YOUR ONE-STOP PARTNER FOR LARGE FORMAT GRAPHICS SOLUTIONS

SMART CHANGE STARTS HERE.
CUSTOMER-DRIVEN SOLUTIONS

What do you look for in a display graphics printing systems partner? Customers tell us they demand productive, cost-effective print solutions that integrate high-quality products with fast throughput, reliability, and ease of use. It's just as important to have an experienced and knowledgeable account manager that cares about you and your business.

At Canon Solutions America, we are committed to helping our customers grow their business success. We can provide one-stop support, helping reduce the finger-pointing often experienced when integrating and troubleshooting cross-vendor media, hardware, and applications issues. From printers to workflow software to finishing equipment, and even media and ink, we work with companies like yours to provide end-to-end systems designed to work together to help you drive profits, decrease costs, and increase productivity.

Plus, with the largest direct account management, technical service/support, and professional services organizations dedicated to large format in the U.S., we have the depth of knowledge and capability to stand behind our products so you can maximize your return on investment.

Let us demonstrate how we can provide answers to become your one-stop display graphics solutions provider.

“We made our first investment in a solvent-based printer through a third party. There was no customer support whatsoever. That’s why I reached out to Canon Solutions America.”

—Mark Zimmerman, President & CEO, Spectrum Print Plus, Canton, MA
YOUR ONE-STOP SOLUTION

Canon Solutions America is driven to help you see and achieve the impossible. When you do business with Canon Solutions America, you are not just buying a piece of equipment—rather, you are gaining a partner committed to your success. Our end-to-end solutions are designed to help you drive profits by increasing productivity, reducing costs, and expanding application range. From large format printers to software to finishing equipment and even media and ink, we aim to provide you with complete solutions designed to work together. More than just assembling the right components, we stand behind the entire solution. That’s what sets Canon Solutions America apart from the rest.

“I can increase my capacity, increase my quality, lower my cost per square foot—all with an entry cost than isn’t cost prohibitive—it’s a no-brainer!”

—Eric Berger, Owner, Color Reflections, Philadelphia, PA

“Because of the efficiency of the system, our wide format volume has doubled.”

—Tyler McNeil, Manager, McNeil Printing, Orem, UT

*Canon Financial Services, Inc. and Canon Solutions America, Inc. are both wholly owned subsidiaries of Canon U.S.A., Inc.
PRODUCT PORTFOLIO SUMMARY

Canon’s award-winning printers are an ideal platform for innovation. This portfolio features equipment ideal for creating large format, outdoor, point-of-purchase signage and banners, backlit displays, exhibit displays, signage, specialty items, and more. With these, you can extend your application capabilities with incredible quality printed output while harnessing leading technologies such as varnish, white ink, and raised texture printing, and complement with smart cutting and finishing accessories. In fact, your potential to profit from creating high-value output is limited only by your imagination.

**HIGHER VOLUMES**

| Arizona 6100 HFV series Flatbed UV ink 8’ x 10’ format | Arizona 6100 XTS series Flatbed UV ink 8’ x 10’ format | Arizona 2300 GT/XT series Flatbed/Roll-to-Roll UV ink 4’ x 8’ or 8’ x 10’ format | Arizona 2200 GT/XT series Flatbed/Roll-to-Roll UV ink 4’ x 8’ or 8’ x 10’ format |

**ROLL-TO-ROLL**

| Colorado 1650 printer Roll-to-Roll, UVgel, FLXfinish 64” max output format |
| Colorado 1640 printer Roll-to-Roll, UVgel 64” max output format |

**FINISHING**

| Zund series Automated finishing systems for rigid and flexible media |
| Colex Sharpcut series Automated finishing systems for rigid and flexible media |
| MultiCam Celero series Automated finishing systems for rigid and flexible media |

**SOFTWARE**

| ONYX® Thrive™ Workflow software Scalable print production software for an end-to-end PDF workflow |
| Xpert Workflow software Quickly set up complex operations as a single recipe, savable for similar jobs |
| ProCut Vision Nesting and finishing workflow software Automatic preparation and nesting |

**MEDIA**

| Rigid media for flatbed printers Multiple choices for everyday or specialty applications from Forme-Cor, Coroplast, and styrene to brushed aluminum and acrylic. |
| Banner/Vinyl With options that offer both quality and value, choose from a wide range of products and sizes, from 11 oz. to 18 oz., double-sided, self-adhesive vinyls, and adhesive choices. |
| Film Everyday polypropylene to exceptional PET. Choose from front print, backlit, and clear films. |
| Textiles Selections of textiles for signage and big POP jobs. Transfer paper available for dye sublimation applications. |

**SERVICES**

| Account Management Our professional sales and account management team is dedicated to large format solutions, drawing upon years of industry experience and training. This team will ensure our partnership provides you access to the products and services across the Canon Solutions America organization to address your specific needs. |
| Service Canon Solutions America provides first-rate service and technical support throughout the United States. Through the largest direct national service organization of certified field service engineers in the large format industry, you have access to local, regional, and national support wherever you need them. |
Expand your application options
What are you looking to do? Is it wallcovering, interior décor, canvas, gallery wraps, textiles, day-night backlight, or braille signage? How about printing on wood or glass? Or, are you looking for an automated way of printing texture or lenticular graphics? These applications can help you differentiate your business and diversify your product offerings. If you want to focus on these higher margin applications, Canon Solutions America can help!

**LOWER VOLUMES**

<table>
<thead>
<tr>
<th><strong>TRUE UV FLATBED</strong></th>
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<tbody>
<tr>
<td>Arizona 1300 GT/XT series</td>
<td>Arizona 1200 GT/XT series</td>
<td>Arizona 365 GT series</td>
<td>Arizona 318 GL series</td>
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<tr>
<td>Flatbed/Roll-to-Roll</td>
<td>Flatbed/Roll-to-Roll</td>
<td>Flatbed/Roll-to-Roll</td>
<td>Flatbed/Roll-to-Roll</td>
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<tr>
<td>UV ink</td>
<td>UV ink</td>
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<td>4’ x 8’ or 8’ x 10’ format</td>
<td>4’ x 8’ or 8’ x 10’ format</td>
<td>4’ x 8’ format</td>
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**DYE SUB**

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<tbody>
<tr>
<td>DGI POSEIDON</td>
<td>DGI FT-3204X</td>
<td>DGI FH-3204</td>
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<tr>
<td>Paper transfer dye sublimation printer</td>
<td>Hybrid dye sublimation printer</td>
<td>Hybrid dye sublimation printer</td>
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<td>64” format</td>
<td>130” format</td>
<td>126” format</td>
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**FINISHING**

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<tr>
<td>Fotoba series</td>
<td>D&amp;K Expression series</td>
<td>Matic Cronos Ultimate</td>
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<tr>
<td>Digital X/Y Slitter/Cutter</td>
<td>Laminator</td>
<td>Sewing system</td>
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<tr>
<td>X and Y cutting axes</td>
<td>All thermal (hot) films</td>
<td>Multiple modes</td>
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<tr>
<td>Flexible media up to 40 mil thick</td>
<td>All pressure-sensitive (cold) films</td>
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**SOFTWARE**

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<tr>
<td>PrintSight</td>
<td>Touchstone</td>
<td>Color-Logic system</td>
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<tr>
<td>Reporting Dashboard software</td>
<td>Application software</td>
<td>Application software</td>
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<tr>
<td>Monitor Display Graphics printers for jobs and ink usage</td>
<td>Dimensional printing software for texture effects</td>
<td>Special effects software for metallic printing</td>
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**MEDIA**

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<tbody>
<tr>
<td>Specialty</td>
<td>Wallcovering</td>
<td>Window</td>
<td>Floor</td>
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<tr>
<td>Select from a range of canvas and art paper, as well as a wide fabric selection for both direct print and dye subtechnologies.</td>
<td>Select from a range of media for short-term to long-term applications, DIY, or professional installation with a choice of paste or adhesive.</td>
<td>A range of media for short-term to long-term applications: window perforated film to window cling.</td>
<td>Whether for indoor or outdoor use, we have products that work with specialization of Print-N-Go applications.</td>
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**SERVICES**

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<tr>
<td>Professional Services</td>
<td>Canon Financial Services</td>
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<tr>
<td>Our Professional Services team provides implementation, training, applications and workflow consulting, and Help Desk services to help drive your success. Whether we are integrating a solution into your existing workflow or designing one from scratch, this team of highly trained professionals has one goal: helping you maximize your investment and enhance your core business.</td>
<td>Get the peace of mind knowing an affiliate of the manufacturer finances your equipment and the confidence of knowing that a team is committed to your business needs. Working with Canon Financial Services enables you to acquire and finance an entire integrated large format printing solution, including hardware, software, service, and supplies.</td>
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INNOVATIVE PRODUCTS, TECHNOLOGIES, AND APPLICATIONS

Arizona series
With over 50 industry awards and more than 7,000 units sold since introduction, the Arizona series of UV curable printers enable you to realize breakthrough performance and deliver “no compromise” printing for a wide range of applications. Built on a true flatbed architecture, you can print on almost any rigid media or object, including irregular shapes and flexible roll materials.

Applications
- Awards/Plaques/Precut pieces
- Day/Night backlits
- Dimensional/Textured
- ADA Braille
- First and second surface printing
- Membrane switches
- Canvas wraps
- Floor graphics
- Packaging
- Point of Purchase (POP)
- Promotional items
- Signage

DGI series
Direct-to-fabric soft signage printing systems from DGI enable print providers to easily enter a market segment that’s experiencing rapid growth and profitability. The printers produce durable, vibrant graphics with up to 3.3-meter-wide roll capacity. Canon Solutions America can provide a complete soft signage solution from printing to finishing as well as with media to help drive your business into future pockets of growth.

Applications
- Backlits
- Retail displays
- Hanging signs
- Trade show booths
- Window coverings
- Flags
- Event signage
- Tents and awnings
- POP
- Banners
- Posters
- Double-sided banners

Colorado series
You have a great choice for delivering roll-to-roll productivity, lowering operating costs, and reducing labor requirements, helping you grow profits and reduce turnaround times. You can accomplish this through the Colorado 1650 and Colorado 1640 printers’ innovative, patented UVgel ink technology. This ink instantly gels on contact with the media, resulting in precise dot control. It means perfectly repeatable color, resulting in high image quality with greater productivity.

Applications
- Exhibits
- Fine Art
- Floor graphics
- Wallcovering
- Finishing solutions

Often, it is the post-printing process that is the bottleneck in time and cost in the overall application workflow.

- Help save time and money by integrating finishing solutions into your large format workflow
- Wide range of cutters and lamination equipment
- Canon Solutions America can help you automate and streamline your large format production
THE PRINT AND CUT WORKFLOW

Our Large Format team focuses on helping customers create automated solutions that help drive improved production efficiencies. This team of highly trained professionals has one goal: helping you maximize your investment and enhance your core business. Whether we are integrating a solution into your existing workflow or designing one from scratch, your success is our priority. One typical print and cut workflow, integrating multiple technologies from our portfolio, can be seen below.

1. Combined artwork for both graphics and creasing and cutting is created in PostScript (i.e. Adobe® Illustrator®). Artwork creation using Adobe Creative Cloud® Software. Textured effects created in Touchstone.

2. Additional design workstations can submit files over the network using predefined hot folders.

3. The ProCut Prepress software nests submitted files, adds registration marks and barcodes, then sends out one PDF file to the RIP and one cutting data file to the cutter. The ProCut Prepress software print data file can be sent to any RIP and printer combination on the network.

4. RIPing and printing of the files is done normally, and the final rigid or roll-based print is then manually transferred over to the cutting system to drive multiple printers.

5. The barcode created in step 3 can be scanned with a barcode reader, and the correct cutting data file is called up. The integrated camera system on the cutter locates the registration marks, aligns the cut file to the graphic, and commences creasing and cutting functions.
No matter your application, the media or substrate you choose to complete the project is important. The wider the variety of media, the more varied the applications you can offer to your customers.

With Canon Solutions America’s Imaging Supplies group, you have access to a vast selection of wide format media compatible with UV, UVgel, latex, eco-solvent, and aqueous ink technologies.

- Tested and qualified media for printers with corresponding color profiles
- Stringent media qualification process for predictable, repeatable output when paired with printers
- Dedicated in-house sales and customer support
- UL GREENGUARD Gold Certification for Arizona series and Colorado series ink technologies—suitable for indoor use in health-sensitive environments such as schools and healthcare facilities
- Achievement of ASTM F793 Wallcovering Category V Standard Type II Certification without lamination with Canon UVgel 356B and 460 inks with Roysons’ DreamScape 20 oz. embossed wall vinyl with Osnaburg woven back; Neenah DigiScape II 17 pt. PVC-free wallcovering Type II Certification with Canon UVgel 356B inks
- Reduce finger-pointing—one-stop support to troubleshoot media, hardware, and application issues
EXCEPTIONAL SERVICE AND SUPPORT

Improve your equipment performance with Canon Solutions America’s comprehensive service program—which has one of the best reputations in the industry.

Committed to excellence—
a proactive approach to customer service

• Every area of service performance is measured—uptime, failures between service visits, energy efficiency, and more

• Support personnel held accountable for service performance KPIs—speed of repair, quality of repair, and overall customer satisfaction

• Help Desk Institute-certified (HDI) advanced call center with live, U.S.-based support agents signifies a commitment to efficiency and service quality

• Technicians are factory-trained with classroom, in-the-field, and ongoing training

National coverage

• 70 service locations with 430 technicians

• More than 100 technicians dedicated to supporting large format with 27 regional specialists

• Access to local, regional, national, and international product support engineers whenever needed to minimize downtime

Extensive parts and supplies inventory

• Genuine Canon parts for longer machine life, higher yields, and superior performance

• Technicians carry most commonly used parts with automatic parts replenishment

• 49 strategic FedEx parts warehouses, plus third-party warehouses distribute to technicians nationwide

They were here helping us. It’s just great that there’s a team behind us.”

—Mark Zimmerman, President & CEO, Spectrum Print Plus, Canton, MA

90% 10 HRS.* 97%

First-time fix rate Average fix time from first phone call to fixed printer Current customers who would recommend Canon Solutions America

*First-time fix is the percentage of service repairs for which the machine does not require a follow-up service call for a minimum of 5 days.

**Restore is the total number of working hours from the time the customer calls Canon Solutions America to request service to when the machine is turned back over to the customer running and fixed.

Figures are an average of 2017 and 2018 data.
At Canon Solutions America, we understand your investment in large format products and solutions is mission critical to your success. Our Professional Services team provides implementation, training, applications and workflow consulting, and Help Desk services to help drive your success. Whether we are integrating a solution into your existing workflow or designing one from scratch, the Professional Services team will be there for you every step of the way.

From the creativity it sparks throughout our organization to the capability of printing directly on wood or vinyl, we can now offer a more robust and unique wide format solution to our existing customers while also reaching new clients.”

—Tyler McNeil, Manager, McNeil Printing, Orem, UT
FLEXIBLE FINANCING TO MEET YOUR BUSINESS OBJECTIVES

Canon Financial Services (CFS) is a captive leasing company available to finance your total large format solution of both Canon and partner products.*

TOTAL SOLUTIONS FINANCING
100% financing of an entire print solution, including hardware, software, service, and supplies

FIXED RATE FINANCING
Fixed payments for the lease term with no increases as interest rates rise

CUSTOMIZED BILLING
Quarterly, semiannual, or annual payments or step, skip, and seasonal lease structuring to meet your business needs

UPGRADES AND ADD-ONS
Add technological enhancements to newer, more productive technology

CUSTOMIZED LEASE PLANS
A dedicated leasing rep handles all your inquiries to customize a lease plan to your budget constraints or seasonally adjusted lease payments to fit your business

COMMITMENT TO SUSTAINABILITY

Our belief is that all people can harmoniously live and work together toward the common good. Canon understands that our future depends on the future of the earth we all share, so we:

• Reduce environmental burdens in all stages of the product life cycle
• Reduce resources and energy and eliminate hazardous substances in all facilities
• Implement energy-efficient manufacturing processes and products
• Provide RoHS-compliant inks with minimal heavy metals and no VOCs
• Offer GREENGUARD Gold-certified UV inks that provide low emissions and low odor for sensitive indoor environments

*Subject to credit approval.
WHY CANON SOLUTIONS AMERICA.

Canon Solutions America recommends forward-thinking strategies to help achieve the highest levels of information management efficiency for your unique business needs. Using superior technology and innovative services, we then design, implement, and track solutions that help improve information flow throughout your organization while considering the environment, helping to result in greater productivity and reduced costs.

There are many reasons why you should choose Canon Solutions America as your provider for document management solutions. Benefits include:

- A Canon U.S.A. Company
- Business Services
- Professional Services
- Global Monitoring Capabilities
- Certified Training and Support
- Flexible Finance Options
- Single-Source Solutions Provider
- Managed Document Services
- Nationwide Coverage
- Customized Industry Solutions
- Genuine Canon Parts and Supplies
- Diverse Range of Input-to-Output Technology

But that’s not all. As a company that is dedicated to your needs, we support our solutions with highly skilled professionals and advanced diagnostic systems to maintain peak performance. And with ongoing consultation, we can further your document management capabilities to help ensure the highest level of satisfaction and productivity.