

DISPATCHER STRATUS

**INTERNAL
DOCUMENT**

Challenge

Organizations need an all-in-one solution that prioritizes device, data, and document security.

Businesses are drowning in paperwork – paper forms, invoices, requisition orders, maintenance requests, emails, faxes. There have been instances where documents have gone missing or been mislabeled, or where sensitive information has been left in a printer tray for anyone to see. This is slowing down businesses and is even a security risk for them and their clients. Businesses are always looking for ways to increase efficiency, reduce costs, and increase security.

Solution / Value Proposition

Dispatcher Stratus offers a holistic solution for secure data and document processing.

Every step of the way, Dispatcher Stratus prioritizes security and streamlines document processing. Especially when combined with Konica Minolta MFPs, Dispatcher Stratus simplifies user management with an integrated authentication platform as well as providing the following benefits:

- **Intake** – Direct connectors and deep connections to Konica Minolta MFPs make document collection a breeze.
- **Automated Processing** – Robust, modular nodes allow users to make workflows that automate repetitive tasks, virtually eliminating errors and saving time.
- **Manual Processing** – For documents that require human evaluation, Dispatcher Stratus provides an in-solution job portal for job discussions and streamlined approvals.
- **Digital distribution** – Dispatcher Stratus has a number of direct connections to popular CMSs like Dropbox and Google Drive, and it can even send documents attached to emails.
- **Secure Print Release** – Dispatcher Stratus, combined with Release2Me Cloud, gives users complete control over how documents are released to printers.

Talk Track

KM Existing Customers.

Unlock the full potential of Konica Minolta MFPs.

- Dispatcher Stratus is uniquely able to access the full breadth of features of a business's existing fleet of Konica Minolta MFPs.
- Maximize MFP security with Konica Minolta-developed apps like Dispatcher Stratus, Release2Me, bizhub SECURE Notifier, and more.

We live in an increasingly digital world. Dispatcher Stratus helps companies enter and thrive in digital spaces with advanced electronic document processing capabilities.

- Dispatcher Stratus is a great tool to help businesses transition away from paper-based documents and forms and start using digital ones while managing existing digital workflows

Let me show you how Dispatcher Stratus provides a cost-effective solution for managing all of your device, document, and data processing needs.

New Customers.

Konica Minolta is uniquely positioned to help with all of your hardware and software needs.

- The bizhub One i-Series Cloud Enabled MFPs securely bring together people, places, and office products to embrace the new way you work.
- With our technology, we can offer a holistic and scalable hardware, software, and services bundle the scales with you as your business grows and needs change.

Your software and hardware should seamlessly work together.

- Konica Minolta MFPs and software are developed to work hand-in-hand, meaning customers get the most value out of using both.
- Konica Minolta has a portfolio of solutions that have been designed and tested right here in the USA.
- Our software is built to provide you an all-in-one solution to further secure your MFPs, documents, and data to give you peace of mind.

Let me show you a low-cost option using Konica Minolta's Dispatcher Stratus to secure your devices and digitize your workflows.

WHO TO TARGET

INDUSTRY	PRIMARY CONCERN
Healthcare	HIPAA compliance, Patient records protection
Education	Student records protection, FERPA compliance
Government	Document security, Reducing overhead
Legal	Client records protection, Processing error reduction
Finance	Document security, Automating repetitive tasks
Office	Ease of adoption/use, Automating repetitive tasks
Enterprise	Ease of adoption/use, Uptime, Client records protection

Speak with these people in an organization

- Primary (initial conversations): CTO, CIO, Director of IT.
- Secondary (must also be included to close sale): CEO, COO.

Top motivators for purchasing Dispatcher Stratus

- Company struggling with document processing.
- Have experienced some type of security breach.
- Are in an industry that emphasizes information security.
- Company starting or ramping up a digital lift.

Organization size

- SMB: 50–1,500 Employees.
- Enterprise: 1,500+ Employees.

Probing Questions to Ask

- How are your MFPs currently secured? How do you know they’re secure right now?
- Do you regularly use multiple, disconnected services to perform a single task?
- Take me through a common document processing task from start to finish – what are the roadblocks along the way?
- What are some of the tasks you must do every day or multiple times per day?
- Do you need to streamline access to shared documents to promote collaboration?



Top Competitive Differentiators

- Software and hardware designed to work best together
- True cloud solutions that adapt to customers' processes
- Built-in authentication for MFPs
- All software is developed and tested in the USA

Objection Handling

- We already have too many systems – Dispatcher Stratus is designed to eliminate multiple existing systems and to seamlessly integrate with existing CMS systems.
- It's too expensive – Dispatcher Stratus allows companies to operate more efficiently. Not only does it consolidate systems so you can eliminate costs, it also extends the life of MFPs and reduces printing costs. In addition, Dispatcher Stratus allows employees to do their jobs more efficiently, which can reduce work-related frustrations, burnout, and employee turnover.
- This just isn't in the budget right now – Dispatcher ScanTrip Cloud is a more focused cloud solution that delivers simple scan and print workflow automation at a more budget-friendly price point.
- We don't want a long contract – Dispatcher Stratus has a completely customizable licensing model. You can try out the solution on a few devices for a short period of time and then extend your licenses when you see the ROI. Let's start with a 15-day trial.
- It looks too complicated to learn – Dispatcher Stratus has been built from the ground up with usability in mind. It comes with sample workflows, training videos, and a detailed online help document to assist in onboarding.

How it Works Summary

- Dispatcher ScanTrip Cloud ships on all Konica Minolta cloud-enabled devices (See list of supported models below).
- Dispatcher Stratus, and its integrated solutions like bizhub SECURE Notifier, are all supported by the Konica Minolta MarketPlace to streamline onboarding and management on the MFP.
- Configuration and setup are easy, often taking just minutes.
- Pre-built sample workflows get customers up and running quickly and serve as a jumping off point for more complex workflows.
- Quickly and easily add secure devices and add users to take advantage of built-in authentication.
- Customizable permissions to facilitate human-in-the-loop workflows via the web portal.
- Automated notifications prompt the user when action is required.



Supported Devices

- | | | |
|---------------------------------|---------------------------------------|------------------------------|
| • bizhub C3350i, C4000i, C4050i | • bizhub C258, C308, C368 | • bizhub C659, C759 |
| • bizhub C3351i, C4001i, C4051i | • bizhub 300i, 360i | • bizhub 750i |
| • bizhub C3351, C3851, C3851FS | • bizhub 301i, 361i | • bizhub C750i |
| • bizhub 4050i, 4700i, 4750i | • bizhub 308, 368, 458, 558 | • bizhub C751i |
| • bizhub 4051i, 4701i, 4751i | • bizhub 308e, 368e, 458e, 558e, 658e | • bizhub 751i |
| • bizhub 4052, 4752 | • bizhub 450i, 550i, 650i, 750i | • bizhub 808, 958 |
| • bizhub C4751i | • bizhub C450i, C550i, C650i | • bizhub 850i, 950i |
| • bizhub C227, C287 | • bizhub C451i, C551i, C651i | • MFX C2595i, C3095i, C3695i |
| • bizhub 227, 287 | • bizhub 451i, 551i, 651i | • MFX 3095i, 3695i, 4595i |
| • bizhub C250i, C300i, C360i | • bizhub C458, C558, C658 | • MFX C4595i, C5595i, C6595i |
| • bizhub C251i, C301i, C361i | | • MFX 5595i, 6595i, 7595i |