



PRINT SOFTWARE INNOVATION

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Xitron Expands Team to Support Continued K2 Workflow Adoption

Appointments reflect growing market traction for K2

Ann Arbor, MI – January 5, 2026 – Xitron, a subsidiary of Hybrid Software Group and the developer of Harlequin-based Navigator RIP and workflow products for commercial, flexo, screen, digital, and high-speed inkjet printing, announced today the addition of two experienced industry professionals to its sales team. Alan Darling has joined Xitron as K2 Evangelist, and Carmen Garza has been appointed Western Regional Sales Manager.

Both additions support Xitron's rapid growth in the commercial, digital, screen, and specialty print markets as demand for the K2 workflow, Navigator RIP solutions, and Navigator Flexo Suite continues to rise across North America and worldwide.

Alan Darling Joins as K2 Evangelist

Alan Darling is a long-time printing industry veteran with decades of experience in workflow development, technical consulting, and customer advocacy. In his new role as K2 Evangelist, Darling will focus on expanding awareness of K2 throughout the industry. His responsibilities include outreach to analysts, journalists, and trade publications as well as direct engagement with printing companies that are searching for modern alternatives to legacy subscription workflows.

"Alan has a deep understanding of what printers need from their workflow technology. He knows how to translate that into clear, practical value," said Karen Crews, President of Xitron. "His technical background and communication strengths make him an ideal advocate for K2 during this period of rapid adoption."

Carmen Garza Named Western Regional Sales Manager

Xitron also announced that Carmen Garza has joined the company as Western Regional Sales Manager. Garza brings more than twenty years of sales experience across digital and offset print environments and has a proven track record of helping customers modernize and streamline their production operations.

Garza will be responsible for all sales activities in the western United States and western Canada, including direct customer engagement and collaboration with Xitron's dealer and partner network. Her focus will be on expanding K2 workflow opportunities as well as sales of Navigator RIP, Navigator GPS, Raster Blaster Pro, and related solutions.



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“Carmen understands the challenges print providers face in today’s competitive market,” Crews said. “Her experience in customer-focused selling and her energy in the field will strengthen our presence throughout the western region.”

Sustaining Xitron’s Momentum

The addition of Darling and Garza aligns with Xitron’s strategic goals for 2026, which have included new reseller partnerships, expanded channel support, and growing demand for the K2 workflow among printers seeking a perpetual license option with modern productivity features.

“Both Alan and Carmen bring strong industry knowledge and relationships that will help accelerate our growth,” said Bret Farrah, Executive Vice President for Sales and Marketing. “Printers are looking for alternatives to the high-cost subscription models promoted by legacy providers, and our team is now even better equipped to support them.”

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About Xitron

Xitron develops advanced workflow systems and interfaces to drive the prepress industry’s most popular new, and legacy output devices, prolonging our customers’ investments. In addition, Xitron’s Navigator Digital Front End is recognized as best in class by several digital press manufacturers around the world. Xitron’s Navigator RIP, Raster Blaster TIFF Catcher, and Sierra Workflow solutions are recognized as prepress standards. Built around the Harlequin RIP core technology from Global Graphics, Xitron engineers continue to develop solutions for the graphic arts market, driving hundreds of different models of imagesetters, proofers, platesetters, inkjet printers, and digital presses. With shipments of nearly 50,000 RIPs, Xitron is the largest independent Harlequin RIP developer in the market and is a subsidiary of Hybrid Software Group.

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