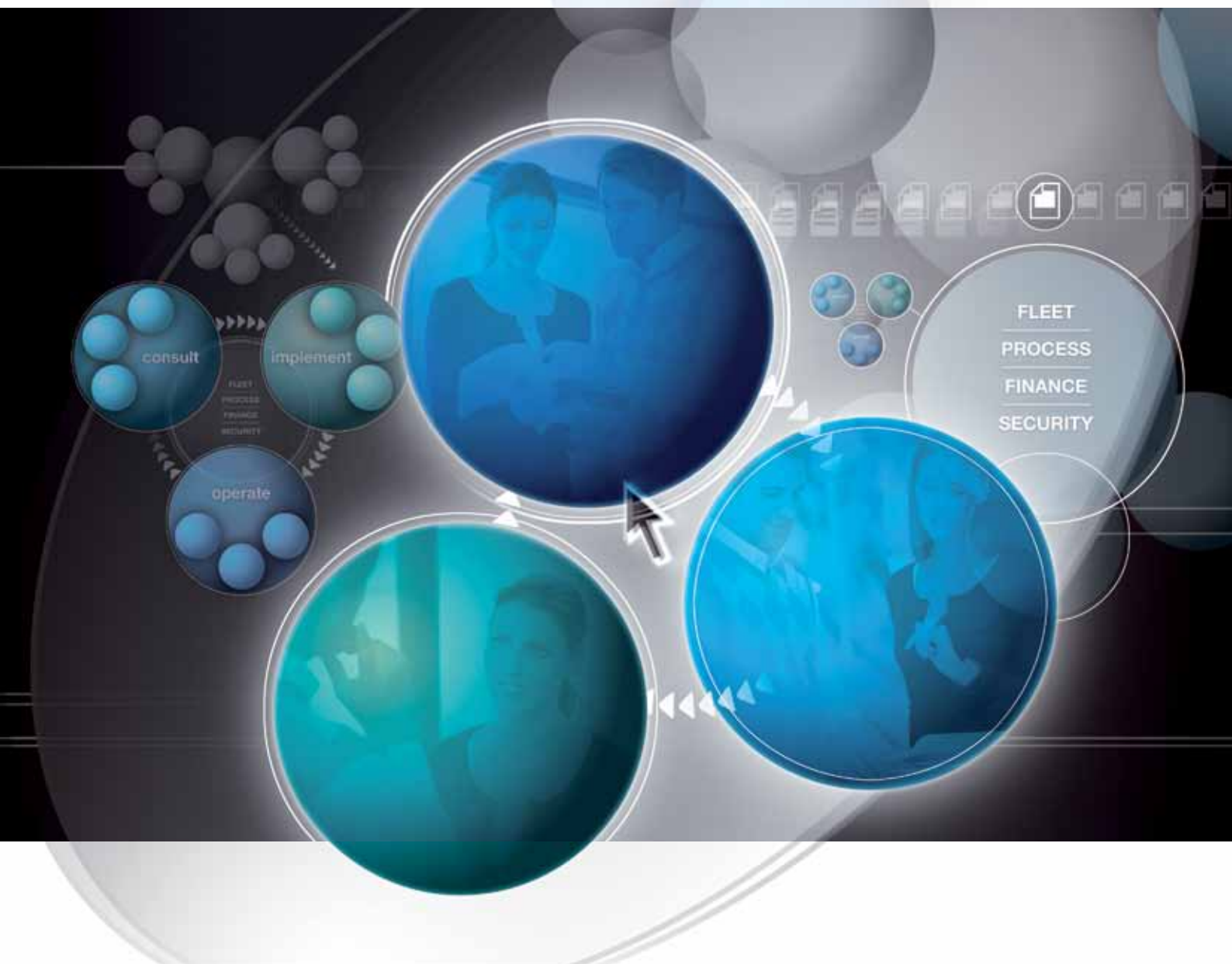




KONICA MINOLTA

Optimised Print Services

Efficiency and Manageability
in Reducing Costs



Making printing infrastructure **work efficiently**

Konica Minolta has developed Optimised Print Services (OPS) to effectively deliver a complete business package. OPS combines consultancy, hardware, software, implementation and operation into one scalable print management solution. We can tailor improvement strategies based on precise facts and figures and bring them to fruition, providing guaranteed cost reductions and trouble-free processes. The OPS concept focuses on five essential areas of improvement:

Fleet: This ensures that the document output fleet meets the real needs of businesses, to deliver optimum business services and ongoing support. Regardless of make or model, Konica Minolta will manage all the needs of your fleet of other printing or multifunction devices. This will be done in the most cost effective way to deliver real on-going savings.

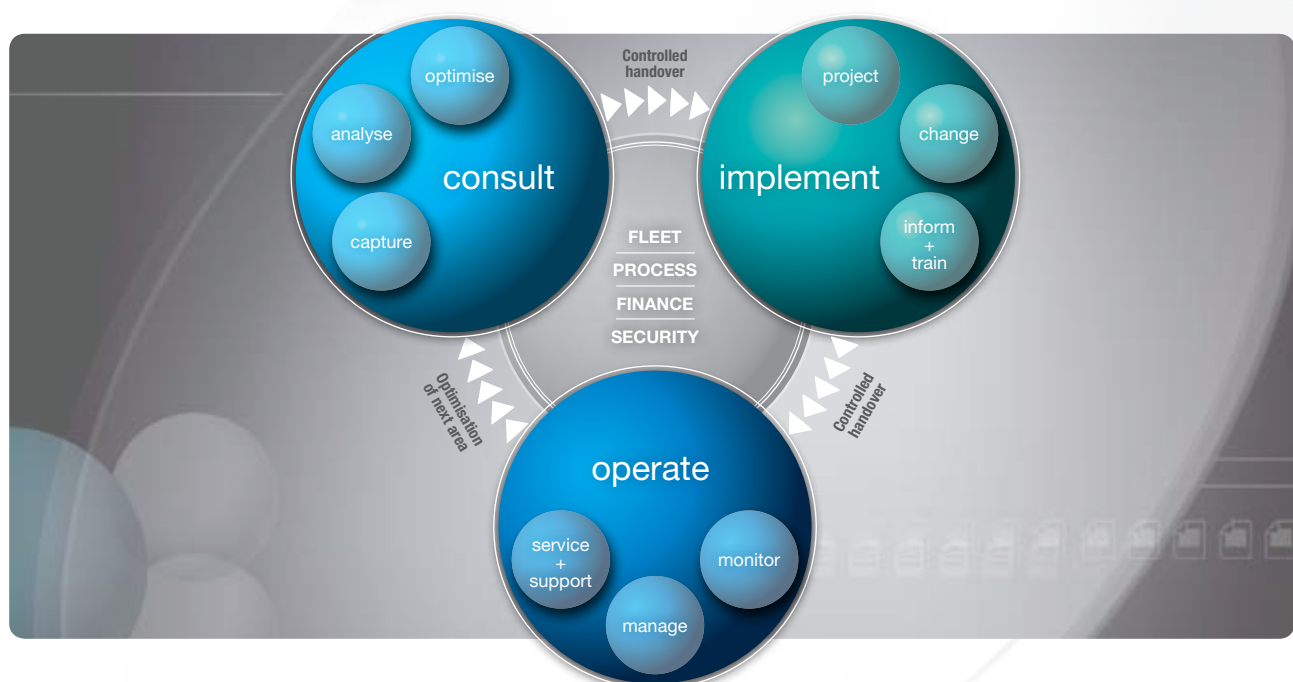
Environment: Organisations are looking for ways to reduce their carbon footprint. However, most organisations do not have the capability to measure and improve the environmental performance from their office print devices. OPS provides the answer, starting with an environmental analysis. Konica Minolta can provide metrics and recommendations to dramatically reduce an organisations carbon emissions.

Security: IT and information security solutions, including user authentication, total data security and complex network security requirements, are designed and implemented.

Process: All document workflows are analysed so that productivity is kept at optimum levels at all times, and the solution delivers every benefit that can be accrued from a precise configuration to suit all the needs of the business.

Finance: One transparent financial plan is prepared so that it offers an integrated package encompassing the various purchasing and leasing options available, alongside existing contract models.

OPS will save your business time and money.



Consult

OPS Consult provides clearly defined procedures and comprehensive, powerful analysis tools so that customers understand every step in incorporating their tailor made solution.

Capture: Identifies existing print assets using software that precisely monitors the current utilisation patterns and printing volumes. Users are interviewed to identify their specific document flows, individual needs and service level demands. All available commercial data is also captured.

Analyse: Total cost of ownership is precisely calculated and benchmarked against typical costs occurring in the market. Detailed analysis of the business requirements is undertaken and specific print services to meet these requirements are recommended.

Optimise: A print fleet that precisely matches specific business needs is recommended, along with a visualisation of the actual floor plans. Alternative scenarios can also be recommended. Future TCO reduction is calculated, and estimates of related savings, including the environmental impact, are generated.

Implement

OPS is much more than a new print solution. It also delivers change management as required by the customer, including dedicated project management to recognised standards, and the required support as dictated by the level of involvement of stakeholders and users. Konica Minolta's expertise and organisational skills combine to bring extensive benefits to companies participating in OPS.

Project: The project receives dedicated management resources from start to finish, with full control and regular reports on its progress. Customers receive full access to all project documents.

Change: All products, licences and consumables are delivered free of charge for a four-week test period, which can be extended if desired. This test period includes technical consultation and remote support. Pre-configured products are incorporated into the existing system without causing undue business disruptions, using the appropriate level of rollout management to ensure smooth integration.

Information and training: Detailed documentation for users and administrators is provided, as well as standard or tailor made internal promotional material and events. Users are introduced to the new system by expert staff. Training is designed specifically for key users and internal support staff is provided, and web-based multimedia training is also permanently accessible.

Manage

OPS offers a scalable portfolio of services to operate and manage the fleet after it has been tested and fully established. This portfolio is tailored to individual needs and requirements, and can complement existing IT services or assume full responsibility for all operations.

Monitor: Continuous supervision of all networked and locally connected devices to monitor the machine utilisation and optimisation. A full complement of IMAC/R services with scalable completion times (install, add, move, change, remove) is also offered.

Improve: For ongoing gains in productivity, regular management reports and meetings with key stakeholders can be arranged, and proposals for further improvements are made. Individual customers' billing requirements, such as separate accounts for locations, regions or national aggregation, are catered for.

Operate: All networked and locally attached devices are continuously monitored to check the machines' utilisation, status and alerts. Actual status information, performance indicators and reports on the device fleet, as well as service calls, consumable deliveries, billing status and contract details, are all available online.



The Konica Minolta Optimised Print Services package combines individual design, project management and expert support for a smooth transition to the optimum printing infrastructure for any company. It also enables the project to be operated at its most efficient, so that a continuous reduction of direct and indirect TCO is guaranteed. With minimal risk and no interference to daily business operations, total control of the print infrastructure project is assured at all times.



KONICA MINOLTA



Konica Minolta
Business Solutions Australia Pty Ltd

Free Call 1800 789 389
konicaminolta.com.au

New South Wales

4 Drake Avenue,
Macquarie Park NSW 2113
(02) 8026 2222

Victoria

21-29 Moray Street,
Southbank VIC 3006
(03) 8699 0777

Queensland

64 Brookes Street,
Bowen Hills QLD 4006
(07) 3872 9100

ACT

78 Barrier Street,
Fyshwick ACT 2609
(02) 6206 6500

South Australia

255 Gilbert Street,
Adelaide SA 5000
(08) 8231 2911

Western Australia

50 Belgravia Street,
Belmont WA 6104
(08) 9479 6600

- Specifications and accessories are based on the information available at the time of printing and are subject to change without notice.
- Konica Minolta does not warrant that any prices or specifications mentioned will be error-free.
- Microsoft, Windows and the Windows logo are trademarks, or registered trademarks, of Microsoft Corporation in the United States and/or other countries.
- All other brand and product names may be registered trademarks or trademarks of their respective holders and are hereby acknowledged.