

## News Release

# Konica Minolta Named a Leader in Worldwide Print Transformation by IDC MarketScape

Tokyo (November 10, 2023) – Konica Minolta, Inc. (Konica Minolta) announced it has been named a “Leader” in the IDC MarketScape: Worldwide Print Transformation 2023 Vendor Assessment (doc #US51146523, August 2023). Konica Minolta was also named a Leader in the 2020 vendor assessment on this market.

Konica Minolta has maintained the customer base it developed in the office printing business while adding high value-added services to its portfolio, including digital workflow services tailored to a given business type and managed IT services\* and cyber security services utilizing cloud and targeting all business types. Konica Minolta is enhancing its IT infrastructure and cybersecurity, as well as training personnel with IT skills to support its business transformation and its customers.

Konica Minolta seeks to visualize issues faced by various businesses and organizations to help them enhance productivity and improve workflows. Konica Minolta is determined to make the invisible visible to meet people’s desire to “see” by leveraging its imaging and data analysis technologies, and to continue to create new value for the evolution of society by accelerating digital innovation.

\*Managed IT Services: Services that handle the design, implementation, operation, and maintenance of IT environments

The IDC MarketScape's assessment highlighted Konica Minolta’s strengths in the category of worldwide print transformation:

**The Intelligent Connected Workplace** –In its approach to rethink the world of work, Konica Minolta has built a comprehensive Intelligent Connected Workplace framework to address transformation that connects people, knowledge, and workplace from anywhere, at any time, and with anyone. It combines managed print services, document workflow, information management, managed applications, infrastructure management, security and cloud services. Several of these services offer a set of several sub-services. Last, Intelligent Connected Workplace operates under a three-pillar approach of consult, implement and manage that highlights an end-to-end process for transformation.

**Cloud partnerships** – Konica Minolta has established a comprehensive network of strategic partnerships for its cloud solutions portfolio. Central to this approach are its relationships with Microsoft. The Company is a Microsoft Global Managed Partner and a Microsoft Cloud Solution Partner, delivering managed services of Microsoft's most-used cloud (Microsoft Azure) and on-premises\* office technologies.

\*On-premises: To deploy and manage the company’s IT environment such as hardware and software within the company’s site.

**Transformative IP** – Konica Minolta's own IP (Intellectual Property) has led to the development of several cloud, IoT, and new technology offerings, including FORXAI/Video Solution Services (IoT camera image analysis services), KOTOBAL/Melon (hybrid translation services for government/healthcare), COCOMITE (online service for manuals), Dispatcher portfolio (workflow automation and print management software), and tomoLinks (ICT services for education) to aid customers' transformation efforts.

**Shift to the cloud for remote work** – Konica Minolta's established transition to an Intelligent Connected Workplace served to establish the Company's shift to the cloud. The global pandemic and the need to transition IT infrastructure and operations to the cloud fit nicely with the Company's already stated strategic initiative. It also helped Konica Minolta customers seamlessly integrate working from home with traditional office operations.

The IDC MarketScape report notes that customers should consider Konica Minolta because, "Konica Minolta leads customers through their digital transformation journey and achieves this through a comprehensive portfolio of services and solutions tailored to individual customer needs, independent of company size, digital maturity, or industry. While the company continues to build its IT services infrastructure, the company's 85% retention of these customers is impressive. Customers seeking a traditional copy/print provider with a vision of the reimaged office may want to consider Konica Minolta."

### **About IDC MarketScape**

The IDC MarketScape vendor assessment model is designed to provide an overview of the competitive fitness of ICT (information and communications technology) suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. IDC MarketScape provides a clear framework in which the product and service offerings, capabilities and strategies, and current and future market success factors of IT and telecommunications vendors can be meaningfully compared. The framework also provides technology buyers with a 360-degree assessment of the strengths and weakness of current and prospective vendors.

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