Konica Minolta and Y Soft Expand Relationship in Middle East

YSoft SafeQ Becomes the Print Management Solution of Choice

Dubai, UAE and Dallas, Texas, October 1, 2015 – Konica Minolta Business Solutions Middle East FZE and Y Soft Corporation announced today that YSoft SafeQ is the solution of choice when providing print management solutions to customers in the region. The Middle East relationship between Konica Minolta and Y Soft is an expansion of an earlier, global agreement where YSoft SafeQ is the preferred solution for large accounts. Today's agreement expands the choice of Y Soft for all customers in the Middle East region in countries supported by Konica Minolta Middle East FZE.

Konica Minolta is best prepared to respond to the visionary advancements made in the UAE. Posting impressive figures for the CY2014, on top of achieving 21% year on year growth in sales performance, while being innovative, through our sales and support network. The solutions and services Konica Minolta provide along with Ysoft SafeQ helps customers in the region to reduce direct and indirect costs, but most importantly, control and mitigate the risk of badly designed printing infrastructures, which in turn drives massive hidden costs, from printing downtime to unnecessary spikes in consumables, whilst adding value by managing their business.

 "We are very positive about strong results in the integration of YSoft SafeQ with Konica Minolta devices. There will be considerable impact of the recent ruling in the UAE that obliges financial organizations to digitize all paper contracts and create digital workflows for their ongoing management. Konica Minolta along with Y Soft and our partners is ready for the challenging transformation that is required." said Koichi Suzuki, Managing Director, Middle East FZE.

YSoft SafeQ is integrated within Konica Minolta's multifunction printers touch interface. With YSoft SafeQ, print administrators can centrally control and optimize their print environment resulting in cost savings, improved document security and increased employee productivity.

"Y Soft and Konica Minolta have successfully provided a range of business print solutions and support to customers," said Alan Kilminster, Y Soft's Regional Manager, Middle East. "Y Soft's relationship with Konica Minolta is stronger today and together we bring our solutions to all enterprises in the region."

Corporations, educational and public organizations depend on [Konica Minolta and Y Soft optimized print management services](#) to get an accurate overview of their print environment, control of their print costs, charge backs, quotas and detailed accounting reports to further analyze and optimize their print services.

About Konica Minolta Business Solutions Middle East FZE

Konica Minolta Business Solutions Middle East FZE, based in Jebel Ali Dubai, UAE, is a wholly owned subsidiary of Konica Minolta, Inc., Tokyo, Japan. The company delivers services and distributes systems and solutions that fulfil all the requirements of the entire document life cycle for clients in the office and production printing area. Konica Minolta's Optimized Print Services (OPS) concept combines consultancy, hardware, software implementation and service operation in order to enhance business process efficiency and cost-effectiveness. Its product range extends from colour and monochrome multifunctional and production printing systems, to laser printers and all-in-ones, and to management software that integrates devices seamlessly into work processes and IT environments. To support customers optimally with powerful and sustainable solutions, technology leader Konica Minolta continuously invests in research and development work and regularly sets new standards.

Konica Minolta Business Solutions Middle East FZE is represented by distributors in 9 countries in the Middle East.

About YSoft SafeQ

YSoft SafeQ helps Fortune 1,000 and SMB's build a smarter business by improving document security and office workflow productivity, reducing print costs and providing a positive environmental impact. The SafeQ solution is available on a subscription basis or as a perpetual license. YSoft SafeQ is tightly integrated and certified with leading global Multi-Function Device (MFD) providers and is BLI's 2015 Winter Pick and Outstanding Achievement award winner in the Print Management Solution category.