

**Kern GmbH**

*dynamics in*  
TECHNOLOGY

**kern**  
document output management

# Welcome to Kern



## The Kern AG

develops integrated systems for the processing and inserting of documents for medium and large businesses. As one of the market leading providers we offer innovative solutions, so that you are always one step ahead of the constantly changing market conditions.

Since the foundation by Marc Kern in 1947 the company is a family enterprise and now in second generation it is managed by the owner Uli Kern. With its roots in Konolfingen near Bern , the Swiss company quickly gained an outstanding reputation beyond its country's borders. Today the Kern AG is active all around the globe: The hard and software solutions tailored to individual needs as well as the customer-orientated service are highly appreciated on all five continents.

Together, we acquire a deep understanding of your needs and work out individually designed solutions for your business – and this all over the world. For more than 60 years and with continuous success the Kern AG ensures that the customer receives the right information at the right time.



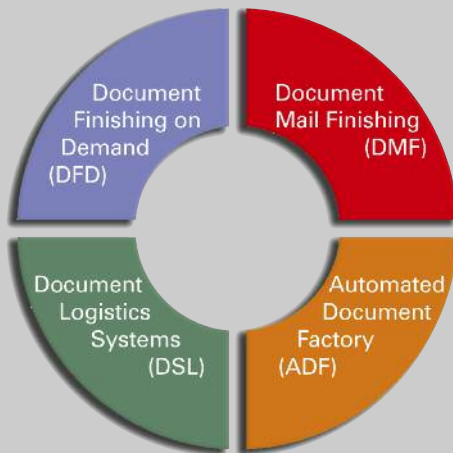
## The Kern GmbH

We are one of the largest subsidiaries within the Kern Group. 135 employees are responsible for Sales, Service and Maintenance of the systems.

The company's central office is seated in Bensheim, a lively city between Frankfurt and Heidelberg, located in the economic area called Bergstraße.

For more than 25 years we are very successfully performing on the German market with more than 1,000 installations. Our customers include IT service provider, computer centres, letter shops, banks and insurance companies, energy suppliers, telephone companies as well as printing houses and businesses within the graphics industry.

# Products and Solutions



**DMF** Document Mail Finishing

**DFD** Document Finishing on Demand

**ADF** Automated Document Factory

**DLS** Document Logistics Systems

Our product range can be divided into four sectors. This allows coverage of the full range of state-of-the-art packaging solutions. For every customer request we can offer a professional solution:

- ■ ■ **Kern DMF - Document Mail Finishing:**  
High-Speed envelope inserting and film wrapping systems.
- ■ ■ **Kern DFD - Document Finishing on Demand:**  
Intelligent solutions for pre- and post-processing of digitally printed products.
- ■ ■ **Kern ADF - Automated Document Factory:**  
Individual software solutions for optimum process monitoring and controlling.
- ■ ■ **Kern DLS - Document Logistics Systems:**  
State-of-the-art robot technology for an additional automation of the systems.

# Kern - in tune with the times

## The board of directors of the Kern GmbH

From left to right:  
Rainer Rindfleisch,  
managing director

Peter Korzilius, head of finance  
and administration

Ulrich Hein, head of service  
Germany



Kern's objective is to provide comprehensive services and high quality products. In order to ensure this, we do everything to analyse the time spirit, on-going developments, and trends.

For our customers, all of them progressive businesses with modern infrastructures, this means a high and reliable quality of the products. Together with Kern, our customers are always a step ahead of the market. Thus, we are not just in tune with the times; we impart to its rhythm.



# Service and Quality are for us an obligation!



## Competence where you are

Kern has a comprehensive service organization with more than 100 employees in five service branches or headquarters. Branches are in Hamburg, Berlin, Düsseldorf, Stuttgart and Munich.








## Safety and Transparency

Service contracts with Kern are designed to optimize the availability of your systems and to protect your investments at the same time.

## We are there for you!

If required 24 hours the day. Our priority is to meet your needs with high quality services. With the purchase of an inserting system you are entitled to a reliable service. For an optimum availability and productivity of the systems, Kern offers an extensive and reliable service program.

## Our services include:

-  Full service agreements
-  Preventive maintenance
-  Repair
-  24 hour service
-  Specific reaction times
-  On-call-service
-  Service technicians, on-site service



# Logistics Service



## **Ordered today, there tomorrow**

Quality, Availability and quick delivery are the key factors of our logistics processes.

Our state of the art SAP R/3 controlled logistics system in Bensheim enhances us to deliver all available spare parts, if required, within 24 hours. The European neighbouring countries France, Luxembourg, Belgium and the Netherlands are also supplied by our central warehouse.

The comprehensive service is the basis for the high satisfaction of Kern's customers. Therefore the investment in a fully automated lift system with integrated storage location management has been an important and right step into the future.



# Product Training



In our product training centres in Bensheim we ensure practical training based on years of experience with inserting systems. We transfer in-depth expertise for the productive and economic application of all Kern systems.

Thanks to a good balance between technical information and hands-on practice, the participants learn the right skills for operating the systems. The gained knowledge can be immediately transferred to the daily work.

## **Operator Training**

Optimal settings and adjustments assure a smooth production flow. The operators gain the necessary basic knowledge and extend or enhance the existing skills.

## **Technique Training**

The participants get to know settings, which goes beyond the framework of machine handling, to independently analyse system errors.--



# Customer quotes

"High availability, outstanding quality, and superb service play an important role within our business processes. Kern became an important partner concerning the equipment and the operation of our infrastructure and outstandingly supports us at the fulfilment of our goals".

Rudolf Christl  
AMB Generali, Aachen

"In the search for a new investment, it soon became clear that there was really no alternative to Kern with regard to the service and knowledge of the staff. Suppliers promise much to get a contract signed. But during the last years, Kern kept its promises and implemented it in practice".

Diana Esser  
Esser Druck GmbH, Bretten

"Kern is a perfect partner in matters of high speed inserting systems".

Jürgen Weber  
DRV Bund, Berlin

"When it comes to the purchase of new systems, quality is for us a decisive criterion. We have confidence in Kern. For us it was important to get the best possible technology".

Peter Dehm  
T-Systems, Weingarten

„Competent – quick – reliable – friendly – all characteristics of our long-term business with Kern“.

Hartmut Preuß  
Techniker Krankenkasse, Hamburg

"We have searched for a solution which provides us with maximum of safety in combination with high functionality and simple operation. Therefore we decided to work with the products of Kern".

Peter Kolczok  
SEB-Bank, Frankfurt

"After having cooperated with Kern for several years, we are very convinced of the quality of the Kern products. The modular structure and the reliability of the systems are particularly noteworthy".

Siegfried Heck  
EnBW, Karlsruhe

## Our staff



Our committed, qualified, and motivated staff is the key requirement to successfully achieve our objects and to provide our customers with the quality they expect from Kern.

A systematic staff development program ensures that we are well equipped for the future.

Besides needs-oriented trainings, the employees also participate in courses of the Kern product training at the head office in Bensheim, as well as at our European production locations.

# Awards



## 2008

November: After 2005 Kern undergoes for the second time a voluntarily review by the TÜV Saarland. Our customers acknowledge the service with an overall grade of 1.52 (good).



DESIGNPREIS  
2007



product  
design  
award

2006 ■

## 2006

October: The high speed inserting system Kern 3500 2- channel is nominated for the "Design Prize of the Federal Republic of Germany 2007".

December: Kern receives the "iF design award" for the new design of the high speed inserting system Kern 3500 2-channel.



## 2005

February: Kern gets the TÜV service certificate for excellent service achievements and professional competence of the service staff.

June: Kern becomes TOP 100 member and is now one of the most innovative German SMes.



October: Kern's Smart Binder is awarded with the Innovation Award of the German Printing Industry.



Design  
Award  
Winner  
2000

## 2000

Kern enters the Guinness Book of Records! The Kern 3000 made it into the Guinness Book of Records for the world's fastest inserting machine.

The Kern 3000 receives the IF Award 2000, one of the most important design awards.

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