



## Quantum Facts and Figures

MAY 2005 – Rev 1.0

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# Product description

## ■ A powerful dual-sided colour printer

This dual-sided and user-friendly printing system personalizes pre-printed or blank cards with high resolution texts, logos, photos, and bar codes.

It also offers the options of magnetic encoding, smart card encoding, and contactless card personalization.

Operating in a MS-Windows environment, the Quantum is very easy to install and operate, like any office printer. Both Printer properties and Driver options provide the user with a full range of options and tools to finely tune card issuance.



To make it even more convenient, the two card feeders and the two hoppers are selectable and work totally independently from one another.

This enables the possibility to manage two or more different types of cards at the same time. Each hopper has a reject box for defective cards. These technological innovations make this printer completely autonomous.

Thanks to its 2 x 500 card feeders, hoppers and 1 000 card ribbon, the Quantum is the only printer on the market to offer such printing capacity in colour.

This capacity is even greater in monochrome thanks to a 5 000 card black ribbon!

## ■ Self-operating and Cost effective

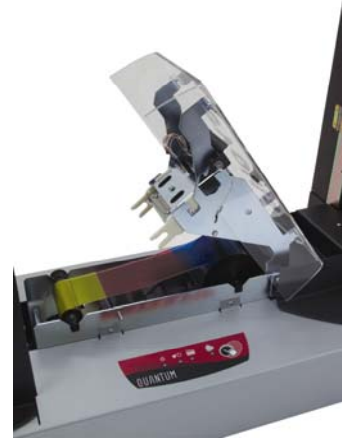
A full printing capacity of 1000 cards in colour without any operator intervention.

Thanks to a unique combination of large capacity feeders and hoppers, associated with high-length ribbons, the Quantum allows the operator to cut service time and focus on other jobs. Launching a new print job before leaving the office will allow you to keep the Quantum producing cards in full autonomy, during a night shift.

Quantum contributes to reduce your production costs and to leverage your staff activity. No extra operator cost will impact your P&L! Using Quantum this way everyday will help your company maximize its revenue and profit.

Service activity is very simple. Evolis design allows a quick access to the printing station, for ribbon change or cleaning procedure. In addition, print-head replacement can be done by the user. It is a very easy operation, since the Quantum benefits from the famous Evolis Push and Twist print-head bracket.

The end-user can get help from our Evolis User CD-Rom, which contains video clips on 'How To' maintain and operate the Quantum. This also contributes on maximizing printer availability as well as non stop card production.



- **RELIABLE**

- Based on the same proven concepts and technologies of the Evolis printer range
  - Automatic ribbon positioning when closing printer cover
  - Defective encoding cards are placed in reject boxes
  - Error recovery system
  - Dual cleaning roller system

- **SIMPLE**

- Ergonomic opening systems for an easy and fast use
  - Delivered with drivers for Windows 2000, NT 4.0 and Xp
  - USB and parallel Centronics ports as standard (cables supplied)
  - The cards are sorted out in the order of printing

- **VERSATILE**

- Flip Over Module as standard
  - Several types of cards can be managed at the same time
  - Support for multiple encoding systems : Magnetic, Smart Contact and Contactless
  - High capacity ribbons dedicated to Quantum

- **UNIQUE**

- The ribbon capacity for 1000 cards in colour (5000 in monochrome) and the feeder / hopper huge capacity make Quantum a different product in the market.
  - Operator presence is not required during batch printing which really helps to drop the costs

- **EXCELLENT THROUGHPUT**

- 140 cards/hour in colour (YMCKO), one side
  - 110 cards/hour in colour (YMCKOK), two sides
  - Up to 1000 cards/hour in monochrome, one side
  - Up to 350 cards/hour in monochrome, two sides

- Dedicated ribbons
  - 1000 cards/roll high capacity ribbon (YMCKO)
  - 800 cards/roll high capacity colour ribbon (YMCKOK)
  - 5000 cards/roll high capacity black monochrome ribbon

## Targeted Markets

### ▪ **Quantum: a unique semi-industrial product**

Most of the plastic card printer manufacturer used to propose high-end products to Card Manufacturers and Bureau Services. Those machines aim at performing both long lasting printing and high level security features such as lamination and a secured access to the printer itself.

In fact, such a printer is not always suitable for standard card production, either in monochrome or in colour. Investment, cost of ownership as well as consumables make those high-end solutions very expensive, and therefore increase the card production cost.

This is the reason why Evolis, thanks to its valuable expertise on Desktop printers, decided to launch the Quantum, a semi-industrial product, unique in this category.

### ▪ **Quantum meets most of the card printing requirements**

Targeting long lasting printing at Card Manufacturer or Service Bureau premises, Quantum is the ideal production tool for very large batches in monochrome, as well as for dual side colour printing.

In some countries, Quantum can also be considered as a very competitive alternative for mass production of National ID Card, Driving License or Healthcare Card. This will mainly depend on the security level required on the card, as well as the budget allocated for such a production.

Quantum does perfectly fit for:

- Monochrome or colour personalisation of blank and offset pre-printed cards
- Alternate full colour printing for small and medium batch, when offset requires larger volumes
- Last minute requirement for card printing by giving flexibility to Card Manufacturers to answer any customer need and any volume, at any time.

## Key Quantum features

Our experience shows that Evolis has a very strong position when promoting the Quantum in connection with options and supplies that really make the difference against competitors.

### ■ 5,000 cards Monochrome ribbon

Most of the Quantum applications are Monochrome related. This machine is fast, reliable and supports ribbon saving options that guarantee to print at least 5,000 cards / ribbon.

Depending on printing size, the number of cards printed could be 2, 3, or 4 times higher. This is possible thanks to a continue ribbon printing, in opposite to the multi-colour panel technology.

Operating a 5,000 monochrome ribbon will allow the end-user to perform huge print batch with very limited breaks for cleaning.

### ■ ½ panel YMCKO

½ panel YMCKO technology is a very successful option from Evolis. Colour printing is very expensive due to the colour pigment cost. Evolis propose a very efficient way to reduce colour printing cost by slightly adjusting the card design so it can be printed with ½ panel ribbons.

Printing a badge with a coloured picture is now possible at a very low cost. You can save up to 40% off the full YMCKO ribbon.

Card Manufacturers and Bureau Services will enjoy the ½ panel colour ribbon. Don't forget to mention such a unique offer to them.

For more details, please refer to the dedicated marketing brochure: Half-Panel Color Ribbon – Information Guide. This brochure is available on our Evolis web site [www.evolis.com](http://www.evolis.com)

### ■ MAG option

Buying a Quantum is a significant investment, and therefore, this machine should be as flexible as possible.

We suggest you to focus on promoting the Quantum MAG, since your customer will be able to print and encode, if required, any type of badge.

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In addition, having one single type of machine in your installed base will help you to manage printer swap and maintenance very easily.

Don't forget that Quantum is a multi-purpose printer, and it is your role to provide the end user with advice on what he can expect from the Quantum. If you look at the attached business case, you'll see that the price gap between Basic and Mag is not a big deal. This won't impact that much the Return on Investment.

## ■ Contactless option

Quantum has been designed to support both Mag and Contactless options in the same machine.

Evolis supplies Mifare encoding technology as an option for Quantum. It can be installed on a Basic or Mag printer, and operates simultaneously.

Contactless is a fast growing market. Quantum gives you the opportunity to access high value markets with a very attractive and cost effective solution.

Combining reliability and capacity, dedicated supplies and a Mifare solution, the Quantum stands as a unique solution for the Bureau Services and Card Manufacturers.

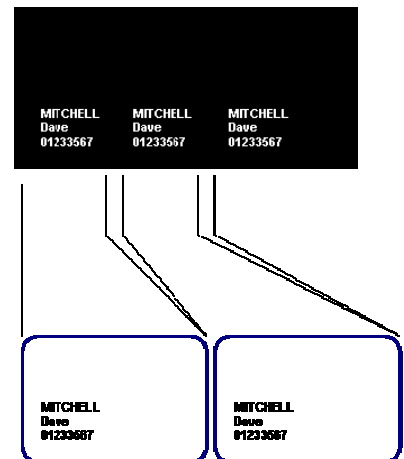
## ■ Ribbon saver

The Quantum driver allows huge savings thanks to the continuous ribbon saver feature.

After a card has been printed, the ribbon will jump to be in the right position to issue the next one.

The monochrome ribbon will have a 7mm jump, after the last character printed. Therefore, if the printed surface is much smaller than the card size, this will significantly increase the number of card to be printed with one ribbon.

In the following example, we do consider the printing to cover less than half of the card. Adding the jump area will use half a monochrome panel to print one card. Then, a 5,000 cards ribbon will perform up to 10,000 printing in that case.



## 10 reasons to buy a Quantum

- **Quantum increases the production throughput without additional staff**

Using a Quantum will help to improve productivity, reduce to virtually zero the maintenance time, and leverage the operator resources with other tasks.

- **Quantum does help to increase print quality and reduce reject rate**

Meeting Evolis quality standards, the Quantum provides the end user with professional printing features. Its excellent and stable printout ensures that almost no card will be rejected during the batch.

- **Quantum is flexible and will adapt to any kind of needs**

Thanks to its two feeders and hoppers, as well as its dedicated ribbons, Quantum will meet both monochrome and colour printing requirements. Two different jobs can be launched in parallel, being allocated to a specific feeder/hopper.

The flip-over module will allow single side and dual side printing without any additional investment.

Encoding units such a MAGnetic, Contactless or Smart Contact are available as options. This will increase the Quantum scope to high featured secured cards.

Separate ejection boxes are available for each feeder/hopper so handling card encoding is user-friendly and efficient.



- **Quantum doesn't require an expert for day-to-day service**

Availability and Service costs are one of the decision factor for choosing one industrial printer. Quantum requires cleaning cycles on a regular basis. Accessibility will allow any operator to perform it efficiently.

Each printer is delivered with a CD-Rom including installation procedure, as well as maintenance video clips especially designed for end user step by step training. Such a tool is very suitable to reduce maintenance operation and the user won't require any assistance from a specialist.

- **Quantum provides the user with low cost per card**

Based on our competitive analysis, our figures show that both colour and monochrome printing are the cheapest ones of the market.

Quantum is a perfect solution to generate cash, at a very low investment and production cost.

- **Quantum is a unique product**

With very large feeders and hoppers, easy to operate, designed for long lasting prints, Quantum has no opposition in the market. It does suit most of the Identification, Security, Membership and Loyalty needs.

Therefore, this product is the best market offer for Bureau Service and Card Manufacturer. It will perfectly meet user needs for power and flexibility.

- **Quantum will help you to generate additional revenue**

Selling a Quantum will generate revenue, not only on printer and consumables, but also on service. Most of our competitors propose a 24 hours service contract when they sell a printer. Why don't you set up such a proposal? This will guarantee you extra revenue you can easily charge, and will guarantee long-term operation at end-user's premises.

Evolis is ready to support you if you need to invest on back-up units. Since the Quantum is a cash maker, you have to provide your customer with efficient solutions to avoid any cash-in breakdown. Service contract is the right solution for him.

- **Quantum will help you to enter the high-end market, and increase your desktop sales**

Evolis is perceived as a very strong player in the desktop printer market. Quantum provides you with real opportunities to position your company and Evolis as solution providers for high-end applications.

Bureau Service and Card Manufacturer are in direct competition with card printers. Let's give them the opportunity to balance their printing activity with printers and consumables sales.

Bureau Service as well as Card Manufacturers are some of the best routes to printer market. They own a huge customer database, and most of them shift a significant number of desktop printers within a year.

Entering those Fargo, Datacard, NBS, Dai Nippon, Nisca, and Eltron accounts will give you the opportunity to develop long-term partnerships.

### ■ **Quantum helps you to increase your consumable revenue**

Quantum's users have a strong demand for ribbons and cleaning kits. Even if your effort to sell such a machine is higher than the one required selling a Pebble, your payback is there.

Your customer will buy consumables during the next years. This will help you to generate additional sales thanks to the initial Quantum push. If you look at Fargo's year end report, supplies revenue is about 60% of the overall turnover. You can do it too!

### ■ **Quantum is the best professional offer at the best price**

Quantum is a very affordable solution compared to competitive products. Fargo HDP 600/800, Datacard Magna/Ultra and Zebra P6xx/7xx don't offer the same large capacity although they are much more expensive.

And whatever the habits are in this market, Quantum is now THE most attractive printing solution for Card Manufacturers and Bureau Services. You have to let all the target users know about our product and you will succeed like other Evolis Business Partners did a few months ago!



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