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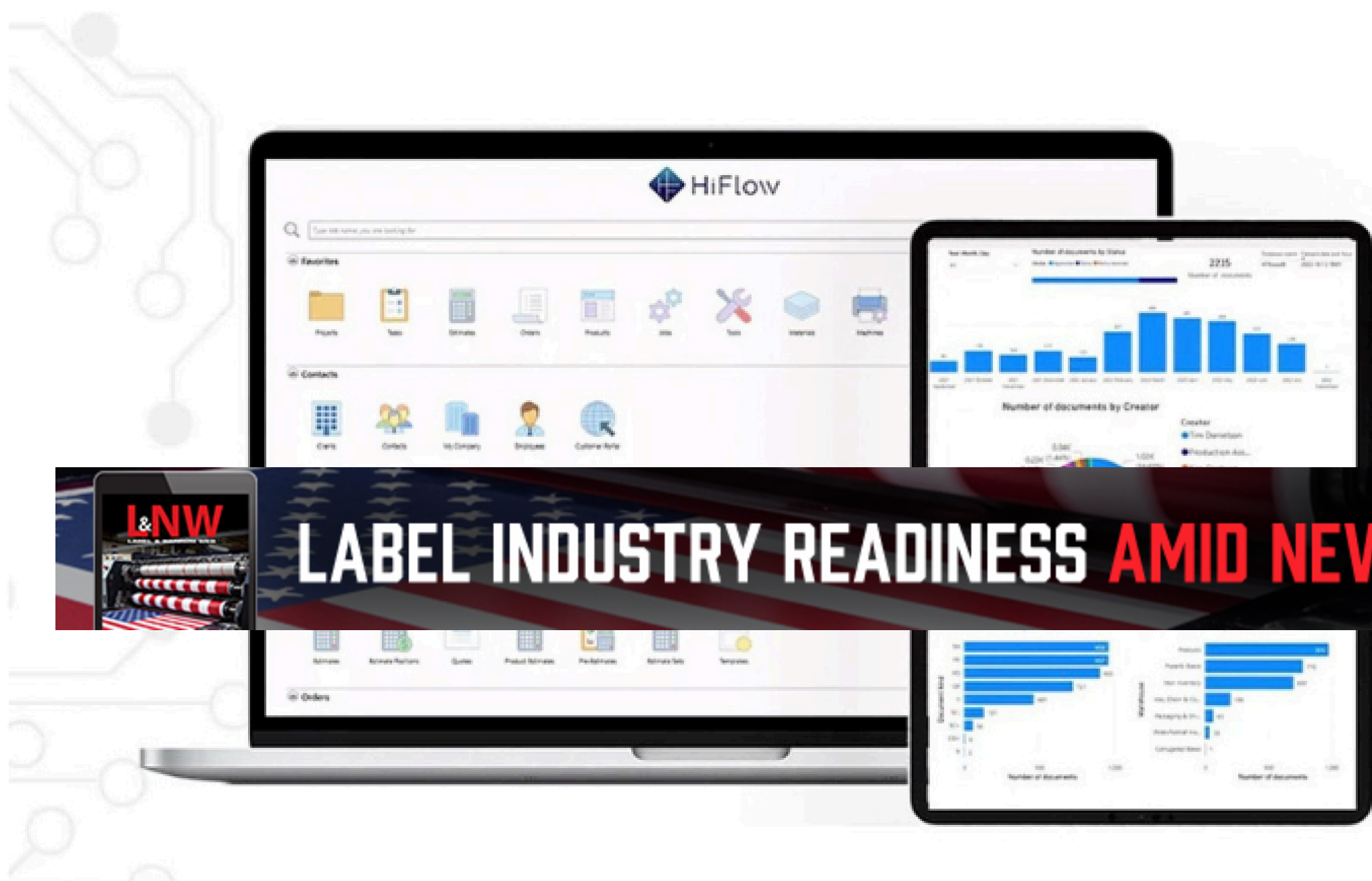
EXCLUSIVES

HiFlow Solutions analyzes evolving MIS market

The newest software allows label and package printers to drive efficiency in their shops.
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By: Greg Hrinya
Editor



MIS (Management Information Systems) software has transformed the label and package printing landscape. Suppliers are generating significant benefits for converters by enhancing efficiency, visibility, and overall business performance.

When automation and AI are discussed as label industry trends, MIS software stands as a prime example. The automation of routine tasks reduces manual entry and human error, while real-time data visibility allows businesses to make informed decisions based on live insights rather than outdated reports. HiFlow Solutions CEO

“Scalability is another advantage, as cloud-based systems support remote access and multi-plant operations,” says Mariusz Sosnowski, CEO, HiFlow Solutions. “Cost savings are realized through optimized workflows and reduced waste, enabling manufacturers to streamline their processes without sacrificing quality. In effect, manufacturers can now do more with the same number of staff, and those staff can be directed toward more value added activities that can grow the business.”

HiFlow Solutions is celebrating its 25th anniversary in 2025. The milestone has allowed the company to look back on the evolution of the MIS market. This software has evolved significantly in just the last five years, driven by technological advancements and industry demands.

“Today’s MIS solutions, including HiFlow Solutions, are more automated, data-driven, and cloud-based,” explains Sosnowski. “AI and machine learning enhance forecasting and process optimization, while real-time analytics provide deeper insights for decision-making. Additionally, modern MIS platforms integrate seamlessly with other business and production systems including estimating, financial, scheduling, and inventory creating a fully connected ecosystem that improves efficiency and reduces errors.”

AI has been a significant addition to MIS software. HiFlow’s AI-driven capabilities have further advanced MIS by automating complex decision-making, such as those involved in estimating and purchase order processing, optimizing scheduling, and predicting material demand. AI-powered predictive analytics provide deep insights into operations and help companies foresee challenges before they occur, ensuring a smoother and more efficient production process.

Not only are there significant benefits to adopting this technology, there is an inherent downside to forgoing the addition of modern MIS software. “Without adopting modern MIS technology, businesses risk inefficiencies, increased costs, and losing their competitive edge,” states Sosnowski. “Companies that fail to embrace AI-powered ERP and MIS systems struggle with inaccurate data, slow decision-making, and challenges in responding quickly to shifting market conditions. Continuing to use legacy systems means having to allocate time and resources to maintaining those systems.

MIS software also serves as a valuable customer service tool, delivering a faster, more transparent, and error-free production process. Automated workflows streamline estimating, job tracking, and customer communication, allowing businesses to provide accurate and timely responses to customer inquiries.

The speed that AI provides in an AI-driven purchase order processing brings swift action to emailed PO requests. The AI-powered PO processing system leverages Optical Character Recognition (OCR) and machine learning to extract, validate, and register purchase orders in a few seconds. An auto generated confirmation provides immediate feedback to customers.

AI-driven data analytics minimize order errors by identifying inconsistencies in job specifications before production begins,” remarks Sosnowski. “This level of accuracy leads to fewer delays and reworks, ultimately ensuring a higher-quality product for the customer. AI-driven order tracking allows customers to view real-time updates on their projects, improving transparency and trust.

“Additionally, HiFlow’s AI capabilities in job scheduling optimize production efficiency, ensuring that customer orders are completed on time, even in high-demand periods,” he adds. “By leveraging AI-powered MIS, manufacturers can offer a more responsive and reliable service to their customers, ultimately strengthening client relationships and enhancing brand reputation.”

As more and more uncertainty surrounds the economy and proposed tariffs, label companies will continue to seek efficiency measures. MIS software can serve as a valuable tool in driving efficiency and minimizing costs.

“Economic pressures have driven manufacturers to seek cost-cutting measures, and AI-enhanced MIS can be invaluable in identifying inefficiencies, reducing waste, and automating procurement,” says Sosnowski. “HiFlow’s AI capabilities analyze market trends, adjust pricing strategies, and optimize production schedules to align with fluctuating demand. The quest for efficiency is no longer just an industry goal but a necessity, and businesses using AI-driven MIS are better positioned to adapt, compete, and thrive in an evolving landscape.”

HiFlows Solutions will work with customers to ensure the product is tailored to their specific needs. HiFlow begins with a thorough discovery process that seeks to determine the converter’s existing equipment, processes, product and IT stack. A composable solution is then created that is based on specific needs and integrates with existing systems.

“Each solution is unique,” concludes Sosnowski. “The next step is creating a structured implementation plan. The platform is designed to integrate seamlessly with existing workflows, minimizing disruption and maximizing efficiency from day one.”

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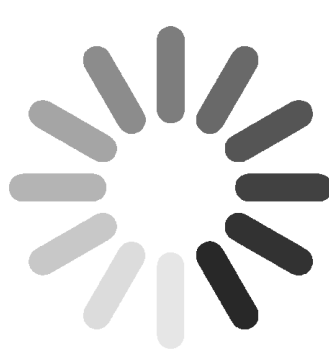


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