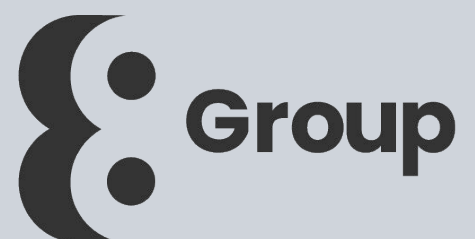




KONICA MINOLTA



KONICA MINOLTA POWERS EIGHT GROUP'S DIGITAL PRINT EVOLUTION



Giving Shape to Ideas



“AFTER EXTENSIVE RESEARCH AND TESTING, EIGHT GROUP CHOSE KONICA MINOLTA’S ACCURIOJET KM-1E B2 PRESS”

Lance Hill
CEO of Eight Group

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EXECUTIVE SUMMARY

Driven by an opportunity to reap the rewards of bringing a larger percentage of its print production in-house and opening new lines of business, Eight Group partnered with Konica Minolta to invest in the AccurioJet KM-1e digital B2 inkjet press, the first of its kind installed at a UK print business.

As part of a £1.2 million investment in its production facilities, the Nottingham-based print specialist is leveraging the AccurioJet’s exceptional print quality, colour accuracy, sustainability credentials, and compact footprint. The move has not only enhanced operational capabilities but also delivered significant cost savings of £125,000 a year from previously outsourced large-format work.

CUSTOMER PROFILE

Eight Group is an independent printer and marketing services company based in Nottingham that supports customers across the UK and internationally. Operating under four specialist sub-brands - Eight Days, Eight Plus, Eight Digital, and Eight Create, the company delivers end-to-end marketing solutions, from concept to production. As well as offering added value to customers across all channels, the company also has a strong focus on sustainability with carbon-neutral business operations and B Corp Certification.

CHALLENGE

Eight Group had been outsourcing a large percentage of its Litho offset print work, which had generally worked well as the company had a good local and national supplier base. However, the amount of outsourcing would fluctuate per month and some months it would be

sending out more work for production than it was creating in-house. This was further emphasised by a shift towards higher-quality work, which resulted in lower utilisation of some of Eight Group’s equipment and thus underuse of these investments. Lance Hill, CEO of Eight Group commented, “This led us to start looking at the digital print market. We were looking for the Nirvana of having a high-quality digital print solution that could compete with offset, particularly b2, and would enable us to bring much of this back in-house with the operational and cost benefits that provides.”



SOLUTION

After extensive research and testing, Eight Group chose Konica Minolta's AccurioJet KM-1e B2 press. The decision was strongly influenced by the company's positive experience with the Konica Minolta AccurioPress C14000, which it had used for two years. "That machine proved incredibly reliable, with excellent uptime and superb quality," Lance noted. "Combined with the quality of service we received, it built a strong foundation of trust in Konica Minolta as a partner."

The AccurioJet offers offset-class quality, true substrate flexibility, and fast turnaround without the cost and complexity often associated with B2-format printing. Eight Group also implemented Konica Minolta's AccurioPro Flux Premium and AccurioPro Dashboard software, enabling a unified workflow and advanced insights into utilisation, capacity, and productivity.

Alongside the KM-1e, Eight Group also invested in an AccurioPress C12000e to join its C14000. This expanded setup has increased production capacity and flexibility, allowing the company to move beyond direct mail into personalised packaging, retail printing, and broader commercial print services.

Sustainability was also a key factor in the decision. As a certified B Corp, Eight Group valued the AccurioJet's eco-friendly features, using UV inkjet technology that eliminates water use, reduces waste, and lowers energy consumption through LED drying. Its compatibility with recycled and lightweight substrates further supports sustainable practices. "We looked closely at energy use and footprint," Lance explained. "The AccurioJet stood out for its compact design and industrial-grade build. And the print quality is outstanding, virtually indistinguishable from offset. Even our Colour Management Specialist was impressed."

The AccurioJet also offers exceptional media flexibility. It can handle everything from 60gsm uncoated paper to 600-micron board and even plastics. This versatility, combined with consistently high print quality across all substrates, gives Eight Group the agility to pivot quickly between job types and meet a broader range of customer needs.

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BENEFITS

Following the installation of the AccurioJet, Lance Hill commented, "This is a considerable enhancement for our business and a UK first for Konica Minolta. This AccurioJet digital press enables us to produce exceptional quality, short-run, large format work in-house, instead of outsourcing to litho subcontractors. We can now bring 50% of that outsourced b2 work in-house, saving around £125,000 a year, and we have greater control of production whilst keeping more revenue in-house. It gives us greater utilisation of our equipment and enhanced speed to market, along with top-quality results across a wide range of substrates. We now have an entire digital print line powered by Konica Minolta."

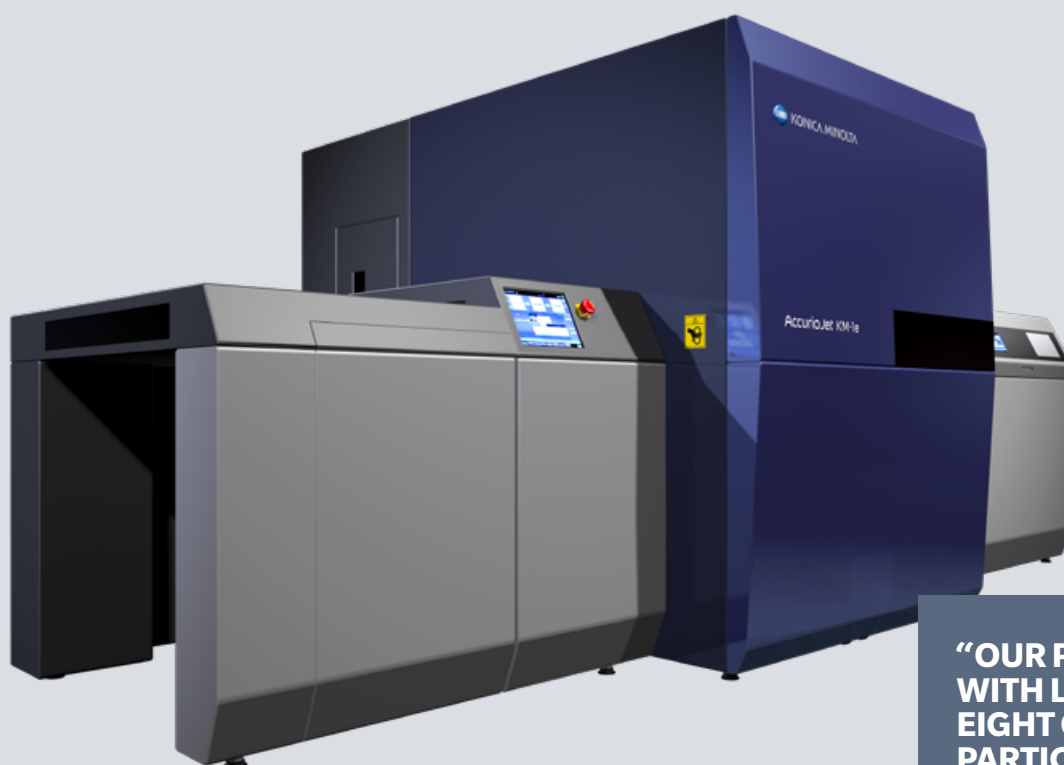
Looking at the wider business context, Lance added, "This investment is helping us diversify at a time when the market is facing real challenges. Our core focus has been direct and critical mail, but with rising postage costs, we needed a versatile solution - a kind of Swiss Army knife. Now, we can print a direct mail piece in the morning and switch to packaging or cartons in the afternoon, all on the same devices. It's opened the door to new markets and opportunities."

Previously, the larger jobs that had to be outsourced for litho printing, then brought back in-house for mono overprinting, slowing down turnaround times. With the AccurioJet, everything is done in a single pass, significantly improving speed and delivery. Thanks to its LED UV ink curing, printed sheets are instantly dry and ready for finishing, eliminating delays common with traditional litho presses.

There are also new opportunities to explore, as Lance commented, "We see a strong potential in the personalised packaging market, particularly for print-on-demand solutions like custom sleeves for letterbox-friendly, subscription-based products. This isn't just about adding a label; it's about delivering high-quality, fully personalised packaging. The AccurioJet is ideal for this, with a front-end system that handles personalisation seamlessly."

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The ongoing partnership with Konica Minolta is also important to Eight Group. “Choosing the right print partner is crucial. We’re only as good as our last job - our customers rely on consistent quality and reliability, and Konica Minolta has delivered exactly that. Over the past two years, they’ve proven themselves, and we’ve built a strong, trusted relationship. It may sound like a cliché, but everything just aligned perfectly - the relationship, the brand, the product quality, and the impact on our business. It’s helped us take things to the next level while giving our customers the stability, standout solutions, and innovation they need today and into the future.”

Rob Ferris, CEO of Konica Minolta Business Solutions (UK) Ltd, also commented, “Our partnership with Lance and Eight Group is particularly special. The AccurioJet is our flagship technology, and it’s designed to help businesses diversify, innovate, and expand into new markets. It’s more than just a press, it’s a platform for co-creation, opening doors to new possibilities. From initial ideas to real-world delivery, our customers experience the full journey. As Lance and I have discussed, this investment gives Eight Group choices they didn’t have before, allowing them to adapt to changing workloads and to seize new opportunities as they arise.”

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Rob Ferris,
CEO of Konica Minolta
Business Solutions (UK) Ltd





KONICA MINOLTA

ENHANCE YOUR PRINT AND IT SERVICES

Part of the global Konica Minolta Group, Konica Minolta Business Solutions (UK) Ltd empowers producers of high-volume print and communications through innovation and cutting-edge technologies, combining our global heritage and expertise to deliver our customers' vision for a sustainable and brighter future.

We use our Ignite consultative discovery approach to build trust with our customers and to accurately discover their business challenges. From these insights, Konica Minolta's team of subject

matter experts collaborates with a network of industry-leading and trusted partners to create bespoke solutions to meet our customers' goals. Our highly reliable and effective hardware and software print solutions aid greater productivity by automating repetitive production tasks, saving time and money, and delivering real value that addresses real-world business challenges – all whilst fully enabling our customers to embrace and exploit commercial opportunities and print possibilities.

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LET'S TALK

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