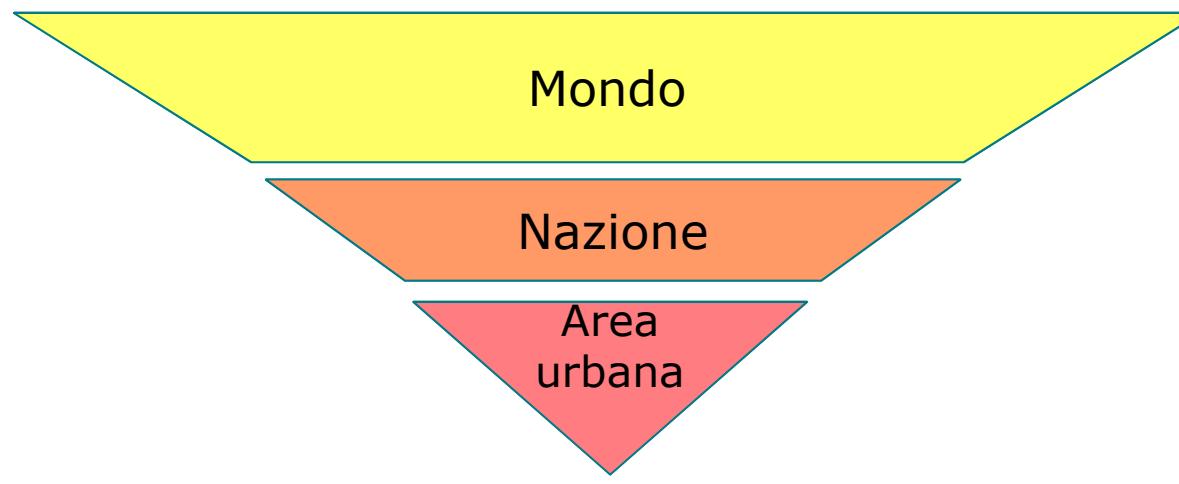


STAMPA DIGITALE

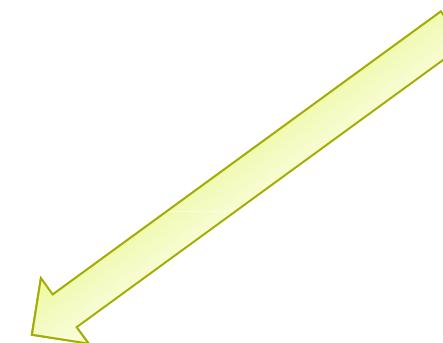


*Trasformare il giornale in una reale opportunità di business
curando il suo vero core, la notizia, attraverso investimenti di esterni*

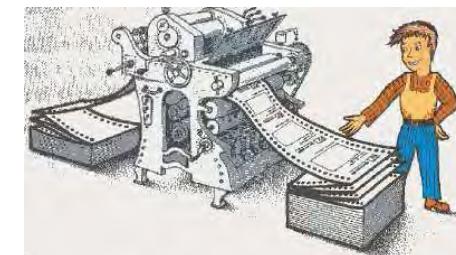
Come un giornale attualmente cattura l'attenzione del lettore



La battaglia delle informazioni



LOGISTICA

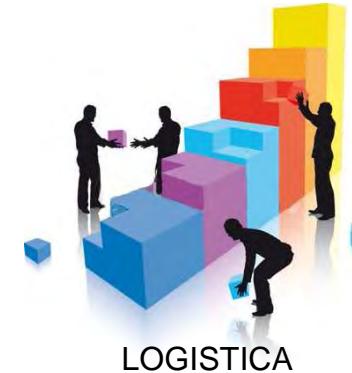


STAMPATORE

La battaglia delle informazioni



DISTRIBUISCE



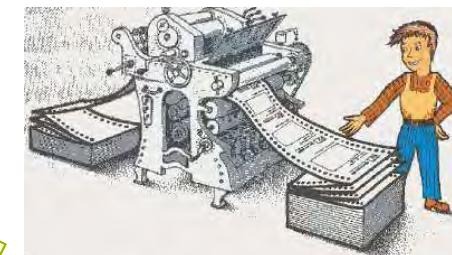
LOGISTICA



FORNISCE LE INFORMAZIONI



FORNISCE LE
INFORMAZIONI



STAMPATORE

Una soluzione alle vostre esigenze

AZIENDE



Vogliono catturare
l'attenzione del cliente



PRECISION
MARKETING &
TRANSPROMO

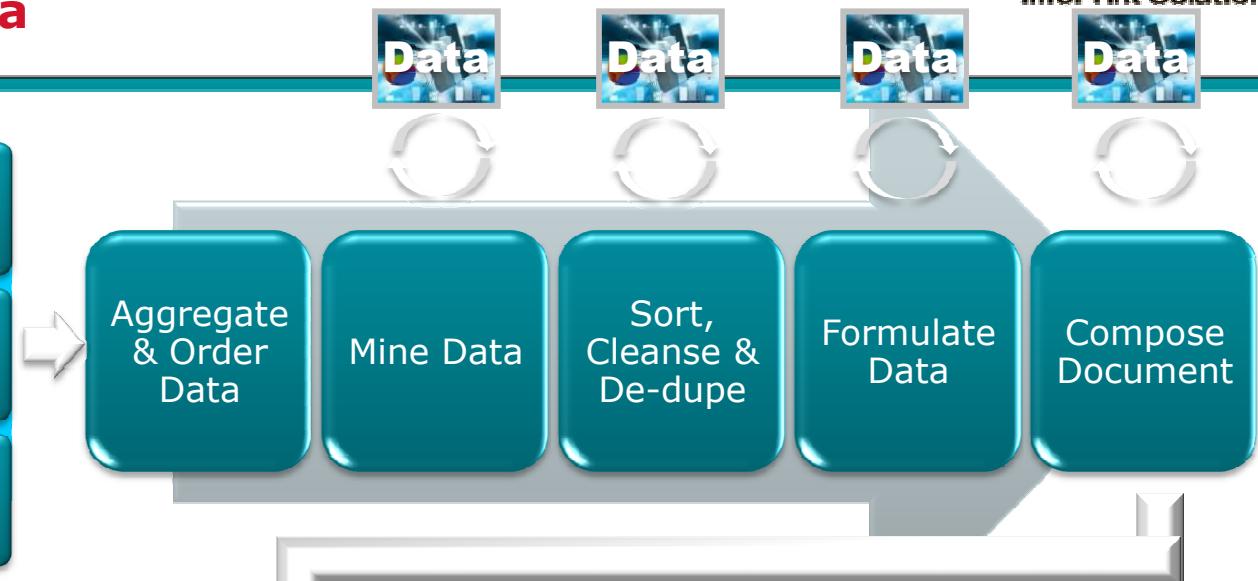
GIORNALE



Il cliente ha già scelto di dedicargli
attenzione grazie ai suoi contenuti. Il suo
compito è quello sfruttare al meglio
questa opportunità



Come funziona

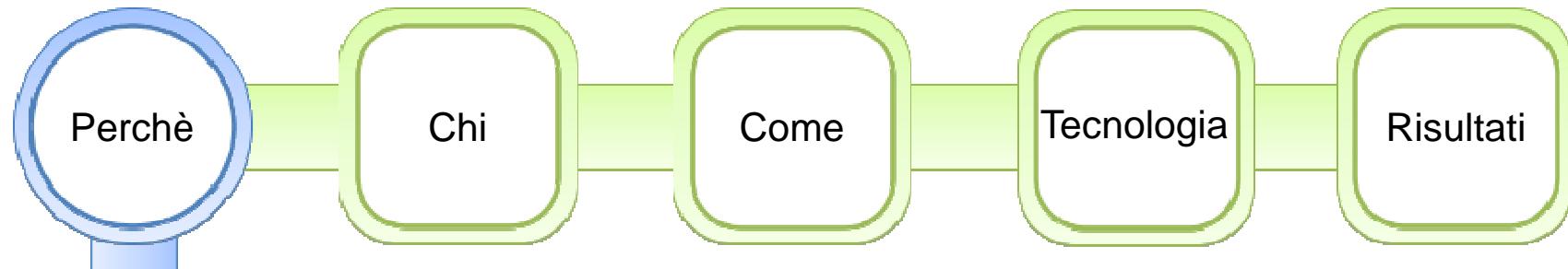




Graphic Arts Monthly Gennaio 2010

Case Study





Obiettivi di Graphic Arts Magazine

- Trasmettere contenuti pertinenti agli interessi dell'abbonato al fine di incrementare il livello di fidelizzazione
- Aumento degli investimenti pubblicitari
- Dimostrare l'efficienza della tecnologia InfoPrint 5000 e l'approccio alla personalizzazione.





Profilo

- Rivista statunitense dedicata al mondo delle arti grafiche, Graphic Arts Monthly fa parte del gruppo Reed Business
- 70,000 abbonati
- Stampa Trade Magazine
- Team:
 - Editore Graphic Arts
 - Graphics Arts IT
 - Team InfoPrint
 - Data analytics
 - Document Comp
 - InfoPrint 5000





Graphic Arts Monthly



70,000 abbonati
Focus su stampa
Commerciale

- Interessi sconosciuti dell'abbonato
- Non sono mai stati effettuati sondaggi
- Dati generali demografici
- Ampia gamma di lettori

Approccio alla personalizzazione

Sondaggio Online



- Data Analytics
- Tre gruppi di copertura
 - 4000 risposte al sondaggio
 - Editors Choice (½)
 - Controllo (½)

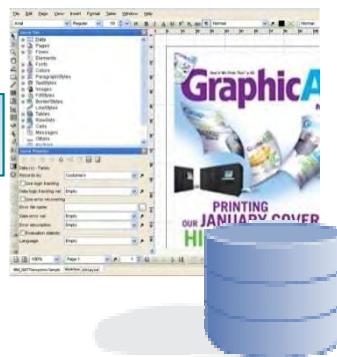
Produzione



InfoPrint 5000

- BIC production
- 70,000 PDFs
- Dye ink
- Finch paper
- Laminated & Bound offsite

Document Composition Consulting



- Database: risultati e dati demografici
- C++ scripting
- GMC PrintNet T per layout
- Personalizzazione al100%

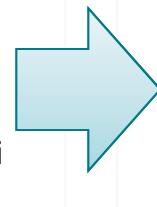


Graphic Arts Monthly



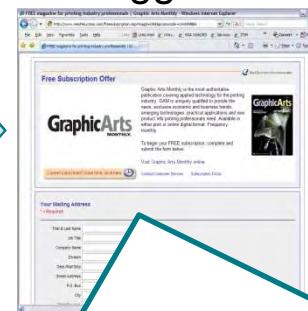
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Focus su stampa Commerciale

- Interessi sconosciuti dell'abbonato
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Approccio alla personalizzazione

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The following is a list of articles in the January 2010 issue of Graphic Arts Monthly. Please tell us which are of most interest to you.

Most interested in: (select ONE below)

Select One

Also interested in: (select ONE below)

Flexo first down: Overprinting Flexo Inks with Offset

ing





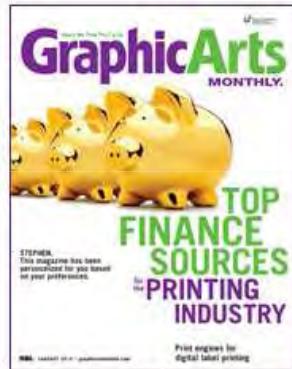
Graphic Arts Monthly



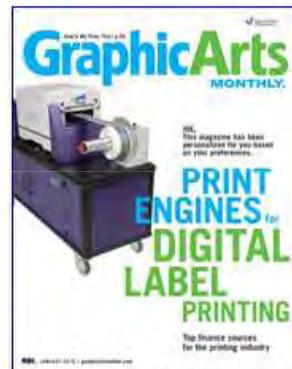
- Interessi sconosciuti dell'abbonato
- Non sono mai stati



Inkjet



Finance



Label

Approccio alla personalizzazione

Sondaggio Online



- Data Analytics
- Tre gruppi di copertura



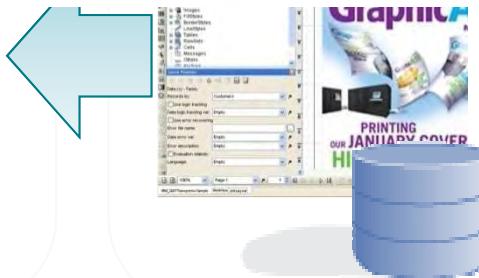
Flexo



Multi-Channel

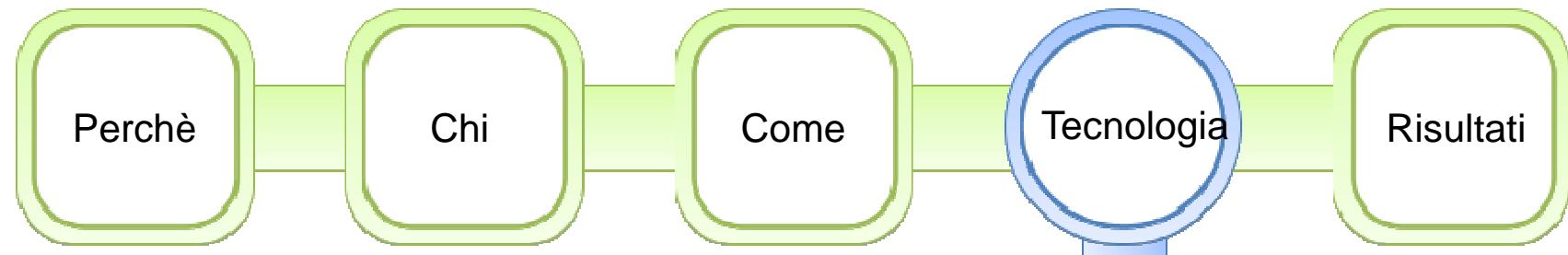


- 70,000 PDFs
- Dye ink
- Finch paper
- Laminated & Bound offsite



demografici

- C++ scripting
- GMC PrintNet T per layout
- Personalizzazione al100%



PURLS



Email



Banners



Magazine

Comunicazione Multicanale: MindFire

Produzione: InfoPrint 5000

Dati variabili: GMC Software



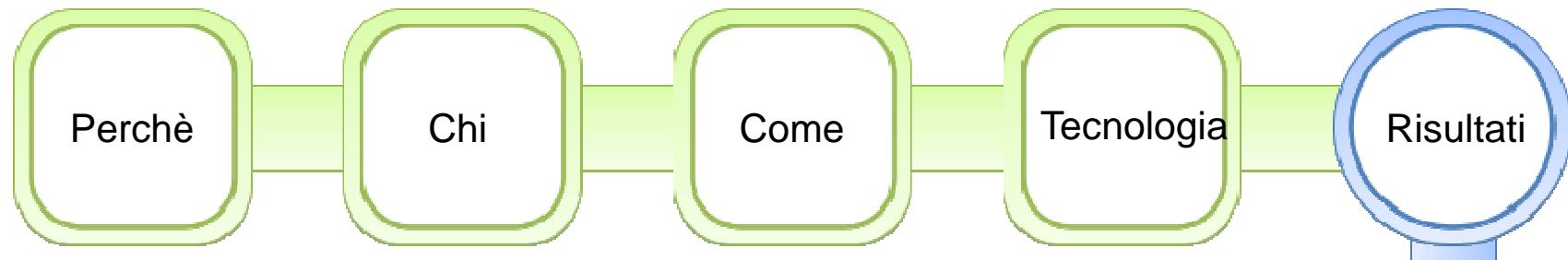
Online

Olive Software per la rappresentazione digitale



Survey

Zoomerang



Next steps

- Invio dei sondaggi agli abbonati
 - Più di 600 risposte ad oggi
- Risultati preliminari
 - Risposta positiva alla personalizzazione
 - Maggiore probabilità di lettura dell'articolo



TransPromo in UK: M & G Investments

RICOH
InfoPrint Solutions

M&G Global Basics Fund

Investment update 29 June to 31 December 2007 Page 10

M&G Global Basics Fund

The Fund's sole aim is long term capital growth through investing wholly or mainly in companies operating in basic industries ('primary' and 'secondary' industries) and in companies that serve these industries. The Fund may also invest in other global equities.

Find out more about the Fund at www.mmgdf.co.uk/info or call 0800 399 390. Please ensure that you have read and understood the investment performance information on page 14.

Performance

Year	M&G Global Basics Fund (%)	FTSE Global Basics Composite Index (%)
2002	4.3%	12.3%
2003	6.5%	122.3%
2004	21.0%	153.7%
2005	26.6%	26.6%
2006	36.1%	36.1%
2007	4.3%	231.8%

Distribution dates

Date	XD date	Payment date
Final	01.09.08	31.10.08

Important

Prices may fluctuate and you may not get back your original investment. Past performance is no guarantee of future performance. Overseas shares are affected by currency exchange rates.

M&G Global Basics Fund

Graham French Overall Morningstar rating ★★★★ S&P Fund Management rating AA

Capital growth

Companies that

you' and

also invest in

Global equities may have fallen sharply in the second half of 2007 but that did not stop fast-growing economies like China and India from needing more raw materials such as coal, metal and food. Coal producers Centennial Coal and Peabody Energy were among the biggest beneficiaries of this voracious appetite for natural resources by firms such as PZ Cussons, synonymous with the hugely successful Imperial Leather soaps and shower gels, is taking advantage of the greater spending power that people in developing economies have. Greater spending power that people in places like Africa and South East Asia are starting to enjoy.

There was no shortage of suitors for several of the fund's holdings: satellite navigation database provider Tele Atlas, oilfield services firm Sondex and Australian equipment company Coates Hire all received takeover bids. Such interest in these businesses is great proof of the value in the fund's investments.

Admittedly, the fund gave up some of its strong performance earlier in the year during the latter half due mainly to stock-related issues. Shares in Australian mining firm Iluka Resources were punished after the business revealed production problems, while confidence in US chicken producer Pilgrim's Pride was bruised by Russia's clampdown on US meat imports. Graham said: "Despite the challenges Iluka Resources and Pilgrim's Pride have faced recently, I believe that both firms offer good growth prospects. Iluka Resources boasts an attractive range of products, while Pilgrim's Pride is a well run company that is on course to deliver excellent returns over the long term."

We believe that Graham's ability to spot companies that are successfully tapping into the rapid growth of developing economies will deliver good returns for investors in the fund over the long term.

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Single year performance (5 years ending December)

From	To	31.12.06	30.12.05	31.12.04	31.12.03	31.12.02
29.12.06	31.12.07	21.0%	15.1%	-0.5%	24.6%	36.1%

Distribution dates

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Maxi ISA transactions

Investment update 29 June to 31 December 2007 Page 11

Maxi ISA transactions

Number of shares: 589.477 Share price: 565.29p Value on 31 December 2007: £3,332.25

Date	Transaction	Amount	Initial charge (if applicable)	Discount (if applicable)	Amount invested	Share price	Number of shares
29/06/07	Buy in	£6,000.00			£6,000.00	563.10p	589.477
31/12/07	Distribution Reinvestment	£8.38	£0.33	£0.34	£8.39	563.10p	587.984
	Total shares carried forward						589.477

This is a sub-fund of M&G Investment Funds (UK) Authorised Open Ended Investment Company. For further information regarding all charges and information relating to your investment, please refer to your Key Investor Document. The price is 'gross' which means we bag and set aside any fees deducted from the buying and selling prices calculated at the 12 noon valuation point following receipt of your instruction.

Maxi ISA transactions

Investment update 29 June to 31 December 2007 Page 11

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TransPromo in UK: M & G Investments

How to contact us

Whenever you contact us please quote your M&G client reference **0360923918**

If you have a query about your Investment update or M&G investments call Customer Relations on **0800 390 390** or for more information on M&G products and services call our **Investment Helpline on 0800 389 8600**

Lines are open Monday to Friday 8.00am to 6.00pm and Saturday 9.00am to 1.00pm. For your security and to improve the quality of our service, we may record and randomly monitor telephone calls.

Visit our website at www.mandg.co.uk/info

Email us at info@mandg.co.uk

Please note that information in an email cannot be guaranteed as secure. Do not include sensitive information in emails to M&G.

Manage your account online

Register at www.mandg.co.uk/myaccount

- Add to your existing investment.
- Switch between M&G funds.
- Breathe new life into an old investment by transferring a PEP or ISA to M&G.

About investing with M&G

If you need more information about investing with M&G, you can contact us directly. Alternatively, for advice on whether an investment is suitable for your needs, please consult your Financial Adviser.

Before investing please ensure you've read a recent Key Features document, available free of charge from M&G Customer Relations.

You can add to your ISA investment by phone or via the M&G website. Just have your Switch/Maestro or Delta debit card and National Insurance number to hand.

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An investment classic for over 38 years

The M&G Recovery Fund

To find out more visit www.mandg.co.uk/crec or call us on **0800 389 8600** quoting T89

M&G INVESTMENTS

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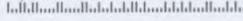


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Best Western International Pilot

Prima del TransPromo

 GOLD CROWN CLUB[®] <small>INTERNATIONAL</small>	<p style="text-align: right;">For Reservations call: 1-800-782-9422 Redeem your Gold Crown Club points for awards online at: goldcrownclub.com or call our Customer Care Center at: 1-800-237-8483</p> <h2>Your Statement</h2> <hr/> <div style="margin-bottom: 10px;">  <small>SNGLP</small> </div> <hr/> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p>B.R.Guest 123 Main Street Anytown CA 99999-9999 </p> </div> <div style="width: 50%; text-align: right;"> <table border="0" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;">statement date</td> <td style="width: 85%; text-align: right;">► 06/20/2008</td> </tr> <tr> <td>Balance as of</td> <td style="text-align: right;">► 01/29/2008</td> </tr> <tr> <td>member number</td> <td style="text-align: right;">► 6006630123456789</td> </tr> <tr> <td>PIN number</td> <td style="text-align: right;">► 0000</td> </tr> <tr> <td>current elite level</td> <td style="text-align: right;">►</td> </tr> <tr> <td>yield number of nights</td> <td style="text-align: right;">► 0</td> </tr> <tr> <td>nights needed to reach next elite level</td> <td style="text-align: right;">► 25</td> </tr> </table> </div> </div> <hr/> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <div style="width: 20%;">beginning balance</div> <div style="width: 20%;">points earned</div> <div style="width: 20%;">bonus points earned</div> <div style="width: 20%;">points deducted</div> <div style="width: 20%;">ending balance</div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 45%;"> date ▼ description ▼ </div> <div style="width: 50%;"> check-in ▼ check-out ▼ nights ▼ points ▼ bonus points ▼ total ▼ </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 5px;"> <div style="width: 45%;">Beginning Balance</div> <div style="width: 50%; text-align: right;">0 pts</div> </div> <div style="margin-top: 10px;"> <p>Point Balance:</p> <div style="border: 1px solid #ccc; padding: 5px; width: 100%;"></div> </div> <hr/> <div style="background-color: #e0e0ff; padding: 10px; margin-top: 20px;"> <p style="text-align: center;">Stay 6 nights and receive a \$50 Best Western Camp Rock Travel Card.</p> <p style="text-align: center;">See insert for details.</p> <p style="text-align: center;">PLEASE NOTE: The activity reflected on this statement is as of 5/28/08. For up to date details on all your account activity, please visit bestwestern.com, log-in and select "View Detailed Activity".</p> <p style="text-align: center; font-size: small; margin-top: 10px;"> For official terms and conditions, please visit goldcrownclub.com <small>Each Best Western® hotel is independently owned and operated. © 2005-2008 Best Western International, Inc. All rights reserved.</small> </p> </div>	statement date	► 06/20/2008	Balance as of	► 01/29/2008	member number	► 6006630123456789	PIN number	► 0000	current elite level	►	yield number of nights	► 0	nights needed to reach next elite level	► 25
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È estratto conto TransPromo

GOLD CROWN CLUB[®]
INTERNATIONAL

B.R. - Your Statement

Statement Date **08/22/2008** Member Number **6006630123456789** PIN Number **0000**

More rewards, faster.

SNGLP " B.R.Guest
123 Main Street
Anytown, CA 99999-9999

B.R. - Your level at a glance

Current Elite Level ► Diamond
YTD number of nights ► 0

Beginning Balance	Points Earned	Bonus Points Earned	Points Deducted	Ending Balance
0	+ 0	+ 0	- 0	= 0

Your transaction details as of 08/22/2008

Date ▼	Description ▼	Check-in ▼	Check-out ▼	Nights ▼	Points ▼	Bonus points ▼	Total ▼
	Beginning Balance						0 pts

More Rewards, Faster

Stay any two qualified* nights between September 14 and November 21, 2008. Get triple points or miles toward free nights, gas cards, airline miles and more.

For more details and to register visit bestwestern.com/elitfall or call 1.800.782.9422.

*At participating Best Western properties. Not all properties offer all rewards. See www.bestwestern.com/rewards for additional terms. Best Western and its registered trademarks and service marks and the Best Western and The Best Western marks are service marks or registered service marks of Best Western International, Inc. ©2008 Best Western International. All rights reserved.

Earn Points faster with your Best Western MasterCard[®].

Thank you for being a loyal Gold Crown Club[®] International member. Use your Best Western MasterCard to pay for your stays and earn an additional 10 Points for every \$3 you spend. **

Learn more at www.bestwestern.com

Altamente personalizzato

