

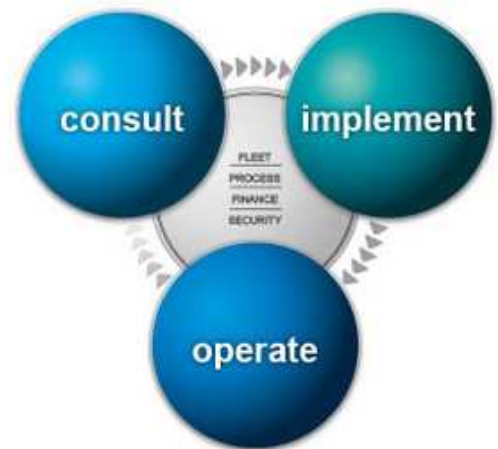
OVERVIEW

What is Optimized Print Services (OPS)?

The Optimized Print Services combine consultancy, hardware and software design, smooth transition and managed operation. Concrete improvement strategies for customers and companies are developed on the basis of precise facts and figures collected by monitoring and analysis. That's how this concept can guarantee cost reductions and trouble-free processes.

Optimized Print Services involve:

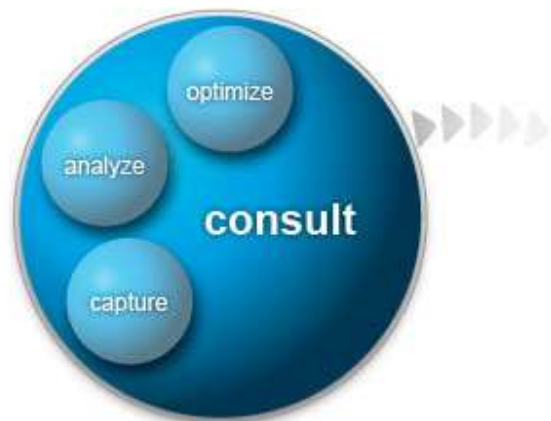
- **Fleet** optimization: Right-sizing, implementations and operation, and more.
- **Process** optimization: Document flow, enhanced productivity for realizing saving potentials, and more.
- **Finance** optimization: Purchasing and leasing options and various contract models, and more.
- **Security** optimization: IT and information security, authentication and complex network requirements, and more.



The Optimized Print Services concept is based on a three-pillared approach: Consult, Implement and Operate

The Optimized Print Services are based on defined consulting procedures and powerful analysis tools allowing customers to understand every single step on the way to their tailor-made solution.

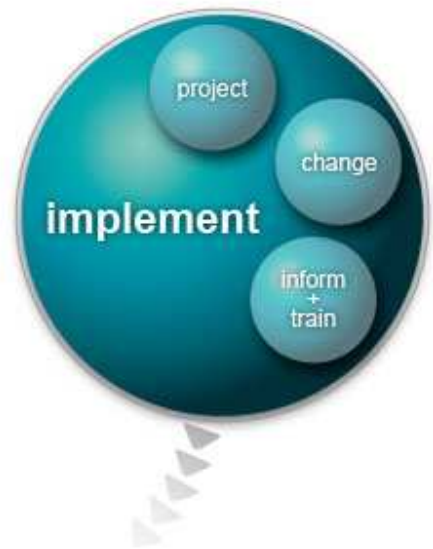
- **Capture:** Identification of existing print assets, monitoring of utilization patterns, user interviews to detect specific needs and demands, and more.
- **Analyze:** Precise TCO calculation, analysis of needed and recommended print services, and more.
- **Optimize:** Design of a print fleet that fits concrete business needs, calculation of general savings, and more.



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The Optimized Print Services offer an enhanced transition management to the extent wanted by the customer. Companies, stakeholders and users benefit from the practical experience of the market leader.

- **Project:** Controlled process from start to finish, regular reports on progress, and more.
- **Change:** Delivery of all products, licenses and consumables, preconfigured products for integration without business frictions, and more.
- **Inform and train:** Documentation and introduction to users and administrators, systematic acceptance management, and more.



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The Optimized Print Services provide customers with a scalable portfolio of services to run and manage the fleet. Companies benefit from Konica Minoltas strong direct organization.

- **Monitor:** Continuous supervision of all network and locally attached devices, and more.
- **Manage:** Regular management reports, active search and proposal for further improvements, and more.
- **Service and support:** Pro-active service, remote and on-site, automatic delivery of consumables, and more.

