

# X-Rite eXact Auto-Scan Helps Ciani Artigrafiche Reduce Make Ready by 50%



**Industry:**  
Digital and Offset Printing



**Location:**  
Colle di Val d'Elsa Italy



**Website:**  
[www.cianiartigrafiche.it](http://www.cianiartigrafiche.it)

Operating mainly in home furnishings and fashion advertising, Ciani Artigrafiche has been offering high-end graphic and digital print and offset services for over 30 years. Their business encompasses every aspect, from graphic design, composition, and photo retouching through prepress and print. They take pride in color, treating each catalog as a true work of art.

*"Firmly believing in the eXact Auto-Scan and in X-Rite was a winning move. For us now, quality is not a goal but a standard. The operator is no longer dedicated to the manual measurement of density and color therefore he can think about the preparation of the next job or he can take care of the sheet in terms of quality."*

**~ Marco Ciani, Owner, Ciani Artigrafiche**

## Challenge

For many years, Ciani managed print quality using manual instrumentation and subjective evaluation. There was a lack of consistency across press runs, and press operators were spending a lot of time doing spot measurements – four to five at a time – often using visual control to inspect each print run. The process left them paying in paper, ink, and labor through very long make ready times.

## Solution

As soon as they learned about the eXact Auto-Scan, Ciani knew it could work for them. They implemented a closed loop solution to help them save on paper waste by getting to color faster. Since installing the eXact Auto-Scan closed loop solution, there is no more subjectivity about color quality and they can ensure each print run meets customer standards. When compared to spot measurement, eXact Auto-Scan's automation provided all color information in one scan. Communicating it back to the press to make the ink key adjustments automatically.

Overall, eXact Auto-Scan resulted in better quality product while saving on the biggest expense: paper.



## Results

### Faster Make Ready

According to Co-Owner Eduardo Ciani, make ready time savings was evident immediately. The system implements the opening of the ink fountains directly from the prepress file, so the operator only needs to think about mounting the plates and making a first run to check the register. The second print run can already be considered 90% ready for production. "We can say that the savings in terms of time has been stabilized at 50%. We have halved the start-up times."

### Less Waste

Marco Ciani agrees and notes another benefit: a net decrease in waste. "From our management system, we noticed that we went from an average of 250 sheets per start-up down to 140 sheets per start-up. Consider that we have around 10 start-ups per day, I leave to you the rest of the calculation."