

COMPETITIVE ADVANTAGES



1. KM Intellectual Property:

Software and hardware designed by Konica Minolta to work best together



2. Flexibility & Scalability:

True cloud solutions that adapt to customers' processes



3. Secure:

Built-in authentication for MFPs to simplify and protect devices, documents, and data



4. Integrations with other KM Security and Print solutions including bizhub SECURE Notifier, Dispatcher Release2Me Cloud, and more!



5. Cost –Effective: Maximize ROI with competitively priced scan and print solutions

VALUE SELLING PROPOSITION

- **All-in-one solution** to further secure MFPs, documents, and data
- Simplify user management with an **integrated authentication platform**
- Automate repetitive tasks to **virtually eliminate errors and save time**
- **Maximize device and data security** with Konica Minolta-developed apps like Dispatcher Stratus, Release2Me, bizhub SECURE Notifier, and more
- Web-based portal for **anywhere, anytime access** to job discussions and human-in-the-loop or people-based workflows
- **Maximize device and data security** with Konica Minolta-developed apps like Dispatcher Stratus, Release2Me, bizhub SECURE Notifier, and more
- A **comprehensive and scalable hardware, software, and services bundle** that scales as business grows and needs change)

BENEFITS

- ✓ **Cloud-based automation**
Eliminates reliance on IT infrastructure for workflow automation
- ✓ **Integration options**
Direct connectors and deep connections to Konica Minolta MFPs make streamlining document collection and distribution a breeze
- ✓ **Cutting-edge technology**
Solutions that have been designed and tested right here in the USA for enhanced performance and productivity
- ✓ **Drive collaboration**
Help users take an active role in document processing when needed
- ✓ **Easy onboarding**
Kick-start digital transformation with simplified setup wizard and sample workflows

KEY FEATURES

SECURE

- Multiple configurable authentication methods for the portal and MFP
- Secure print release with Release2Me Cloud
- MFP security compliance monitoring

FLEXIBLE

- Direct integrations with enterprise solutions providers and legacy systems
- Digitize paper-based forms for capture and indexing
- Allow for data entry and verification at any point in the workflow

CONVENIENT

- Bridge from MFP to cloud services
- Manage user access across devices and accounts
- Extend capabilities with additional Konica Minolta solutions