

Print Shop Profitability Checklist

Most print shop profit leaks aren't dramatic – they're small, consistent, and invisible without the right system.

Score Your Shop

If you checked fewer than 12 boxes, your shop has addressable profit leaks. The good news: every item on this list is solvable with the right system in place.

How to use it Check each statement that is true today.

1 Quoting & Estimating

Are your estimates consistently accounting for all production costs?

My estimates include substrate, ink, finishing, and other production-related costs.

Setup time, machine changeovers, and specialty services are considered when pricing jobs.

Pricing is reviewed regularly to reflect current material costs and business objectives.

2 Job Tracking & Change Orders

Are you billing for everything you actually do?

Job changes, revisions, and scope updates are documented throughout production.

Rush requests, additional services, and reprints are tracked using a consistent process.

All details of labor, not just including paying my employees, is accounted for.

3 Profitability Visibility

Do you have insight into what drives profitability in your shop?

I regularly compare estimated costs to actual production costs after jobs are completed.

I understand which products, services, or customer segments contribute most to profitability.

I have access to reporting that helps guide pricing and operational decisions.

4 Operations & Overhead

Do you have the information needed to optimize daily operations?

Production resources such as ink, media, and equipment utilization are monitored and reviewed.

Downtime, maintenance activities, and production interruptions are tracked and evaluated.

My team has clear visibility into job priorities and production schedules. I could go on vacation without worrying.

Close the gaps

ONYX Align gives wide-format shops the quoting accuracy, job tracking, and profitability visibility to close these gaps without adding administrative overhead.

[See How ONYX Align Works ->](#)