



Kornit
Digital
bonding
matters



ECO-FIX

*Clearly the most advanced fixation agent
for NeoPigment™ Eco-Rapid ink set*

Version 1.0

.....
The product mentioned in this brochure may be protected by one or more patents in the U.S. and elsewhere. The data in this brochure was valid at the time of publishing, and is subject to change without notice. Kornit Digital reserves the right to modify its products and their specifications at any time, without prior notice and further obligation.

The ultimate guidebook to make your customers more successful and achieve the best print quality

TABLE OF CONTENTS

Value proposition..... 3

Product benefits 4-9

What type is my customer 10

HD systems with Neutra-Fix 11

Atlas systems with Neutra-Fix or Neutra-Fix+ 12

HD systems with Rapid ink set 13

Contact information 14

VALUE PROPOSITION

We have introduced a unified ink set of Eco-Rapid with the new Eco-Fix in all our HD systems, which include the Kornit Avalanche HD6, Storm HD6, Atlas and the Refurbished systems

Thanks to the new Eco-Fix, your customer will benefit from:



Significantly reduced staining, especially on light garments



Ability to work with a wider range of SKUs



Improved print quality

- Better print uniformity and better white ink laydown
- Overcoming cracks
- Improved durability



Production efficiency

- Same curing time and temperature for both light and dark garments
- Less maintenance



Highest environmental standards, Eco-Passport certified and GOTS approved

REDUCED STAINING

Returning to baseline now with the benefit of no smell



Fixa 901



Neutra-Fix



Eco-Fix

Staining red



Fixa 901



Neutra-Fix



Eco-Fix

Staining gray



Fixa 901



Neutra-Fix



Eco-Fix

Staining white



Fixa 901



Neutra-Fix



Eco-Fix

Staining yellow

** Over 100 SKUs were tested*

ECO-FIX

KDAM fabrics

Manufacturer	Color	Fabric blend	Pass/Fail
American Apparel	Black	100% Cotton	Passed
American Apparel	Navy	100% Cotton	Passed
American Apparel	Tri-Black	50% Poly/25% Cotton/25% Rayon	Passed
Anvil	Black	100% Cotton	Passed
Anvil	Heather Dark Grey	100% Cotton	Passed
Bella + Canvas	Black	100% Cotton	Passed
Bella + Canvas	Black Heather	90% Cotton/10% Poly	Passed
Bella + Canvas	Ash	99% Cotton/1% Poly	Passed
Bella + Canvas	Heather Prism Ice Blue	99% Cotton/1% Poly	Passed
Bella + Canvas	Heather Prism Lilac	99% Cotton/1% Poly	Passed
Bella + Canvas	Brown	100% Cotton	Passed
Bella + Canvas	Heather Forest	52% Cotton/48% Poly	Passed
Bella + Canvas	Heather Midnight Navy	52% Cotton/48% Poly	Passed
Bella + Canvas	Olive	100% Cotton	Passed
Bella + Canvas	Asphalt	100% Cotton	Passed
Bella + Canvas	Navy	100% Cotton	Passed
Bella + Canvas	Dark Grey Heather	52% Cotton/48% Poly	Passed
Bella + Canvas	Leaf	100% Cotton	Passed
Bella + Canvas	Heather Deep Teal	52% Cotton/48% Poly	Passed
Bella + Canvas	Kelly	100% Cotton	Passed
Bella + Canvas	Mauve	100% Cotton	Passed
Bella + Canvas	Soft Cream	100% Cotton	Passed
Bella + Canvas	True Royal	100% Cotton	Passed
Bella + Canvas	Heather Blue	52% Cotton/48% Poly	Passed
Bella + Canvas	Heather Prism Peach	99% Cotton/1% Polyester	Passed
Bella + Canvas	Heather Mint	52% Cotton/48% Poly	Passed
Bella + Canvas	Heather Orange	52% Cotton/48% Poly	Passed
Bella + Canvas	Heather Orange	52% Cotton/48% Poly	Passed
Bella + Canvas	Yellow	100% Cotton	Passed
Bella + Canvas	Heather True Royal	52% Cotton/48% Poly	Passed
Bella + Canvas	Gold	100% Cotton	Passed
Bella + Canvas	Red	100% Cotton	Passed
Bella + Canvas	Heather Raspberry	52% Cotton/48% Poly	Passed
Bella + Canvas	Solid Black Triblend	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Charcoal-Black Triblend	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Grey Triblend	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	White Fleck Triblend	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Athletic Heather	100% Cotton	Passed
Bella + Canvas	Pink	100% Cotton	Passed

Manufacturer	Color	Fabric blend	Pass/Fail
Bella + Canvas	Steel Blue	100% Cotton	Passed
Bella + Canvas	Silver	100% Cotton	Passed
Bella + Canvas	Forest	100% Cotton	Passed
Bella + Canvas	Heather Prism Dusty Blue	99% Cotton/1% Polyester	Passed
Bella + Canvas	Berry	100% Cotton	Passed
Bella + Canvas	Oxblood black	100% Cotton	Passed
Bella + Canvas	Heather Prism Mint	99% Cotton/1% Polyester	Passed
Bella + Canvas	Aqua	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Ocean Blue	100% Cotton	Passed
Bella + Canvas	Athletic Grey	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Navy	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Oatmeal	50% Poly/25% Cotton/25% Rayon	Failed
Bella + Canvas	Purple	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Maroon	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Red	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	True Royal	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Emerald	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Blue	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Green	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Aqua	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Teal	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Orange	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Clay	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	Brown	50% Poly/25% Cotton/25% Rayon	Passed
Bella + Canvas	White	100% Cotton	Passed
Champion	Oxford Grey Heather	100% Cotton	Passed
Champion	Light Steel	100% Cotton	Passed
Gildan	Black	100% Ringspun Cotton	Passed
Gildan	Navy	100% Ringspun Cotton	Passed
Gildan	Sport Grey	90% Cotton/10% Poly	Passed
Gildan	Dark Heather	100% Ringspun Cotton	Passed
Gildan	Black	100% Cotton	Passed
Gildan	White	100% Cotton	Passed
Gildan Heavy Blend	Light Pink	50% Cotton/50% Poly	Passed
Gildan Heavy Blend	Light Blue	50% Cotton/50% Poly	Failed
Gildan Heavy Blend	Light Blue	50% Cotton/50% Poly	Passed
Gildan Heavy Blend	White	50% Cotton/50% Poly	Passed
Gildan Heavy Blend	Sport Grey	50% Cotton/50% Poly	Passed
Next Level	Black	100% Cotton	Passed

* *Improvement from 81% to 97% pass criteria*

ECO-FIX

KDAP fabrics

Manufacturer	Color	Fabric blend	Pass/Fail
United Atheltes	Black	100% Cotton	Passed
United Atheltes	Red	100% Cotton	Passed
United Atheltes	Navy	100% Cotton	Passed
United Atheltes	Black	100% Cotton	Passed
United Atheltes	Purple	100% Cotton	Passed
United Atheltes	White	100% Cotton	Passed
United Atheltes	Black	100% Cotton	Passed
United Atheltes	White	100% Cotton	Passed
Daluc	Black	100% Cotton	Passed
Daluc	White	100% Cotton	Passed
Printstar	Blue	100% Cotton	Passed
Printstar	Red	100% Cotton	Passed
Printstar	Navy	100% Cotton	Passed
Printstar	Royal blue	100% Cotton	Passed
Printstar	Black	100% Cotton	Passed
Gildan ring spun	Black	100% Cotton	Passed
Gildan	Black	100% Cotton	Passed
AG	Black	100% Cotton	Passed
BYB	Black	100% Cotton	Passed

WIDER RANGE OF SKUS

Printing on fabrics with low absorption capacity, resulting in poor print quality, is now a win!



IMPROVED PRINT QUALITY

Better print uniformity, overcoming cracks and improved durability



Neutra-Fix



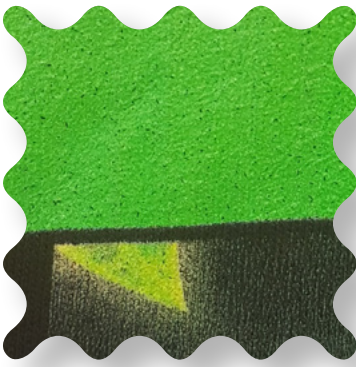
Eco-Fix



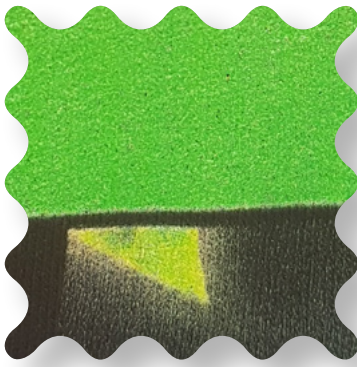
Neutra-Fix



Eco-Fix



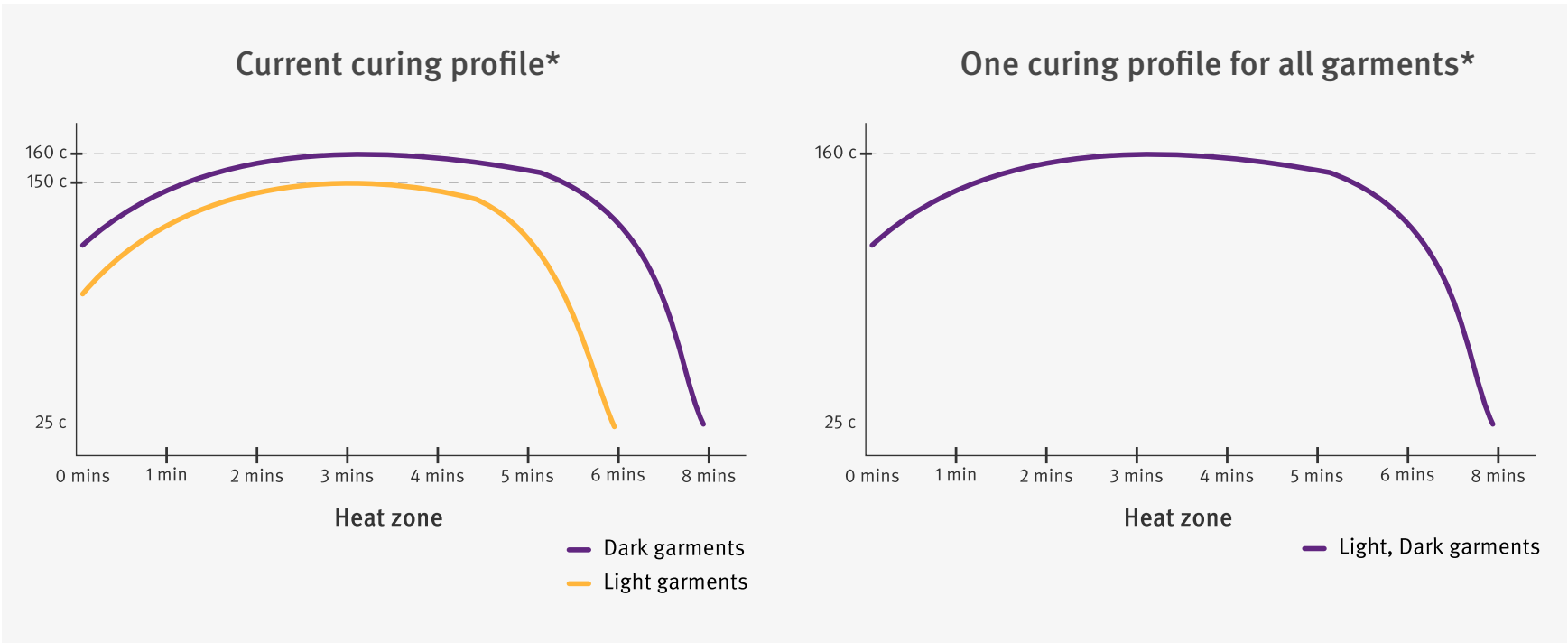
Neutra-Fix



Eco-Fix

PRODUCTION EFFICIENCY

With Eco-Fix you can cure both dark and light garments at the same temperature and cure while keeping the same print quality and avoiding staining.



* *Dependent on customer specific SKUs*

In addition, the Eco-Fix formulation enables a more efficient process during the periodic preventative maintenance.



CERTIFICATES

Meet the highest environmental regulation standards with minimal environmental footprint

Kornit’s products meet the highest sustainability standards with zero wastewater and a low carbon footprint, enabling on-demand printing that fits today’s consumer culture.

POSITIVE LIST
OF GOTS

OEKO-TEX®
CONFIDENCE IN TEXTILES
ECO PASSPORT



WHAT TYPE IS MY CUSTOMER?

In the next section, you will find a Q&A for each customer install base

The differentiation between customer install base is crucial since the value proposition or the upgrade process may vary from one type to another. It is therefore important to identify the right situation in order to follow the applicable transition guidelines.

01/ HD Systems with Neutra-Fix P/Ns:

- 50-NTRF-0902
- 50-NTRF-2902
- 50-NTRF-3902

02/ Atlas Systems Neutra-Fix or Neutra-Fix+ P/Ns:

- 50-NTRF-0902
- 50-NTRF-2902
- 50-NTRF-3902
- 50-NTRF-0001

03/ HD Systems that are still with Rapid ink set



01/ HD SYSTEMS WITH NEUTRA-FIX



Avalanche HD6



Storm HD6



Neutra-Fix (902)



Eco-Fix

Q: What are the benefits?

A: For the detailed list of benefits, please refer to the value proposition page. In a nutshell:

- Improved staining on a wider range of light garments
- Uniform, durable and consistent print quality

Q: How the transition is done?

A: The transition is free of charge. From now on, the customer simply needs to order the new P/N 50-ECFX-0905.
All new systems will be provided with Eco-Fix.

Q: What has changed?

A: The Eco-Fix is a new and improved formulation, therefore it holds a new: (i) name (ii) SDS (iii) label and (iv) P/N.

Q: What has remained the same?

A: Dilution ratio and price.
Dilution is still 1:3 and price is the same as Neutra-Fix.
The new Eco-Fix holds both Eco-Passport certification and GOTS approval.

Q: How is the replacement implemented?

A: Drain the previous fixa. Fill the container with Eco-Fix and spray 100% fixa for each pallet 3 times. The fixation is fully backward-compatible with Neutra-Fix; there is no need for SW upgrade or set-up change.

Q: What should I do with the customers' current fixation agent?

A: Customers should use their current fixation agent until end of stock.
To ensure business continuity, make sure they order the new Eco-Fix in advance.

02/ ATLAS SYSTEMS WITH NEUTRA-FIX OR NEUTRA-FIX+



Atlas



Neutra-Fix (902)

OR



Neutra-Fix+ (91)



Eco-Fix

Q: What are the benefits?

A: For the detailed list of benefits, please refer to the value proposition page. In a nutshell:

- Improved staining on a wider range of light garments
- Uniform, durable and consistent print quality

Q: How is the upgrade implemented?

A: The upgrade will be implemented by a Field Service Engineer (FSE), free of charge. The upgrade consists of 4 steps, all performed by the FSE:

- (i) System cleaning
- (ii) Software upgrade to R10
- (iii) Enhancement kit
- (iv) Set-up adjustment

Q: What has remained the same?

A: The new Eco-Fix holds both Eco-Passport certification and GOTS approval.

Q: What has changed?

A: The Eco-Fix is a new and improved formulation, therefore it holds a new:
(i) name, (ii) SDS, (iii) label and (iv) P/N.

Q: What about dilution ratio?

A: A customer using Neutra-Fix (902) will have the same dilution ratio 1:2.5.
A customer using Neutra-Fix+ (91) will change from 1:2 to 1:2.5.

Q: What should I do with customers' current fixation agent?

A: Customers should use their current fixation agent until end of stock, as there is no take-back mechanism. Any remaining stock will be handled by the After Market Team, case-by-case.

Q: How long does the upgrade take?

A: If the upgrade includes enhancement kit, up to 2 days. For a SW upgrade only, it will take a few hours.

03/ HD SYSTEMS THAT ARE STILL WITH RAPID INK SET



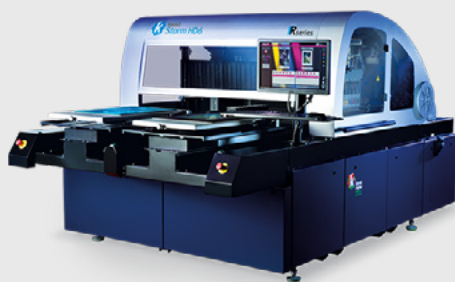
Avalanche HD6



RAPID



ECO-RAPID



Storm HD6



Eco-Fix

Q: Why should I switch my ink set from Rapid to Eco-Rapid?

A: The Eco-Rapid delivers an excellent printing experience that includes:

- High print quality, industry-leading white opacity - L value >90
- Refined hand-feel
- Excellent printing on multiple fabric types, including light, dark and colored garments
- High-quality printing of solids, photo-realistic and detailed designs
- A wider color gamut and vivid colors, more than 10% vs. Rapid
- New and neutral scented fixation agent

Q: What does the upgrade include?

A: The upgrade includes:

- New SW
- Installation of new ink by service
- Optional application training

Q: What are the upgrade kit P/N?

A: Basic Upgrade

- 23-UPGR-0140 -ST/AV HD6
- 23-UPGR-0141-ST/AV HDK

Advanced Upgrade

- 23-UPGR-0142 -ST/AV HD6
- 23-UPGR-0143-ST/AV HDK

Q: What is the difference between the basic and advanced?

A: The advanced upgrade includes a 2-day application training.



ECO-FIX WITH ECO-RAPID. ONE INK SET FOR ALL SYSTEMS.

For any question please contact our Customer Success Team

Kornit Digital Europe: Len Koerts, Len.Koerts@kornit.com

Kornit Digital Americas: Mayra Orellana, Mayra.Orellana@kornit.com

Kornit Digital Asia Pacific: Billy Chan, Billy.Chan@kornit.com

www.kornit.com

© 2020 Kornit Digital. All rights reserved.

