

Two new cooperation partners for MARKET-X

With the offer of qualified parts for various printing press brands from GWS Printing Systems and the competence in furniture solutions for offices, factories and workshops from SCHREIBER + WEINERT the product range offered by the online shop manroland web STORE has been expanded by two suppliers

GWS Printing Systems and SCHREIBER + WEINERT will also offer their products on manroland web systems' B2B online market place. The involvement of SCHREIBER + WEINERT represents a first, in that they are suppliers who do not originate from the printing industry.

The MARKET-X trading platform is the logical further development of the existing manroland web STORE and will offer existing, as well as new customers, an even greater selection of products and services. Since the commencement of the Pilot phase in August 2017, MARKET-X has been broadened by numerous suppliers and today it is raising the "One-Stop-Shopping" purchase experience for the printing industry to a new level. In order to further develop this comprehensive service, manroland web systems are consistently working on convincing evermore-qualified suppliers to participate in the B2B market place of the future.

In the cases of GWS Printing Systems and SCHREIBER + WEINERT the process has progressed successfully. GWS Printing Systems represents the acquisition of a successful partner for us, which expands our portfolio as a first step with parts for various printing press brands, as well as further printing press associated components. This represents a major success for manroland web systems. "THE provider of solutions in the web offset printing sector began providing service upgrades on third party presses several years ago. Now these customers can additionally avail of our trading platform which covers the relevant spare parts, worldwide," according to Alexander Wachter, Vice President eCommerce, Remote Services, Customer Support at manroland web systems. As a logical consequence of the cooperation, the range provided will be further expanded. This will be, once again, real added value for mutual and new customers.

SCHREIBER + WEINERT represents the first time a supplier has entered the MARKET-X trading platform, who is not directly involved in the printing industry. The company has been providing solutions for a worldwide clientele in the sector of furniture solutions for offices, factories and workshops for over 50 years. "With SCHREIBER + WEINERT we have a partner in our MARKET-X platform who is able to provide additional useful products for the printing industry as well as for other industries. This raises the character of our shop to the next level: MARKET-X is a comprehensive

manroland web systems GmbH ist der führende Hersteller von Drucksystemen im Rollenoffset. Das Unternehmen bietet integrierte Lösungen im Illustrationsrollenoffset, im Zeitungs- und Digitaldruck sowie im Verpackungsdruck. Ein internationales Vertriebs- und Servicenetz vermarktet zudem den Druckprozess begleitende Geräte und Verbrauchsmaterialien sowie Softwareprodukte und innovative Workflowmanagementsysteme.

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online B2B platform, which will, in the long-term, provide our existing and future customers with everything they require for their daily business routines. Of course, furnishing items are an integral component. We are delighted to have acquired such a strong and reliable partner," continues Wachter. The signature of the MARKET-X cooperation contracts is our decision for a long-term mutual partnership.

The cooperation will definitely lead to more than just the sale of pure hardware, in the medium-term. SCHREIBER + WEINERT provide excellent consulting and planning competences in the sector of space and furnishing concepts for offices, factories and workshops. What about the example of storage of spare parts in close proximity to our customer's printing presses? Are the work places in the office space of printing houses ergonomically designed in order to enable long-term healthy work environments? Our new MARKET-X participants can deal with these, and other questions, in the future. "The mission statement of SCHREIBER + WEINERT fits perfectly with that of manroland web systems. Quality and customer satisfaction has top priority in both of our service oriented companies" is how Wachter explains the fundamentals of the cooperation. "SCHREIBER + WEINERT in turn benefit from our good and very broad access to customers and our perfectly organised worldwide logistic network."

manroland web systems will continue its efforts to attract new, interesting partners and to introduce improved functions into the most modern shop in the printing industry. "We are working inexorably and intensively on the implementation of further functionalities, optimising the technical support, and a constant expansion of the product range. The primary focus lies on providing our customers a modern, convenient and reliable "One-Stop-Shopping" purchasing experience, which is available worldwide, around the clock, seven days a week" says Wachter.

Picture captions:

Happy partners pictured at the contract signing ceremony: (from right) Eric van Kessel, Commercial Director GWS, Walter Donkers, Managing Director GWS, Alexander Wassermann, Managing Director manroland web systems, Alexander Wachter, Vice President eCommerce, Remote Services, Customer Support manroland web systems.

Here's to a successful new partnership: (from left) Ingo F. Schreiber, Managing Director SCHREIBER + WEINERT, Alexander Wachter, Vice President eCommerce, Remote Services, Customer Support manroland web systems, Dr. rer. oec. Perry Schlottmann, e-Procurement-Manager SCHREIBER + WEINERT.

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