

Matica's XID8100 Printer Selected by Dagon University Myanmar

Customer

Dagon University (DU) is one of the largest universities in Myanmar (formerly known as Burma), occupying a 1,582-acre (6.40km²) campus on the outskirts of major city, Yangon. Established in 1993, the university employs 1,630 members of staff and teaches approximately 60,000 students, (including online students), many of whom require secure ID cards to allow access into the campus. In August alone, the university needed to print 24,000 university passes to accommodate 2015's new intakes ahead of their arrival in September.



Matica Technologies' partner

Based in Yangon and established in 1998, P.A.G. Company (PAG) is a leading card integrator and Matica Technologies' agreed distribution partner in Myanmar. The company operates as an importer, distributor and wholesaler of retail ID card printers, card issuance technology and related accessories. PAG has a trusted reputation in a variety of industries in the country including hotel keycard locks but business relations extend beyond Myanmar to China, Taiwan and Korea where PAG is also a distributor for Xeeder (secure access in leisure and tourism), Tatung (energy and power) and Pointman (direct-to-card issuance in the financial sector).

Challenge

To increase efficiency of high volume card issuance owing to the incremental annual growth of student recruitment and to cope with the production of secure ID cards in a relatively tight timeframe. Further, each card needed to produce first class print quality in order that students can use the card for their full academic tenure, which is largely four years.

Solution

- Matica XID8100 retransfer printer



Closer look at Matica's XID8100 Retransfer Card Printer

- Over-the-edge printing with glossy photo finish quality for clear colors and flawless tones
- Fast throughput of up to 100 cards per hour
- Combination of reliability, performance and affordability for printing durable and secure cards
- Optional encoding (mag stripe / smart code encoding) and lamination
- Single or double-sided option
- Modularity concept allows for future add-ons to facilitate growing card application needs
- Bend remedy
- Electronic security locks to secure access to supplies and consumables
- User-friendly front-loading systems with replaceable cartridges
- Prints on various materials including PVC, ABS, PET, hybrid card constructions and polycarbonate

Results

The university is now better equipped to produce high volumes of beautifully printed secure ID cards for their new students. University staff are confident that the cards can be issued in a short period of time: from students confirming their place on the course to the time of their arrival and even on the spot. There was little to no disruption for the university staff during the installation of the printers.

Matica's XID8100 retransfer printers met the challenge to identify a practical printer that could be seamlessly –and almost immediately – integrated into the university current IT infrastructure. Similarly, it provided a competitively priced option without compromising on critical needs such as excellent colour printing and adaptability for future card application requirements.



A prudent business decision in an academic world

With PAG's expert guidance, the university considered Matica's entry-level retransfer printer compared to competitors' direct-to-card printer and soon realized that their return on investment would be maximised with Matica's XID8100.

Even aside from Dagon University's requirements, such as the immediate availability of the chosen printers, staff needed to ensure that the technology would achieve outstanding print quality to minimise future duplications.

There were other returns on investment, too. Modularity meant that, as and when the university identified future needs, the printer could easily accommodate additional options later on such as holographic security laminate. Also, students became prouder of their belonging to the Dagon University and campus because their cards looked outstanding and thus, the reputation and brand management of the university experienced an upturn.

The business challenge

Integration needed to happen quickly, (the printers needed to be readily available), and installation needed to proceed without disrupting work or other university systems.

The selected card printer would need to easily integrate into the university's existing system, be easy-to-use, handle high volume and intensive activity so registration staff could disseminate new students' cards during peak times.

Further, the university wanted to ensure that its investment would be able to cope with high print quality and have a long lifespan.

Implementing Matica Technologies' XID8100 Retransfer Card Printer

PAG integrated their consultant, Mr. Kyi Min, Group Managing Director, into Dagon University's programme management team, making the planning of the operation easy and collaborative.

PAG recommended Matica's XID8100 as the right fit for the university's needs because it is engineered to manage industrial workloads and is the perfect entry level retransfer printer for the regular day-to-day, on-demand personalization of ID cards. The size of the printer is still practical so identifying the right locations for the installation of the printers didn't present any challenges.

As seasoned distributors, PAG knew that this industry proven and reliable printer would deliver on productivity needs, print quality and durability. The reverse transfer printing technology delivers glossy photo finish quality, for exquisite-looking cards with crisp, clear colors, over-the-edge printing and enhanced wear protection. University staff were trained by PAG to use the printer.



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XID8100 qualifies as the technology of choice for university and distributor

“Our client, Dagon University, needed to identify a competitively priced, immediately available printer that would deliver on all their current needs – and accommodate potential future ones,” said Mr. Kyi Min, Group Managing Director, of PAG Company.

“The set-up time of the printers was quick and easy,” continued Mr. Kyi Min, “so from the moment the decision was made we swiftly coordinated an integration programme that did not prevent the university staff from working nor create days of disruption.

“We are very pleased that we selected Matica’s XID retransfer technology to support the production of our unique student ID cards, which was previously more difficult to do because the equipment couldn’t cope with the increasing volumes or print quality,” said Dr. Hla Htay, Rector, Dagon University.

“PAG Company has provided us with excellent consultancy and in-house training so all the staff required to use our printers can do so easily. I am satisfied with the short turnaround and the decision to implement Matica’s retransfer printers that will assist the university’s business needs now – and in the future.”

“As a highly regarded partner in ASEAN, it is a privilege to know that PAG Company recognizes the quality of Matica’s technology and card printing capabilities, and that they secure the rewards of winning new contracts when our products are deployed during commercial procurement processes.

Sandro Camilleri, CEO, Matica Technologies