

# Providing business solutions that optimize the office environment

Cutting operating and management costs, streamlining workflows, responding to global business demands, lowering environmental impacts, enhancing information security . . . Under the constantly changing business conditions facing companies, office management requirements are now more varied and sophisticated than ever before. To help companies deal with the challenges before them, Konica Minolta provides total business solutions that help customers optimize the office environment with two principle goals in mind—reducing Total Cost of Ownership<sup>1</sup> and boosting productivity.

<sup>1</sup> Total Cost of Ownership: The total amount of expenditures – including initial cost, as well as maintenance, management, and other running costs – related to a particular device or piece of equipment.



## Products

High-performance products that help to solve office management issues

With advances in digital network technology, MFPs (Multi-functional peripherals), printers, and other office equipment are being relied upon more and more as critical infrastructure for daily office work. Products in Konica Minolta's MFP bizhub series are equipped with various functions that help customers improve work efficiency, cut costs, reduce environmental impacts, strengthen security, and resolve other issues in office management.



Color MFP "bizhub C652DS/C552DS"      Color laser printer "magicolor 1650EN"

## Office Support

Support for ongoing improvements in the office environment

Konica Minolta means more than office equipment, like MFPs and printers; we also provide a wide array of services. We help customers optimize offices by providing multidimensional services that combine various office equipment functions with document management applications to span everything from document management support, to IT support for resolving office IT issues amid constantly advancing network technologies, and office environment engineering services for needs like optimizing deployments of office equipment. We respond flexibly to business environment changes facing customers, and support continuous improvement to help ensure that offices operate under the best conditions possible.

## Global Support

Robust support for global operations under the concept of "Think Global, Act Local"

Konica Minolta provides multidimensional operational and management support for the offices of global operations under the concept of "Think Global, Act Local." Through our sales/service system spanning 70 countries and direct sales system covering 35 countries, we offer a broad range of products and detail-oriented services responding to office needs that differ by country and region. We also provide complete operation and management services for the office equipment of various markets across the globe. Through initiatives like our recent introduction of Global OPS (Optimized Print Services), which provide overall optimization of corporate printing environments via centralized network-based management, we are providing robust support for global business endeavors through the creation of streamlined, efficient office environments.



# Hardware and software to support office environment optimization

## Business Solution 1

### The color MFP “bizhub C360” helping offices reduce TCO, improve productivity, and lower environmental impacts

MFPs, which handle the entirety of office documentation management, including printing, copying, FAX, scanning, and other needs, are at the center of the office workflow. As such, they also play key roles in reducing TCO, improving productivity, lowering environmental impacts, and solving other issues facing offices.

Konica Minolta’s color MFP “bizhub C360” helps to lower electric utility, document output, telecommunications, and other costs involved in running an office, while also boosting productivity with smooth operability and a rich set of functions. Through features like a design that lowers environmental impacts by focusing on the conservation of energy and resources, this product provides all-around, robust support for business.



bizhub C360

## Business Solution 2

### The compact, high-performance A4 MFP “bizhub C35”

The Konica Minolta “bizhub C35” is an MFP specialized to handle the A4 output frequently used for purposes like proposals and presentations. Featuring one of the industry’s most compact bodies<sup>1</sup> (W 555mm, H 550mm), the “bizhub C35” offers high performance on a par with that of the bizhub series of A3 products. The “bizhub C35” is the answer when space is limited, and it is perfect for SOHO users and as a secondary machine. Its compact size and light weight mean it contributes to CO<sub>2</sub> reductions by reducing resources and waste and increasing shipping efficiency. Recognizing these strengths, the Japan Industrial Design Promotion Organization named the “bizhub C35” a winner of its 2010 Good Design Award.



bizhub C35

<sup>1</sup> Among A4 MFPs with output of at least 30 ppm, as of January 2011.

## Business Solution 3

### For excellent cost and environmental performance – The monochrome MFPs “bizhub 184/164”

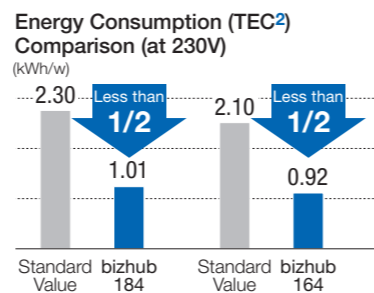
In the booming economies of Asia, the needs to streamline burgeoning office work and respond to increasingly sophisticated performance requirements demand economically priced MFPs equipped with all the key functions. In response, Konica Minolta has developed the “bizhub 184/164”, products that focus on copy, print, and scan functions, and deliver high cost performance, primarily targeting small-and medium-size offices in the Asian market.

These machines offer energy efficiency among the best in the industry<sup>1</sup> to meet the market’s environmental needs. They also lower overall environmental impacts by using polymerized toner made with plant-based materials, employing lightweight, compact design concepts, and reducing the amount of packaging material needed for shipping.

<sup>1</sup> In terms of TEC value for A3 monochrome MFPs with output capacities of 16-18 ppm, as of April 2010.  
<sup>2</sup> TEC value: Typical Energy Consumption, a measure of weekly energy consumption established by the International Energy Star Program.



bizhub 164



## Business Solution 4

### Optimized Print Services for global corporate printing environments

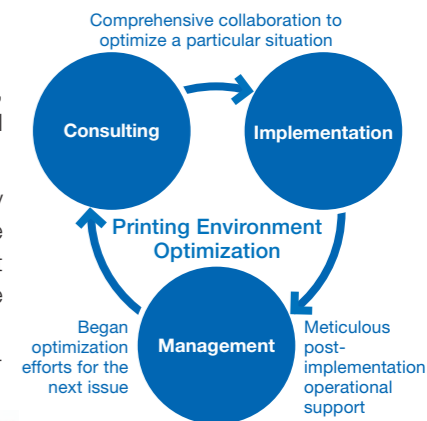
For global corporations, reducing the business impacts and costs of operating MFPs, printers, and other office equipment at business sites across the globe is a critical management issue.

To address this need, Konica Minolta provides Optimized Print Services (OPS), a globally uniform service set in which we undertake the comprehensive operation of the customer’s office equipment and deliver printing environment optimization solutions that result in the best technology deployments for the conditions at hand and increase operating efficiency. We identify issues and devise and implement solutions on an office-by-office basis, while employing network resources to centrally managing, and monitoring operating data for, the customer’s worldwide office equipment.

Having already won major contracts to provide, operate, and manage office equipment for global corporations in a wide variety of industries, our OPS offerings have become the subject of great interest in locations throughout the world.



#### OPS Service Flow



## Business Solution 5

### Making more flexible, efficient work styles possible by offering iPhone/iPad connecting applications

With the rapid and growing adoption of smartphones and tablet PCs, and the coming-of-age of cloud computing, there are growing expectations for the application of new ICTs (Information and Communication Technologies) to office work.

Well aware of these developments, Konica Minolta offers “PageScope Mobile for iPhone/iPad,” software that links MFP bizhub series products with the iPhone®, iPad™, and iPod touch®, all of which are being used more and more in business settings. This application makes it possible to use an iPhone or iPad to do things like view documents and images, issue print instructions, and download scan data. Combining these mobile devices with the broad range of bizhub functions opens the door to work styles characterized by greater flexibility and efficiency.

“iPhone” and “iPod touch” are registered as trademarks by Apple Inc. in the U.S. and other countries. “iPad” is a trademark of Apple Inc.

#### Connecting bizhub and the iPhone / iPad



## Business Solution 6

### The re-manufactured MFPs “bizhub 750RM/600RM” made with 85% reused components and cutting lifecycle CO<sub>2</sub> emissions by 58%

In a new effort to lower environmental impacts, Konica Minolta is working to develop and increase the adoption of re-manufactured MFPs. The process of remanufacturing MFPs begins with recovering end-of-life products. With parts replaced and the entire units adjusted and cleaned as necessary, re-manufactured MFPs are guaranteed to meet the same performance and quality standards applied to new products.

Our initial foray in the area of re-manufactured products is the monochrome MFPs “bizhub 750RM/600RM” launched in the Japanese market. For these products, usage of reused components exceeds 85% by mass, and product life cycle CO<sub>2</sub> emissions have been cut by approximately 41% and 58%<sup>1</sup>, respectively, while meeting the same performance and quality standards applied to new products. Testifying to the outstanding environmental performance of these products, we have met the requirements of numerous environmental certification bodies, including the International Energy Star Program, the Law on Promoting Green Purchasing, Eco Mark, and 1.01 Eco Leaf.

<sup>1</sup> Life Cycle Assessment (LCA) is an evaluation of environmental impact through the entire product life cycle, beginning with raw material procurement and continuing through manufacturing, shipping, usage, recovery, recycling, etc.



bizhub 750RM

#### CO<sub>2</sub> Emissions (LCA Results)

