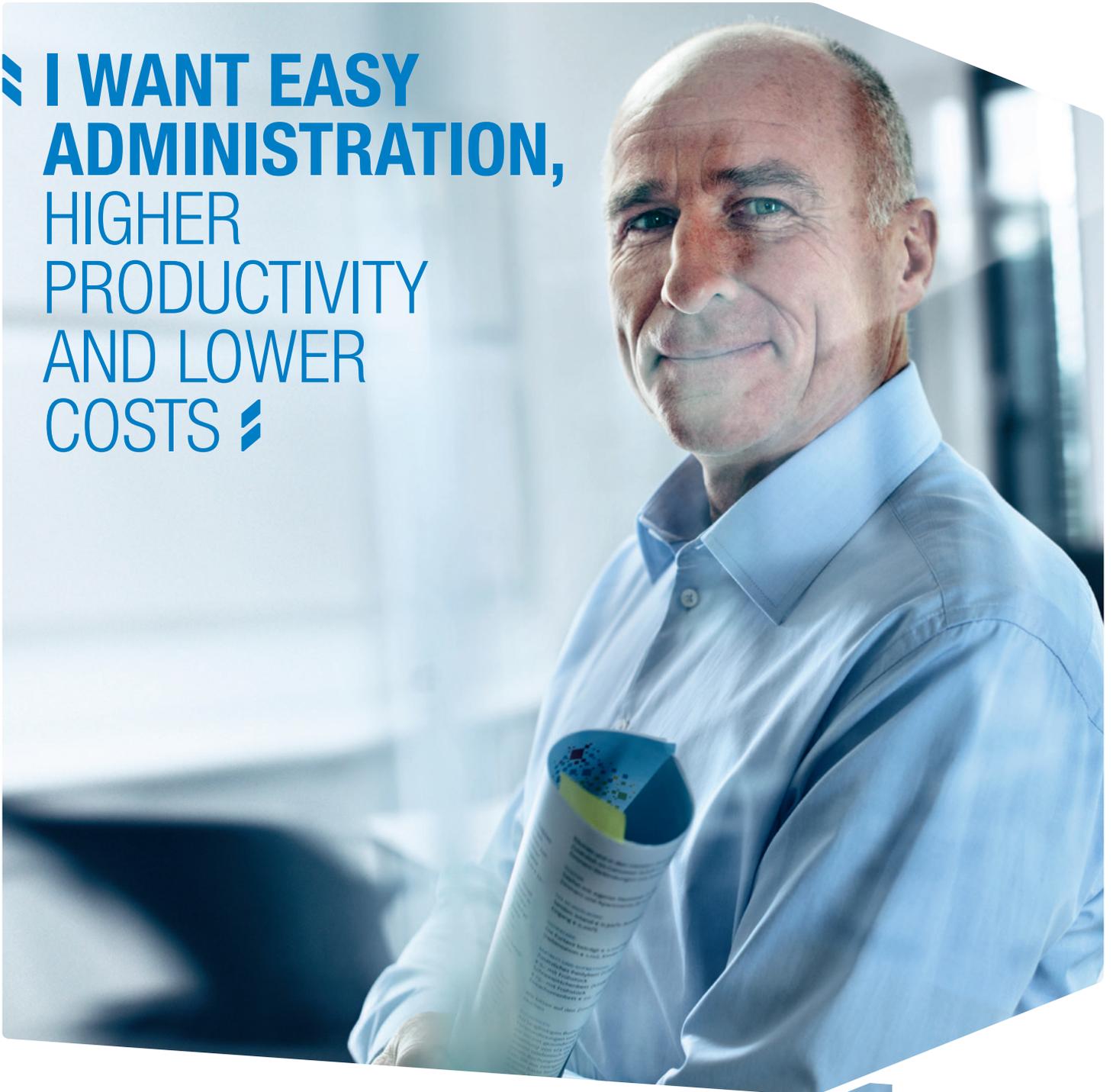




KONICA MINOLTA

**I WANT EASY
ADMINISTRATION,
HIGHER
PRODUCTIVITY
AND LOWER
COSTS**



**OPTIMIZED
PRINT SERVICES**



FOCUS ON YOUR CORE TASKS AND LET US MANAGE YOUR PRINTING INFRASTRUCTURE

Due to megatrends like big data and increased mobility, the possibilities of modern IT environments and the affiliated printing infrastructures are changing fundamentally. A professionally structured and managed printing and scanning infrastructure is essential to achieve smooth and efficient workflows that reflect your company's specific needs. Applying our Optimized Print Services (OPS), we develop improvement strategies on the basis of precise facts and figures, combining consultancy, hardware and software implementation and operation in order to guarantee you trouble-free processes and sizable cost reductions.

▀ Your challenge: a harmonised printing infrastructure

Is your current printing environment an obstacle to your overall organisational efficiency? Does your staff spend too much time on administrating devices or solving hardware problems? Randomly grown structures of printing, imaging and fax devices are difficult to properly manage and service, keeping your employees from concentrating on their assigned tasks.

▀ Our solution: a centralised administration

Enlist our support to optimise the efficiency of all your print and scan related processes! First, we listen carefully to your requirements, and only then create a customised solution that is tailor-made to your organisation's individual needs. What is more, our proposal will be financially viable, environmentally friendly and offers maximum data security.

A key feature in our OPS offering is outsourcing: If you wish, we will take over the management of your entire print and scan infrastructure, including practical aspects like automatic consumables delivery and pro-active maintenance. We also focus on continuous optimisation – so that your organisation is sure to benefit from a cutting-edge solution that ensures peak performance!

▀ ARE YOU AWARE OF YOUR PRINTING COSTS?



1 in 10 organisations know what they spend on printing



FOR EVERY EURO SPENT ON PRINTING AS SUCH, ANOTHER NINE EUROS ARE SPENT ON BURDENED COSTS. (ALL Associates Group 2012)

PRINTING COSTS (Hardware, toner, maintenance, paper, etc.)
BURDENED COSTS (IT support, administration, purchasing & storage of materials, documentrelated processes, etc.)

GOOD NEWS

-30%

You could save up to 30% of these costs. (IDC 2009, Gartner 2013)

EVEN BETTER NEWS

Improving your workflows can help you save even more!

OPTIMIZED PRINT SERVICES: MAKE YOUR PRINTING INFRASTRUCTURE WORK

Rather than wasting time on dealing with output devices that do not entirely fulfil their purpose, your employees should be able to focus fully on their assigned tasks. Our printing solutions are not just easy to operate – they also require very little maintenance. And if you want, we will take full charge with our professional services. Enabling you to cut document costs and increase the overall efficiency of your company. And you may rest assured – in every aspect, security will always come first.

Output Consulting

Focusing on the optimisation of your entire print and scan infrastructure, our consultants will propose tailor-made solutions that address the specific needs of your company. Streamlining your processes, we will identify sizable savings potential according to our slogan: costs down – productivity up!

Managed Print Services

Our optimisation proposal will ensure round-the-clock availability of your print infrastructure, achieving maximum uptime with minimum administrative effort on your part. You will enjoy the ease and convenience of automated consumables orders and service requests. On top, you can opt for our full service, letting us manage your entire printing infrastructure.

Fleet Services

Do not waste any more time on printer support but take advantage of smart device management and benefit from the seamless integration of your new output fleet into your IT infrastructure!

User & Cost Management

Cost transparency and savings are within reach: The definition of printing rules – for example duplex printing as a default setting – as well as the creation and enforcement of individual access rights give you easy and reliable print cost control.

Security

We will set up efficient access control and user rights mechanisms, ensuring the secure network integration of your entire printing infrastructure. So you can effectively protect your critical corporate data and confidential documents.

Environmental Sustainability

“Going green” is a breeze with the definition and implementation of environmental printing rules. Supported by our effective software, your new, highly efficient printing infrastructure will reliably avoid unnecessary printouts altogether.

Three simple steps for more efficiency

- **Consult:** The path towards a more efficient organisation begins with the analysis of your existing processes and our subsequent optimisation proposal.
- **Implement:** Only after this evaluation do we implement your customised solution. Our certified project managers ensure that this solution entirely fulfils all requirements as agreed with you.
- **Manage:** For lasting success, we will continue to advise you on further optimisation measures in the long term. This way we ensure that you will always be perfectly equipped, even under changing parameters.

Why Konica Minolta?

- **Trust us – we’ve got the brains:**
Take advantage of our experienced team of experts!
- **It’s the processes that count:**
To start with, let us analyse and optimise your procedures.
- **Most effective – an overall solution:**
We stand for the comprehensive, one-stop solution, from consultancy via complete integration into your IT environment all the way to continuous optimisation.
- **Crucial – the right partner:**
An unbeatable combination: our extensive practical experience coupled with dependability and the know-how of an international IT enterprise.



KONICA MINOLTA

YOUR ADVANTAGES AT A GLANCE

- ✔ Save money and achieve cost transparency with an optimised print fleet.
- ✔ Free your employees from unnecessary administrative tasks.
- ✔ Benefit from the complete integration of your new solution into your IT environment.
- ✔ Protect your confidential data by creating individual access rights with user authentication.
- ✔ Streamline your print cost control and define default print settings like duplex printing.
- ✔ Reduce paper consumption and your CO₂ footprint by avoiding unnecessary printouts.
- ✔ Minimise downtime with our remote diagnostic system.
- ✔ Benefit from our continuous optimisation that responds to your company's future challenges.

Your Konica Minolta Business Solutions Partner: