

HYBRID SOFTWARE

29 September 2020

HYBRID SOFTWARE CONTINUES ON THE WINNING TRACK

(Gent, Belgium) HYBRID Software, a software development company focused on innovative packaging prepress productivity tools, announces it has met a significant business milestone, recording its 999th, 1000th, and 1001st customers. Tempo Plastics, delo and NSD have recently installed HYBRID Software products in their facilities, joining other HYBRID Software customers—users who work with more than 3,500 PACKZ licenses and 850 CLOUDFLOW installations on a daily basis.

“As can be seen with our three latest HYBRID Software customers, there are many diverse reasons why companies choose to work with us,” says Guido Van der Schueren, Chairman, HYBRID Software. “That said, they all share one desire: a need to work with a company that is willing to become more than a vendor—but a partner.”

The graphic features a dark blue background with a glowing network of white nodes and lines. A hand is shown from the bottom, reaching up towards the network. The HYBRID SOFTWARE logo is in the top left. The text 'The smart way to integrate PEOPLE, PROCESSES & TOOLS.' is in the top right. The CLOUDFLOW and PACKZ logos are in the center, with the text 'Our award-winning products.' below them. The website URL 'www.hybridsoftware.com' is in the bottom right.

**HYBRID
SOFTWARE** | *The smart way to integrate*
PEOPLE, PROCESSES & TOOLS.

CLOUDFLOW[®]
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Our award-winning products.

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Customized tracking systems at Tempo Plastics Limited

Tempo Plastics Limited, based in Innisfil, Ontario Canada and celebrating its 50th anniversary this year, manufactures over one million packages every day. A manufacturer of flexographic printed flexible packaging, Tempo Plastics produces pouches, polybags, and rollstock solutions for a wide range of markets. Most recently, they have launched an environmental product line focusing on recyclable flexible pouches and rollstock.

HYBRID Software and Tempo Plastic Limited’s work together began when they were looking for an innovative software supplier to develop and integrate a solution to connect to their production systems as well as all their job stakeholders. More specifically, they

needed a customizable online system to manage external approvals and to track internal production processes.

"Like many companies in the labels and packaging market, Tempo Plastics faced challenges that sometimes cannot be resolved with out-of-the box solutions," explains Dino Loiselle, HYBRID Sales Manager for Canada. "Because of the nature of their business, Tempo Plastics' specific processes, methodologies and existing systems were supplied by a number of different manufacturers."

"In order for us to be successful, it was crucial that our proposed solution could be integrated in the shortest period of time possible—and at a price that would generate a substantial return on investment for Tempo Plastics," remarks Mike Agness, Executive Vice President of HYBRID Software for the Americas. "We created a CLOUDFLOW configuration for Tempo Plastics that delivers exactly that, providing a hybrid platform which leverages market standard file formats and customizable interfaces. It efficiently connects people to their systems."

A customer communication and file management platform for delo

Based in Lohne, Germany, delo is a historic player in the packaging foil and foil wrapping industry, operating the largest flexographic printing plant in Europe. Founded in 1961, delo has more than 1000 customers. Its 300 employees work in a production and warehouse space of over 50,000 square meters. In alignment with their motto, 'growing together', every year delo accounts for over 600 million meters of flexible packaging that is extruded, printed, laminated and packaged.

As part of their digitalization initiative, delo chose HYBRID Software as their partner. delo's project priority was building a communication platform to allow its customers to manage files and data. HYBRID Software was happy to be involved in this project, as workflow automation can save significant time and resources.

When asked how the features of PACKZ and CLOUDFLOW benefit customers like delo, Christopher Graf, Chief Marketing Officer of HYBRID Software, comments, "Constant innovation and HYBRID's open product standards ensure substantial productivity gains, maximum production quality, and the growth of our customers."

A more efficient prepress system at NSD International

NSD International in Scotland traces its roots back to 1976 as an experienced supplier and in-house producer of self-adhesive labeling solutions. As a full range supplier, NSD serves a versatile market. NSD International offers complete concepts for labels, stickers, and tags, and delivers secured printing of scratch cards, entrance tickets, badges, coupons, savings stamps, stickers with holograms, and plastics printed in full color offset. The company is capable of printing on any kind of paper, foil, and other materials—with a variety of inks and folding required.

Located in what was previously the Simpson Label Company in Dalkeith, about 12 kilometers from Edinburgh, NSD International has invested in PACKZ software for PDF preflighting and editing in its company studio. Martin Miller, NSD Operations Manager, shares that the overarching factor for switching to PACKZ was its ability to "shorten our design and prepress times significantly and automate our digital workflow."

A deciding factor for NSD was "Our labels can typically utilise multiple colours, and include foils, embossing and varnish—and often with variable data numbering for casks and bottles," describes Miller. "Our business model relies on agility and adding value by providing our premium brand drinks customers quick and agile supplies of highly

sophisticated labels.” After investing into two additional graphic designers to strengthen their staff, NSD is ready to begin working with PACKZ.

“HYBRID Software is proud to be a very viable option for companies looking to build—or renovate—their packaging prepress production automation processes,” concludes Van der Schueren. “We have a wide range of needs among our 1,000 customers that demonstrates our ability to succeed in just about any use case. We have always welcomed the challenge to partner with new companies and implement demanding prepress systems.”

Those companies that wish to be among the second thousand HYBRID Software global installations are welcome to visit www.hybridsoftware.com.

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ABOUT HYBRID SOFTWARE

With offices in Belgium, Germany, Italy and the US plus a global partner network, HYBRID Software is a software development company focused on innovative productivity tools for the graphic arts industry. HYBRID Software’s CLOUDFLOW workflow, PACKZ editor and integration products offer a unique set of advantages that include native PDF workflows, vendor-independent solutions based on industry standards, scalable technology and low cost of ownership. These products are used by hundreds of customers worldwide in all areas of pre-press and print, including labels and packaging, folding cartons, corrugated, wide format and digital printing.

For more information visit: www.hybridsoftware.com

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