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June-July 2009 Newsletter



EFI Offers New Fiery Controller for Konica Minolta bizhub Models

IC-412 Controller for C552 and C652 Offers Increased Productivity and ROI

Konica Minolta Business Solutions U.S.A. Inc. (KMBS), a leading provider of advanced imaging and networking technologies for the desktop to the print shop, and EFI, the world leader in customer-focused digital printing innovation, recently announced a new Fiery controller for the Konica Minolta bizhub C652/C552 Series of digital color multifunctional printers (MFPs) designed for the office environment.

The Fiery-based IC-412 controller delivers automated workflows, exceptional color and impressive speed to increase productivity and return on investment for Konica Minolta customers.

"As a longstanding Konica Minolta partner, Fiery continues to deliver consistent, reliable color output and improved overall office productivity for our customers," said Kevin Kern, vice president, marketing, KMBS. "With innovative workflow capabilities, the Fiery IC-412 controller offers bizhub C652 and bizhub C552 customers the ease of use and high-quality output they are accustomed to from Konica Minolta."

To deliver consistent results with exceptional color, the controller relies on Fiery ColorWise, an in-RIP color management system that provides great "out-of-the-box" color and offers users the ability to fine-tune color. The optional Spot-On module simplifies the production of high-quality, accurate corporate colors and eliminates color rework. In addition, the RIP-while-Print technology allows one page to be printed while subsequent pages are being processed.

"The Fiery controller ensures significantly improved productivity and cost effectiveness for Konica Minolta customers with its unmatched speed and user-friendly wizard-based workflows that allow anyone to quickly create professional looking documents," said John Henze, vice president of marketing, Fiery division, EFI.

The latest Fiery technology also enhances office security by leveraging industry-standard protocols to make managing security easier. Secure Erase, user authentication, access control and automatic updates are built-in to the new Fiery controller. Web tools facilitate centralized access to key applications and utilities to increase productivity and reduce downtime.

Milner Document Products, Inc.

MILNER is one of the nation's largest independent office product dealers representing premier brands like HP, Ricoh, Konica Minolta and Oki Data. Leveraging technologies from these vendors as well as Comsquared, EFI and others, Milner offers customers "best in class" products and solutions to save money, improve efficiencies and gain competitive advantages. From print/copy/scan/fax devices, managed print services to document management solutions, Milner professionals will help you address your business challenges.

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Konica Minolta Named 2009 Supplier of the Year

Also won same honor in 2004 and 2006

Konica Minolta Business Solutions U.S.A. Inc. has been recognized as 2009 Supplier of the Year by Corporate United, a national Group Purchasing Organization (GPO) of Fortune 1000 and Global 2000 companies.

The Supplier of the Year Award is given to the vendor who ranks highest in overall member satisfaction based on a survey of Corporate United member companies. The survey, which reviews 18 Corporate United category agreements, allows its members to rate suppliers on relationship management, value, quality, scope of offerings and overall satisfaction.

"We are proud to honor Konica Minolta as our 2009 Supplier of the Year," said Corporate United President Marc Rosen. "This honor is a testament to the remarkable products, services and overall performance Konica Minolta provides our membership."

"Winning the Supplier of the Year award for the third time validates our commitment of providing services to the Corporate United membership," said Jim Lange, senior vice president, KMBS.



Increasing Use of MFPs for Scanning in the Office

In a recent report from InfoTrends, an astounding 70% of respondents reported using MFPs for scanning in U.S. business environments. This number has risen since our 2004 business-scanner survey, when 48% of respondents indicated using MFPs for scanning. The study, entitled U.S. Document Imaging Scanner Survey Report, indicates that MFP scanning will largely continue to be used for low-volume applications rather than high-volume applications.

According to the study, the highest percentage of documents scanned by MFPs is for "ad-hoc" purposes (40%), compared to only 15% on production-scanning equipment and 35% on distributed single-function scanners. Many companies appreciate the capabilities that a single-function scanner brings in terms of image quality, usability, and paper handling. Other attributes of single-function scanners, such as user compliance with scanning important documents and attentiveness to accurate and complete document capture, security, and privacy, will sway many companies to employ single-function scanners for use by a smaller pool of operators.



Scanning Basics

Since becoming digital devices, just about all copiers are really digital print engines with digital scanners on top. As soon as you add network connectivity and the appropriate scan controller, you've got a really nice high volume network scanner. There are several options available today ranging from scan to file to scan to email. There are machines that can push scan and pull scan, usually in multiple file formats. The question to scan from a digital copier rather than a traditional desktop scanner is a workflow question rather than a technology question. For the most part, the cost of adding scanning capabilities to a digital copier ranges from free to fairly reasonable.

What Should You Ask:

1. Are there long-term concerns about the physical space for our paper documents?
2. Is there benefit in sending documents electronically?
3. Does paper from branch offices feed a time sensitive or mission critical application at the main office?
4. Does paper from branch offices feed a critical application at the main office?



Ricoh Introduces Pro C550EX & C700EX Production Color Systems

Advanced Color Systems Combine Speed and Versatility at a Low Cost of Ownership

Ricoh Americas Corporation recently introduced the Ricoh Pro C550EX/C700EX color digital imaging systems that are designed to help businesses drive revenue and increase profitability. Targeted for a wide range of production environments, these systems are particularly ideal for light production applications.

In today's fast-paced business environment, speed is critical. The Ricoh Pro C550EX delivers a speed of 55 ppm in color or 60 ppm black and white, while the C700EX achieves 70 ppm in color or 75 ppm in black and white. The systems hold up to 5,300 sheets of paper to support large printing jobs.

The Pro C700EX and the EFI E-8100 Fiery controller combine to provide efficient workflow and powerful color management and the fastest color output combination in this segment.

▶ **HOT** Products

OKI CX3641 Color MFP

**EFI Sendme & Fiery
Standard**

The CX3641 MFP is ideal for business color users with an eye for consistent, accurate color output from their office machines. They can take advantage of access to fast, incredibly precise color printing and copying through the embedded EFI Fiery System 8e controller and accompanying software. Yet with all of its advanced technology, the CX3641 MFP is remarkably simple to use.



OKI CX2032 Color MFP

\$88.88/Month Promo

**Contact your local Milner
sales rep for details...**

Print, copy, scan, and fax for increased productivity. Print speeds of up to 20 ppm in color, 32 ppm in black & white.

High Definition Color printing technology for outstanding print and copy quality. Hassle-free networking; easy-to-use functionality. Full-featured analog fax and Scan to PC/network/e-mail or FTP site. Plus, 50-sheet auto document feeder and 400-sheet paper capacity. For 11 x 17 printing, check out the OKI CX2633 Color MFP.



Ricoh Introduces High-Volume, Wide Format Systems

New Products Designed for Architects, Engineers

Ricoh Americas Corp. recently introduced two wide format digital imaging systems with color scanning capability, the Aficio MP W5100 and MP W7140. Combining fast outputs speeds, user simplicity and smart engineering, the W5100 and W7140 enable users to handle large, highly detailed job sets quickly and efficiently and streamline document workflow.

The W5100 and W7140 feature fast output speeds up to 10 and 14 ppm respectively. A comprehensive selection of color or black-and-white scanning options including Scan-to-email/Folder/FTP are supported. Documents of extensive sizes and types including architectural drawings, sepias, blueprints, detailed maps folded or wrinkled documents, oversized drawings, photos or posters can all be scanned through the built-in color scanner.

Konica Minolta Receives 2009 BERTL Readers' Choice Awards for Outstanding Color Range and Color Quality

End Users and Resellers Recognize Excellence of Color Product Lines

Konica Minolta Business Solutions U.S.A., Inc. (KMBS) was recently named the 2009 BERTL Readers' Choice Award winner in two key color areas. Earning awards for Color Range and Color Quality in Segments 1-3, 11-45 pages per minute of color printers and multifunctional products.

For the fifth year, BERTL conducted a global, industry-wide survey covering all major manufacturers' copier, printer and MFP performances. BERTL asked its readers to relate their opinions about how different manufacturers handle key issues such as ease of use, reliability, image quality and training. Responses were received from corporate executives, enterprise buyers, technical professionals, resellers and end users in more than 90 countries. KMBS was awarded 2009 Readers' Choice recognition in the following key categories: Reader's Choice Award: Color Range, Segments 1-3 (4th Year Winner). When considering pages per minute, features and options, KMBS earned the highest rating for its Color Range this year.

Respondents were asked to explain how they view the color range of products for each manufacturer, with Konica Minolta earning the highest rating for its Color Range.



Custom Marketing With Variable Data Printing

It's become increasingly difficult to get the attention of prospective customers in our media-saturated culture. One solution—marketing communications that deliver highly relevant information to specific recipients—has yielded impressive results.

Variable Data Printing (VDP) is a dynamic process for creating communications that target specific prospects. Add color to the process and you have a dynamic marketing tool. With VDP, the elements of a marketing piece—text, graphics and image—may be changed from one printed piece to the next. Databases and digital presses are harnessed to create high-quality, full-color documents comparable in quality to offset printing. Documents are mass-customized using digital print technology.

LEVELS OF VARIABLE DATA PRINTING

- **Basic:** the salutation is changed on each copy.
- **Versioning:** allows differing amounts of customization for different markets.
- **Full variability printing:** text and images can be altered for each individual addressee.

Paperless Office Particulars

Did you know that according to a Coopers & Lybrand Study, companies on average:

Make up to 19 copies of a paper document

Spend up to \$20 on labor for filing each paper document

Spend up to \$120 searching for every misfiled document

Lose 1 out of 20 paper documents

Spend \$250 on document re-creation

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