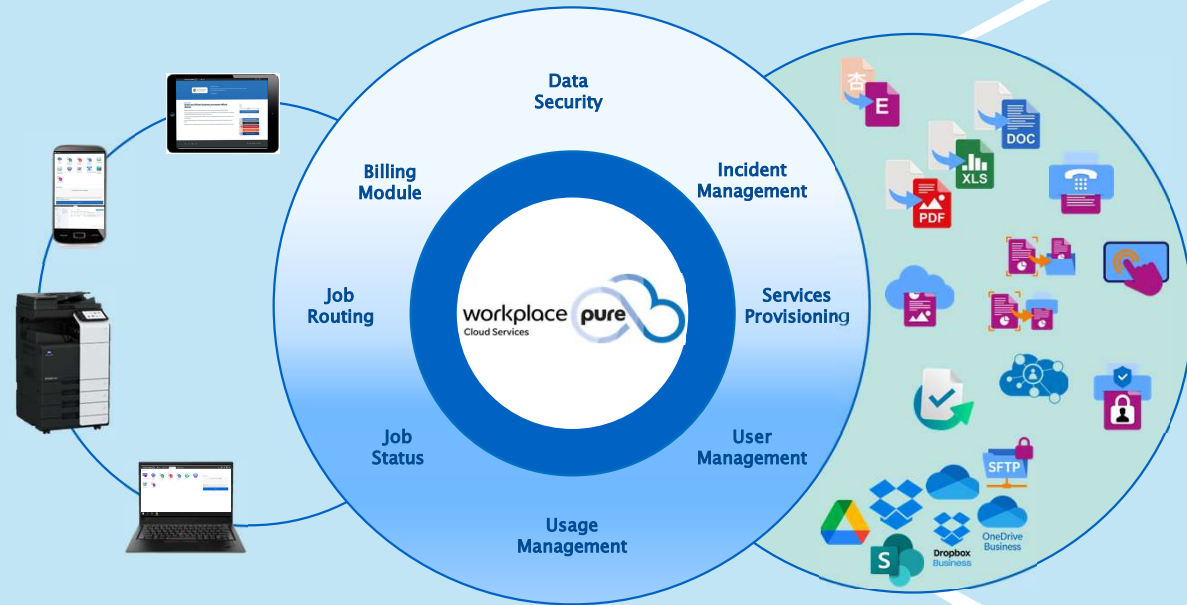


PowerPDF and Workplace Pure



Power PDF and Workplace Pure

A range of productive tools.



Ben Roberts

Senior Sales Account
Executive



Phillip John

Category Manager
OFFICE



Agenda

Kofax PowerPDF

A powerful PDF client tool.

Ben Roberts

Workplace Pure

Document and Print Management

Phillip John



KONICA MINOLTA



© KONICA MINOLTA



KONICA MINOLTA

Power PDF

A range of PDF productive tools.



Ben Roberts

Senior Sales Account
Executive



Giving Shape to Ideas

© KONICA MINOLTA

Power PDF and Workplace Pure

A range of productive tools.



Phillip John

Category Manager
OFFICE



Agenda

Overview

Solutions

- Conversion
- Cloud & Mobile Printing
- Communication
- Collaboration & Integration
- Connectivity
- Infrastructure & Administration
- Security

Sales concept

- Benefits



KONICA MINOLTA



© KONICA MINOLTA



KONICA MINOLTA

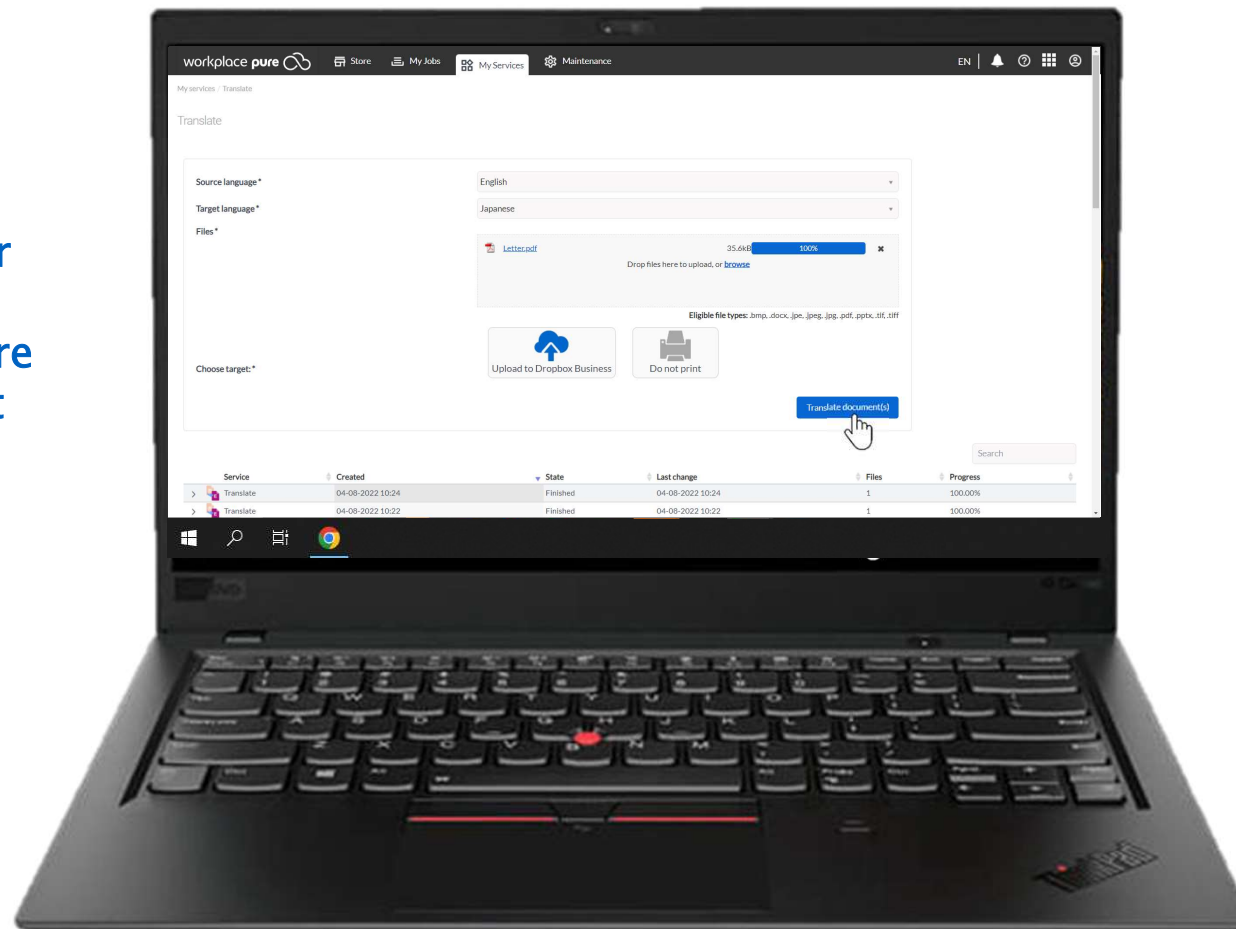
workplace **pure**
Cloud Services
at a glance



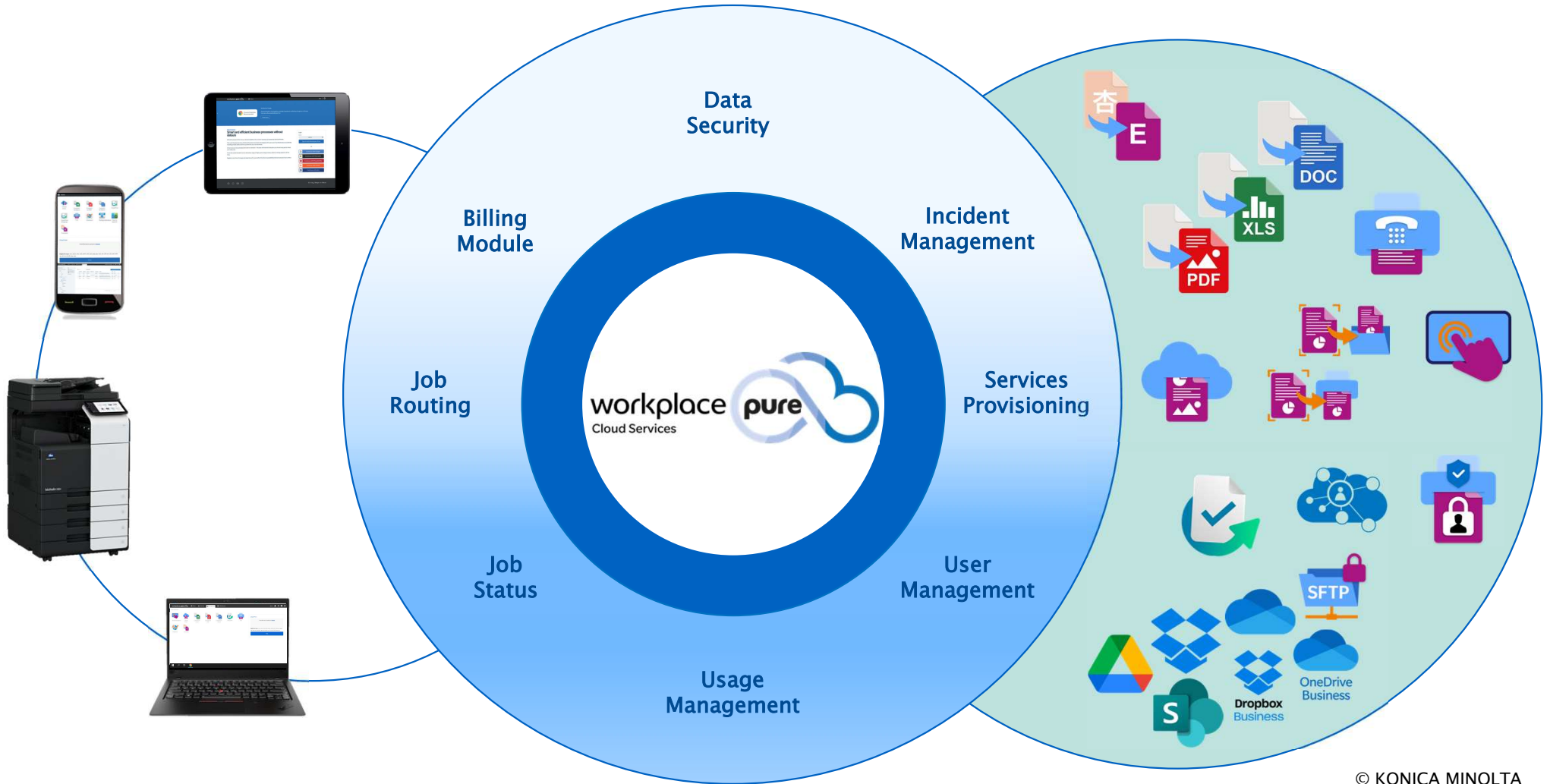
© KONICA MINOLTA

Smart services on demand

Login in your
Smart Office
Workspace
Pure
environment



Cloud brokerage platform



A night cityscape with a network overlay of icons and lines. The background shows a city skyline with illuminated buildings and a highway interchange with light trails from traffic. Overlaid on this is a network of white lines connecting various blue and green circular icons. The icons include a cloud, a smartphone, a Wi-Fi symbol, a laptop, a house, a train, a bicycle, and a coffee cup. The text 'WHEREVER', 'WHENEVER', and 'WHATEVER' is placed in white, semi-transparent boxes over the network.

WHEREVER

WHENEVER

WHATEVER

ALWAYS UP TO DATE





ONLY PAY FOR
WHAT YOU
**REALLY
NEED!**

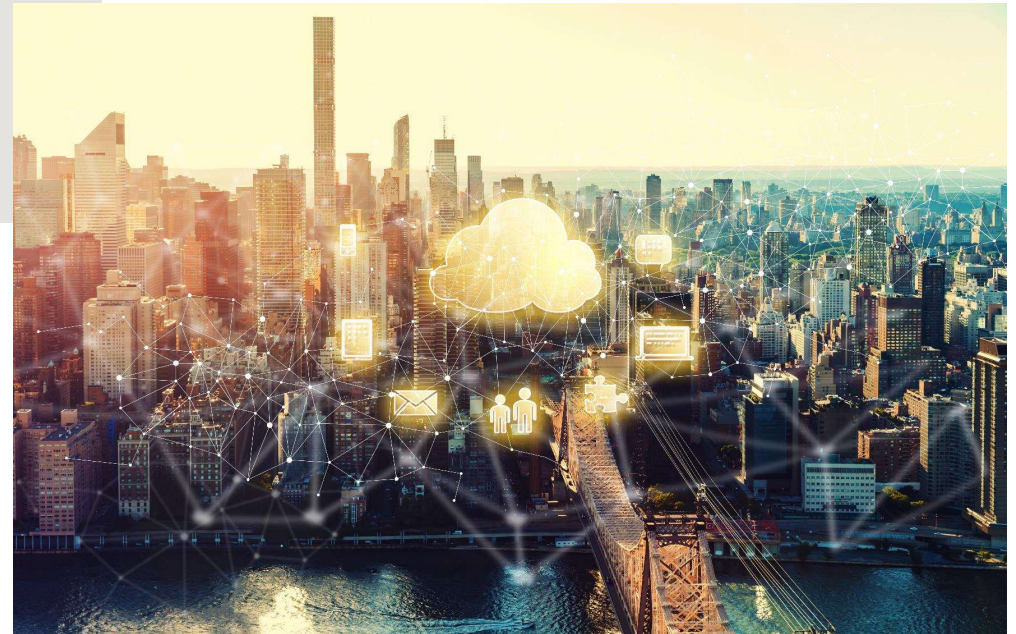
workplace **pure**
Cloud Services
The Target Market



The Perfect Prospect

Companies in any size who:

- Existing MFP contract ending soon
- New Prospects
- Have concerns about IT security and data protection
- Have a cloud-first strategy or are at least using cloud widely
- Use Microsoft/Office 365 or cloud repositories like Google Workspace
- Suffer cost constraints and limited resources for IT infrastructure or IT department
- Have a fluctuating number of employees



The Perfect Target



KONICA MINOLTA

Target Customers

- Predominantly aimed at SME – MID sized customers
 - 1 to 500 users
- Services cover a wide range of capabilities
 - So individual services may be useful to Enterprise businesses and Public Sector
 - o Connectors, Translations, Guest Print
 - o Remote offices and Cloud print.

ENTERPRISE COMPANY (~5,000 USERS)
TYPICAL PERSONAE / CONTACT PERSONS



Delta - CIO

Blockers/ Pain Points

- Security and data protection
- Complexity and issues caused by fragmented and mixed IT environments
- IT infrastructure in many different locations
- Increased mobile working
- Not enough resources and budget to manage efficiently this infrastructure



Damian - Procurement Manager

Blockers/ Pain Points

- Management of a big structure in different countries and locations, in terms of number of employees, facilities, etc.
- Mobile working increasing requirements
- Need to reduce infrastructure costs
- IT Security risks and possible costs
- Need to increase productivity and efficiency. Costs and issues caused by inefficiencies

© KONICA MINOLTA

MID-SIZED COMPANY (~ 500 USERS)
TYPICAL PERSONA / CONTACT PERSON



JOE
IT MANAGER

WORK-LIFE BALANCE & RESPONSIBILITY

The role of the CEO with IT responsibilities can be challenging. On the one hand, having a profound understanding of these responsibilities allows the CEO to make appropriate decisions. On the other hand, the team can also be trusted. Joe is one of those CEOs who trusts the team and wants to break new ground together. Taking risks and having a pro perspective of business are part of the everyday life of a CEO. In his private life, Joe is a family man for whom the right balance is important. Nevertheless, he also likes to use his private time for professional inspiration.

Blockers/ Pain Points

- Fast-changing IT technologies
- Lack of resources/ employees
- Partly opposing goals

How can we support?


- Prove security in IT
- Reliability
- Support in implementation

Top Touchpoints

- IT Networks
- Webinars
- Events
- Webinars

© KONICA MINOLTA

SMALL COMPANY (~ 50 USERS)
TYPICAL PERSONA / CONTACT PERSON



SEBASTIAN
IT CONSULTANT

THE GOODWILL

Sebastian is a hard, open and honest person. He has a strong sense of responsibility, which also means that he is afraid of making mistakes. He values competent support. This is largely due to his lack of in-depth technical understanding and because he often faces IT tasks that are beyond his capability. In this way he is able to earn respect among his colleagues, which is important to him. And at the same time he is a "problem solver" within the company. He is confident. Sebastian enjoys a close and trusting relationship with the Managing Director. He is very innovative, always and always keeps an eye on the market. New technologies or insights are quickly spotted.

Blockers/ Pain Points

- Fear of change
- Consistent lack of IT understanding & communication complex topics (often to him)

How can we support?

- Believe workload
- Provide solutions to problems

Top Touchpoints

- SCV Website
- IT Experts
- Meet
- Direct contact
- Acquaintances

© KONICA MINOLTA

SMALL BUSINESS (~ 10 USERS)
TYPICAL PERSONA / CONTACT PERSON



JORG
MANAGING DIRECTOR / OWNER-CEO

ONE COMPANY ONE FAMILY

As Managing Director in a (his) family company, Jorg has been working in his position for many years and has become successful. He always acts in the interests of the company, security and flexibility are the highest priority. Of course, Jorg makes his decisions based on figures, facts and facts, but a good gut feeling and the opinion of his closest colleagues are just as important to him. He is very willing to take risks and sees opportunities rather than problems. In order to get new input, Jorg likes to exchange ideas with the large network around him.

Blockers/ Pain Points

- Lack of IT understanding
- Change means extra efforts
- Complexity

How can we support?

- Clear and good IT feeling
- Longer time of testing
- Personalized training (e.g. IT-Consultant, benefit aspects)

Top Touchpoints

- Internet (SEO)
- Social Media
- Recommendations from 3rd party
- Networks
- Portals

© KONICA MINOLTA

SMALL COMPANY (~ 50 USERS)
TYPICAL PERSONA / CONTACT PERSON



CHRIS

WORK/DAYS, INNOVATION

As an IT manager, Chris has diverse tasks with varying levels of escalation. Once the basis for across-free work has been created, Chris enjoys dealing with new topics. With his analytical and critical way of thinking, he can quickly form an opinion on new topics. He likes to be someone who leads the way and takes responsibility. Personally, he is very innovative, always and always keeps an eye on the market. New technologies or insights are quickly spotted.

Blockers/ Pain Points

- Availability of IT
- Working with old or heterogeneous IT tools
- Overviews of IT environment

How can we support?

- Gain access to accessibility
- Support with know-how
- Simple processes

Top Touchpoints

- Network
- Website
- Professional journals and blogs

© KONICA MINOLTA

workplace **pure**
Cloud Services
The Services



Workplace Pure Solutions



CONVERSION

File Conversion
Translation

CLOUD & MOBILE PRINTING

Cloud Print
Follow-me Print
Driverless Print
Browser Print
MS Universal Print
Mobile Print

COMMUNICATION

Cloud Fax
Announcements

COLLABORATION & INTEGRATION

Workflows
Identity Provider
Cloud Repositories

CONNECTIVITY

Cloud Repositories
Identity Provider

INFRASTRUCTURE & ADMINISTRATION

User Management
Services Provisioning
Billing Module
Incident Management
Print Infrastructure
Reporting

SECURITY

Data Security
Authentication
Follow-me Print

workplace pure
Cloud Services



Conversion



CONVERSION

Convert to PDF / Word / Excel

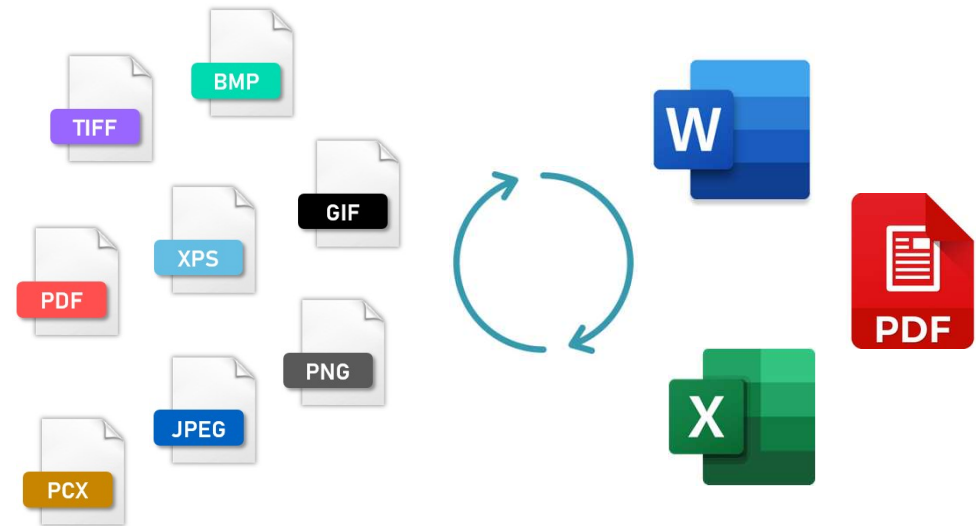


- Transform digital and paper documents into Word, Excel or PDF files!

- Convenient digitising of paper-based information
- Simple forwarding of documents to wherever you want them (e.g. e-mail, Google Drive, OneDrive, SharePoint Online, Dropbox)
- Makes any information available in Word, Excel or PDF (e.g. for editing or further use in other documents)
- No re-designing of the page layout necessary

- Transaction Details

- Sold in Packs per year
 - o 1,200 Pages
 - o 12,000 Pages
 - o 72,000 Pages
 - o 1000 Pages battery when standard packages are used up



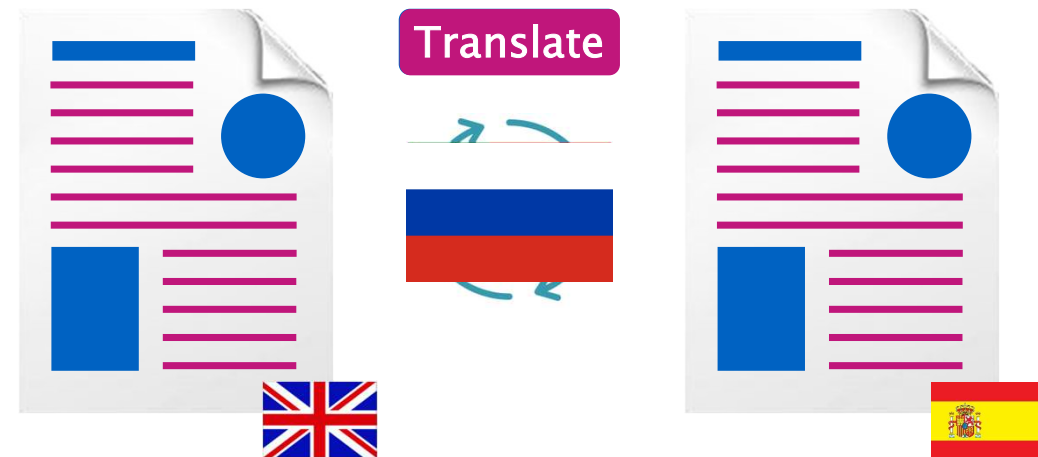
Conversion Translate



- **Create a translation of documents within seconds!**
 - The AI powered machine translation allows you to translate instantly simple as well as complex and extensive documents
 - The original page layout (including tables, graphs, images etc.) remains mostly the same
 - The translated document is converted to a word document which can then be easily edited, e.g. correction of the translation and layout if necessary
 - Choose out of a wide range of supported languages:
 - o Bulgarian, Chinese, Czech, Danish, Dutch, English, Estonian, Finnish, French, German, Greek, Hungarian, Italian, Japanese, Latvian, Lithuanian, Polish, Portuguese, Romanian, Russian, Slovak, Slovenian, Spanish, Swedish

- Transaction Details

- Sold in Packs per year
 - o 1,200 Pages
 - o 12,000 Pages
 - o 72,000 Pages
 - o 1000 Pages battery when standard packages are used up





KONICA MINOLTA

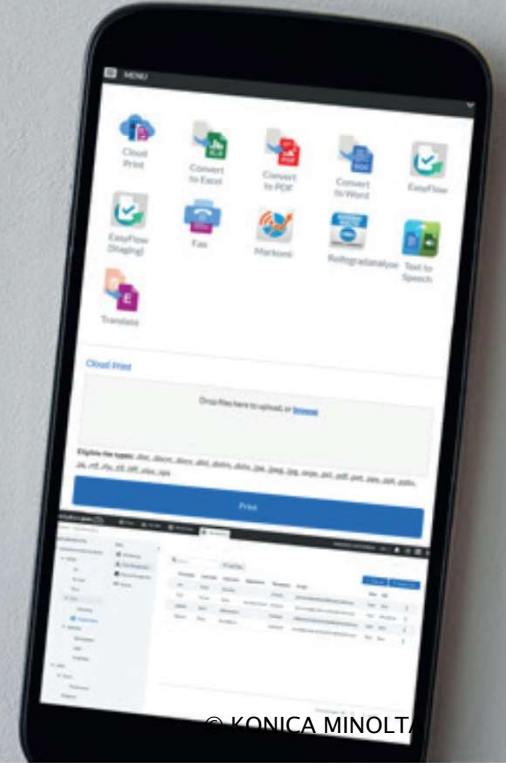
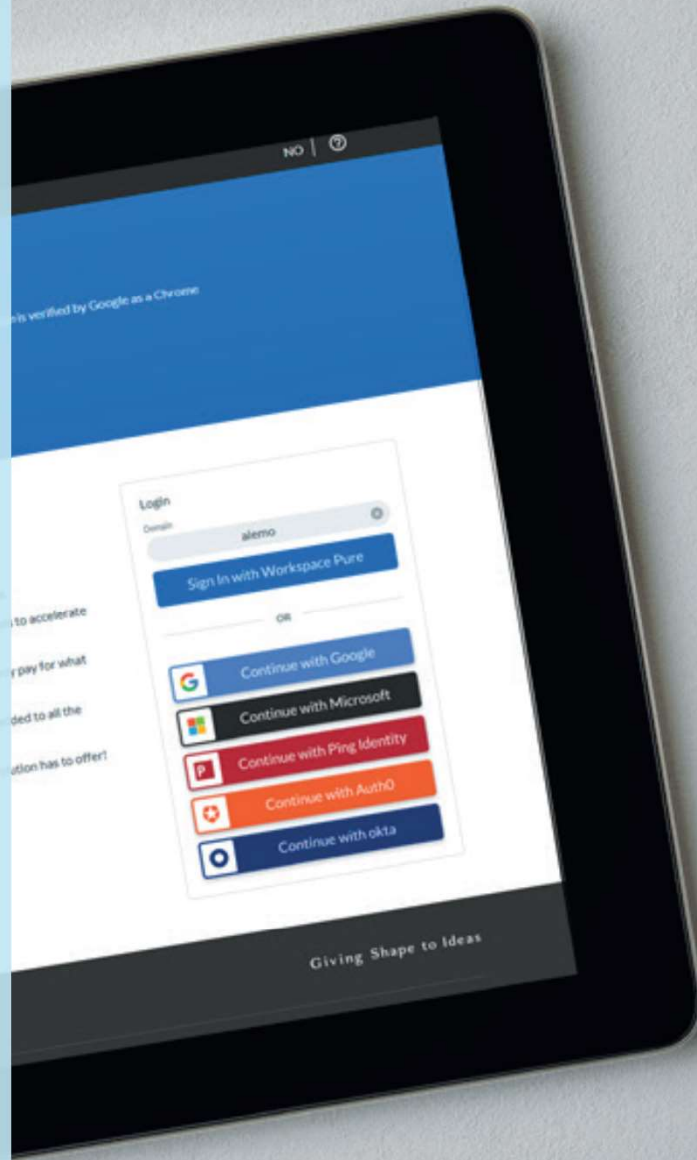
workplace pure

Cloud Services

Cloud & Mobile Printing

Smart and efficient business processes without detours

Workplace Pure is the new on-demand platform for smarter business processes by Konica Minolta. The most needed services of Workplace Pure have been developed with users and IT professionals in mind. All services can be activated and used on-demand - because with Workplace Pure you should only pay for what you really use! From the broad benefits from an attractive range of high-performing services, which are being added to all the services, you can choose the ones that are most important for your business. Workplace Pure has to offer!



© KONICA MINOLTA

CLOUD & MOBILE PRINTING

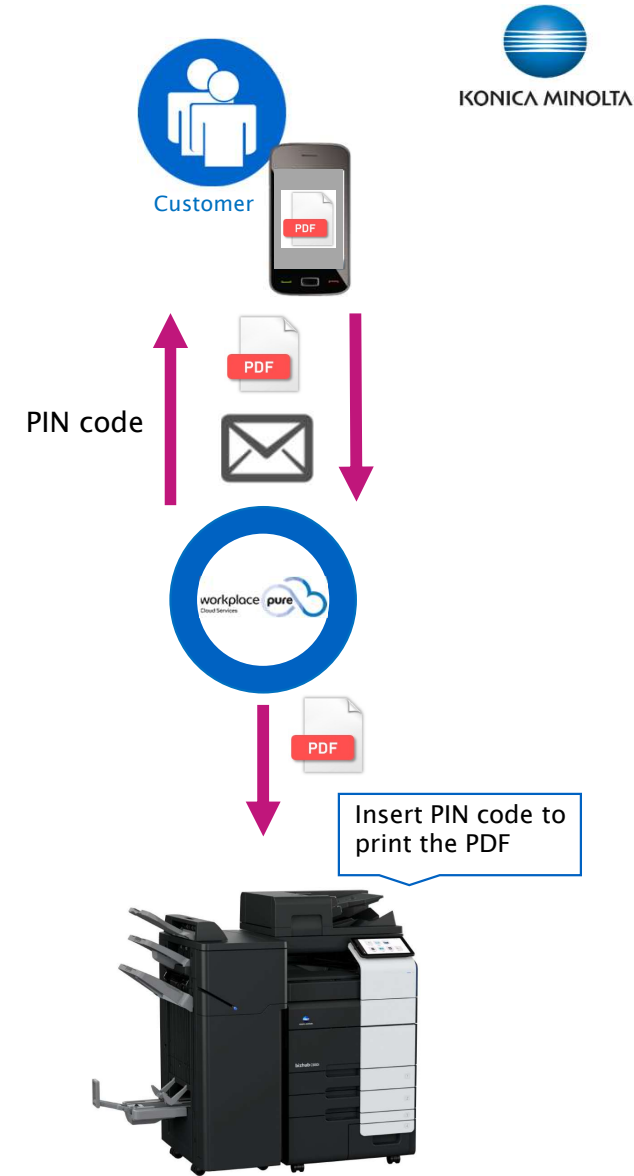
Secure Guest Print



- Provide your guests with a convenient and reliable printing service!
 - Enable your visitors printing from their mobile devices
 - o Guests simply email an attachment to a pre-defined e-mail address and automatically receive an access PIN code that they can use to retrieve their prints from any MFP that is connected to Workplace Pure
 - o Print options, such as duplex and color prints, can be selected individually.
 - No access to your Wi-Fi network or authentication is required
 - No need to use USB Sticks or other data carries

- Transaction Details

- Priced per device per year
 - o 5 Devices
 - o 10 Devices
 - o 20 Devices
 - o 40 Devices



CLOUD & MOBILE PRINTING

Konica Minolta Cloud Print



- Konica Minolta Cloud Print consist of different options



- Cloud Print Client
- My Print
- Browser Extension
- MS Universal Print
- IPP Cloud Print
- Mail to Print

KONICA MINOLTA CLOUD PRINT Cloud Print Client



– Usage

a) via printer driver

- Print out of any application (MS Word etc.)
- Follow-me print with authentication
- Before print out a large variety of settings can be changed

b) via side bar

- Drag and drop your PDF to side bar
- Follow me Print with authentication
- Before print out a large variety of settings can be changed

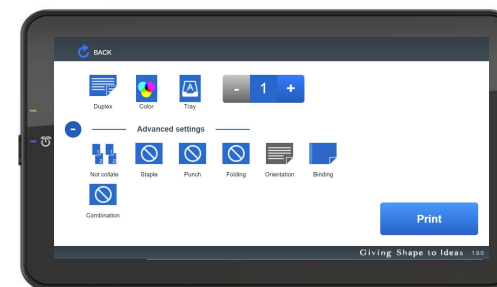
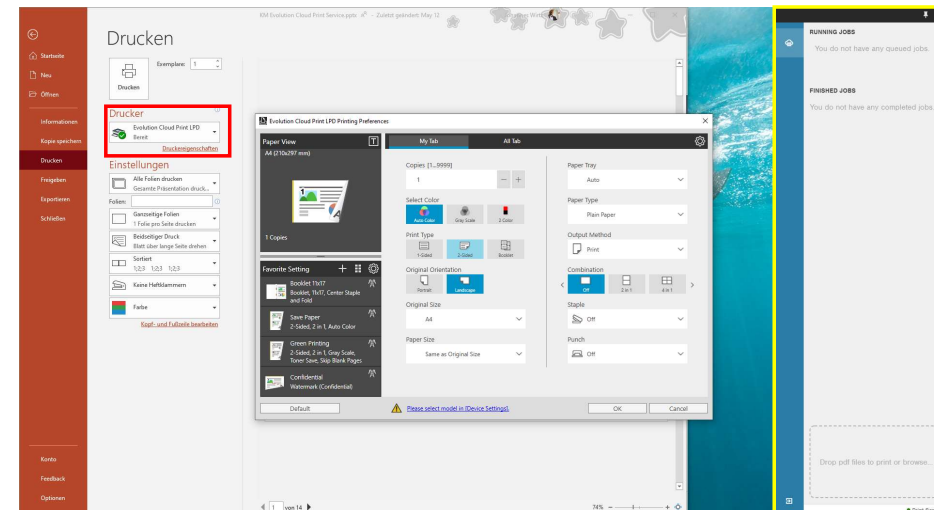
– Installation

- Install Microsoft Software Installer (MSI) package

– Configuration

- User needs to enter Workplace Pure login credentials
 - o “Keep me logged in“ possible

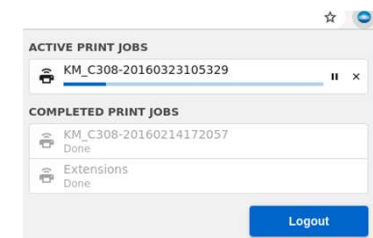
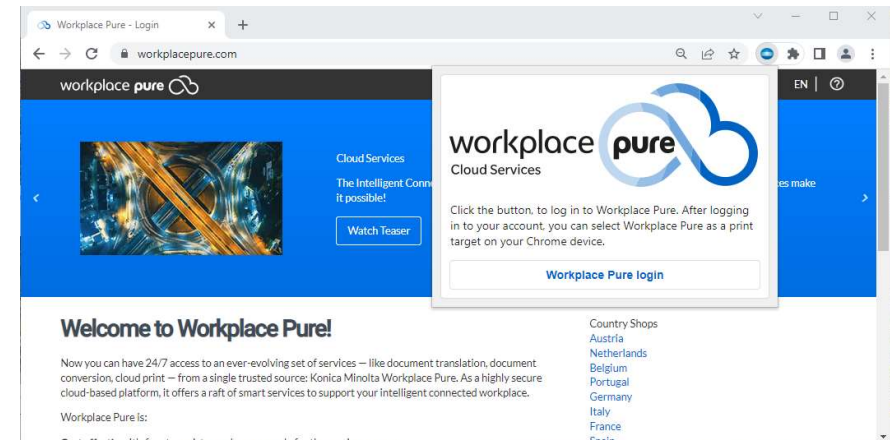
– Supported OS: Windows, Mac OS



KONICA MINOLTA CLOUD PRINT Browser Extension



- **Usage**
 - Print out of your browser
 - Follow-me print with authentication
 - Before print out a large variety of settings can be changed
- **Installation**
 - Open Chrome browser
 - Install “Browser Extension” via Chrome webstore
- **Configuration**
 - User needs to input his Workplace Pure login information
 - o “Keep me logged in” possible
- **Supported Browser:** Google Chrome (actual version), MS Edge (actual version)



KONICA MINOLTA CLOUD PRINT MS Universal Print



- Usage

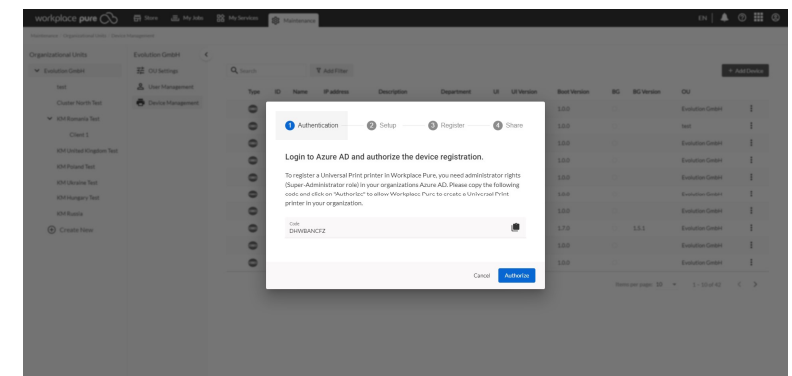
- Connect Workplace Pure to your Microsoft 365 Universal Print infrastructure. This allows you to securely route your print jobs to printers via follow-me technology.
- Universal Print is fully integrated with Azure Active Directory and supports single sign-on scenarios.
- Before print out a large variety of settings can be changed

- Installation

- Call up the device management and create a new device of the type "Universal Print Printer" in your or the root OU via the "Add Device" button.
- Follow the instruction in the setup wizard.

- Configuration

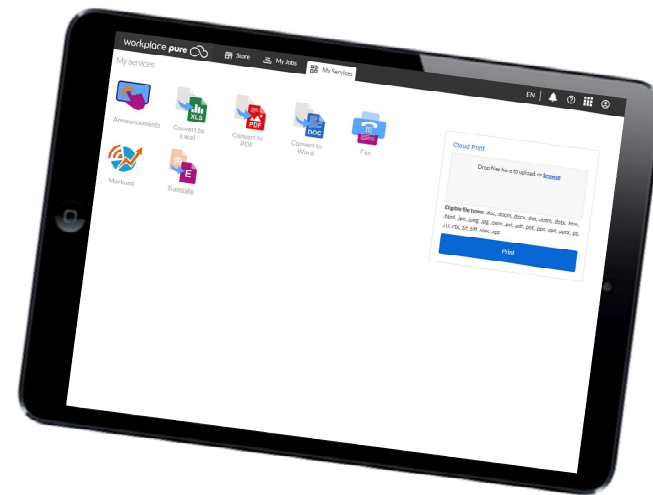
- Login to Microsoft Azure portal as administrator and go to the Universal Print Service.
- Go to "Document conversion" in menu bar and enable document conversion.



KONICA MINOLTA CLOUD PRINT My Print



- Usage
 - Login Workplace Pure
 - Drag a document onto the My Print widget of Workplace Pure
 - Follow-me print with authentication
 - Before print out a large variety of settings can be changed
- Installation
 - ready
- Configuration
 - ready
- Supported browser: all actual versions of mobile and desktop browsers



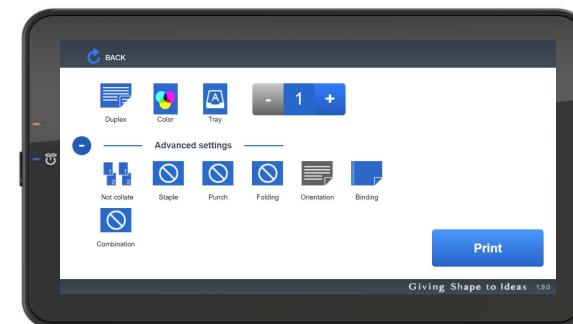
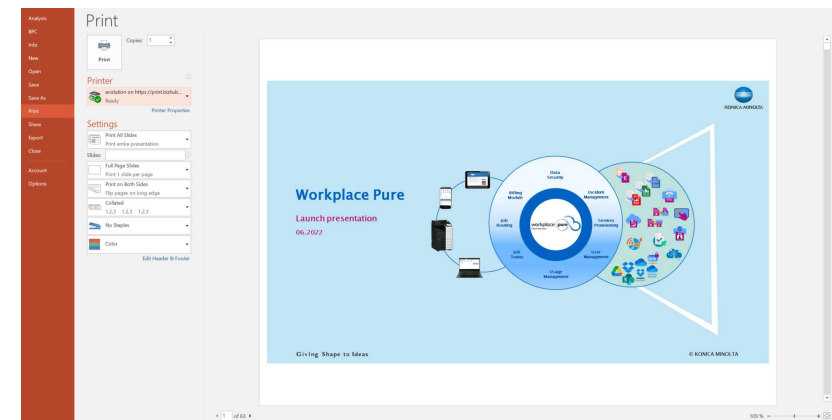
KONICA MINOLTA CLOUD PRINT IPP Cloud Print



- **Usage**
 - via printer driver
 - Print out of any application (Word etc.) (Native Printing)
 - Follow me Print with authentication
 - Before print out a large variety of settings can be changed
- **Installation**
 - Install Konica Minolta Universal Printer Driver (UPD)
- **Configuration**
 - All idPs are supported
- **Supported OS:** Windows, Mac OS, Linux

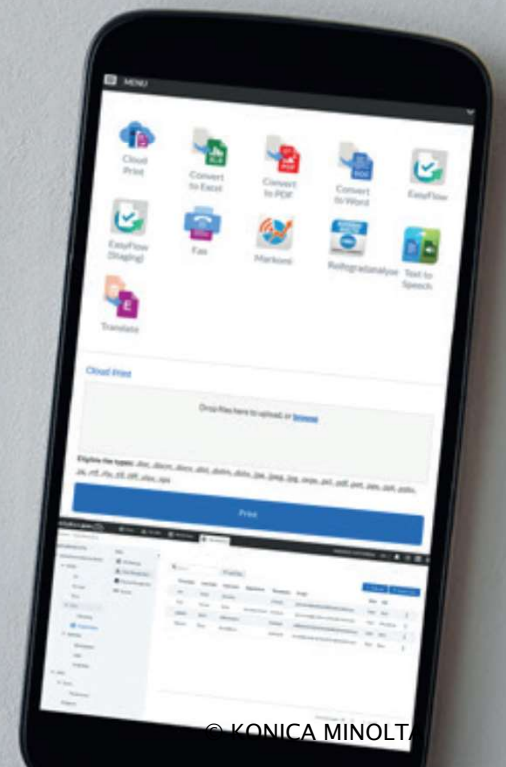
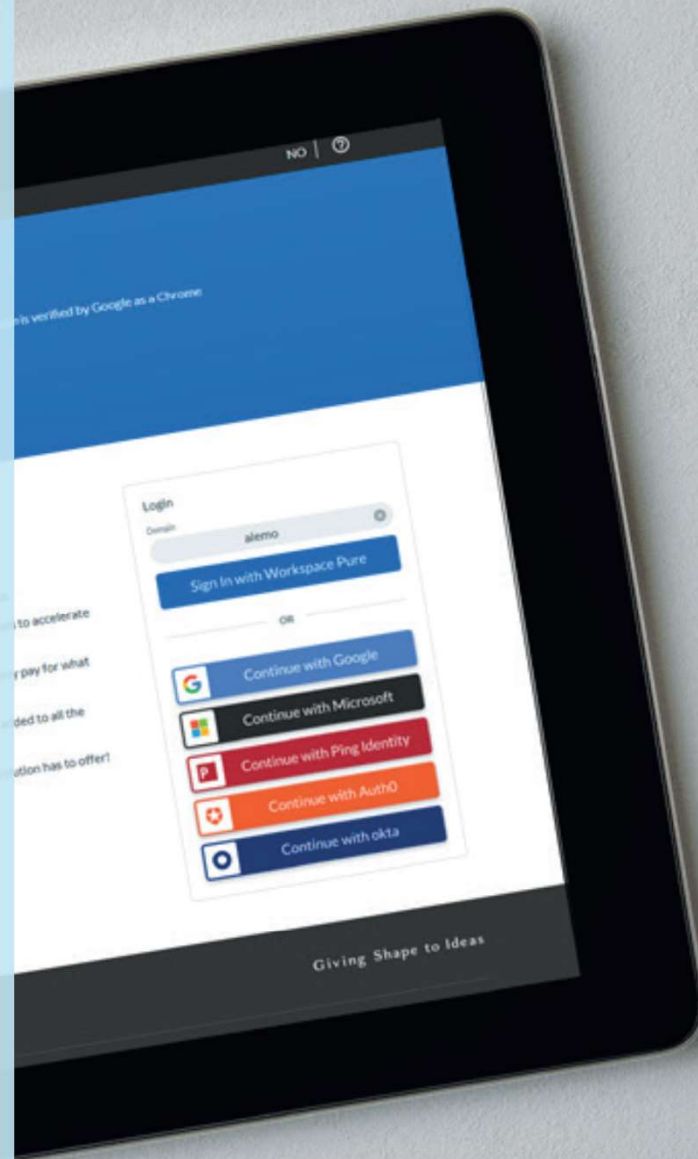
- Transaction Details

- Priced per user per year
 - o Price breaks for multiple users
 - o 1, 5, 10, 20, 50, 100, 200, 500 etc
 - Up to 50,000 users



workplace **pure**
Cloud Services

Additional Services linked to MFD

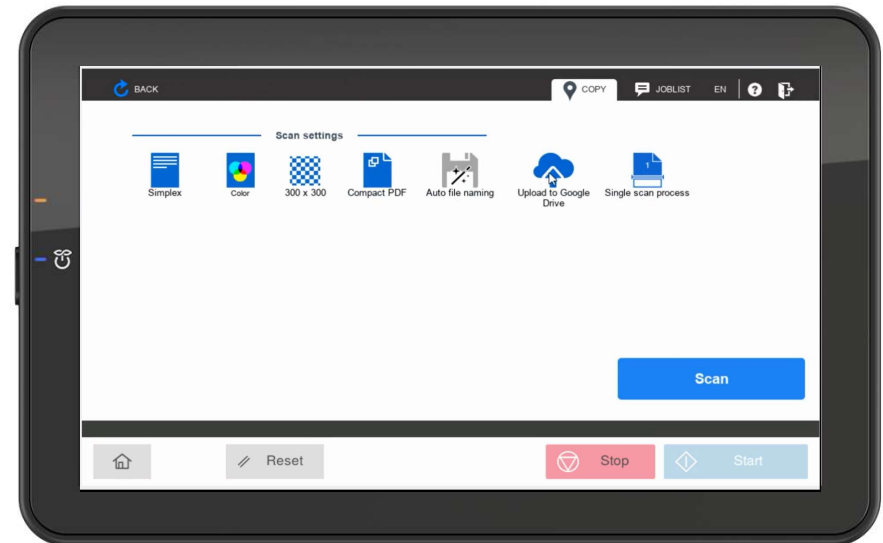


CLOUD & MOBILE PRINTING

Smart Scan



- Scan hard-copy originals via a Konica Minolta Multifunction System (MFP) in your Workplace Pure environment
 - Set whether you want to scan your document on one side of the page (simplex) or on both sides (duplex).
 - Set the scan resolution: 200 x 200 to 600 x 600.
 - Set the file type: PDF, compact PDF, JPEG, TIFF, XPS, compact XPS.
 - Enter a file name.
 - Enter the e-mail address to which you want the file to be sent or select the storage location that you booked, e.g. Dropbox, Microsoft OneDrive or SharePoint Online.

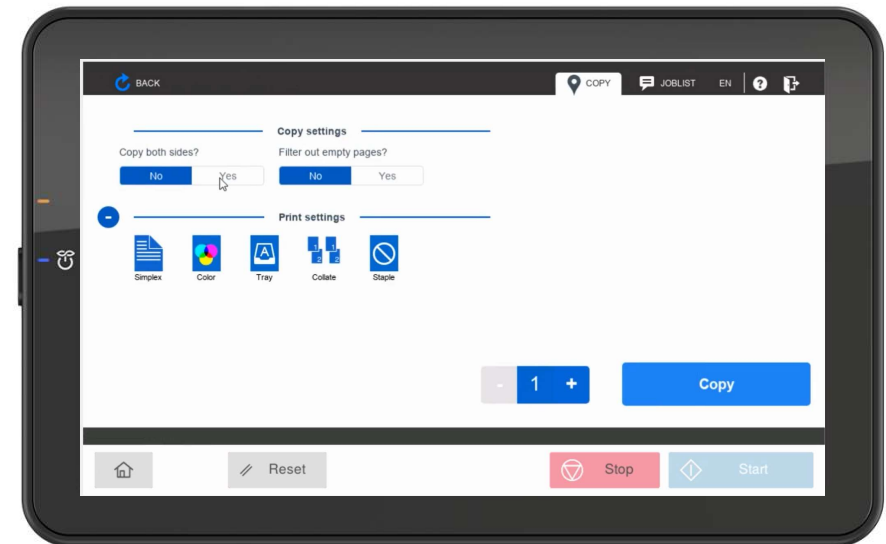


CLOUD & MOBILE PRINTING

Smart Copy



- Create simple copies on a Konica Minolta multifunctional printer in your Workplace Pure environment.
 - Enter the number of copies.
 - Set whether you want to scan your document on one side of the page or on both sides.
 - Set whether you want to copy your document in color or in black and white.



workplace **pure**
Cloud Services
Collaboration & Integration

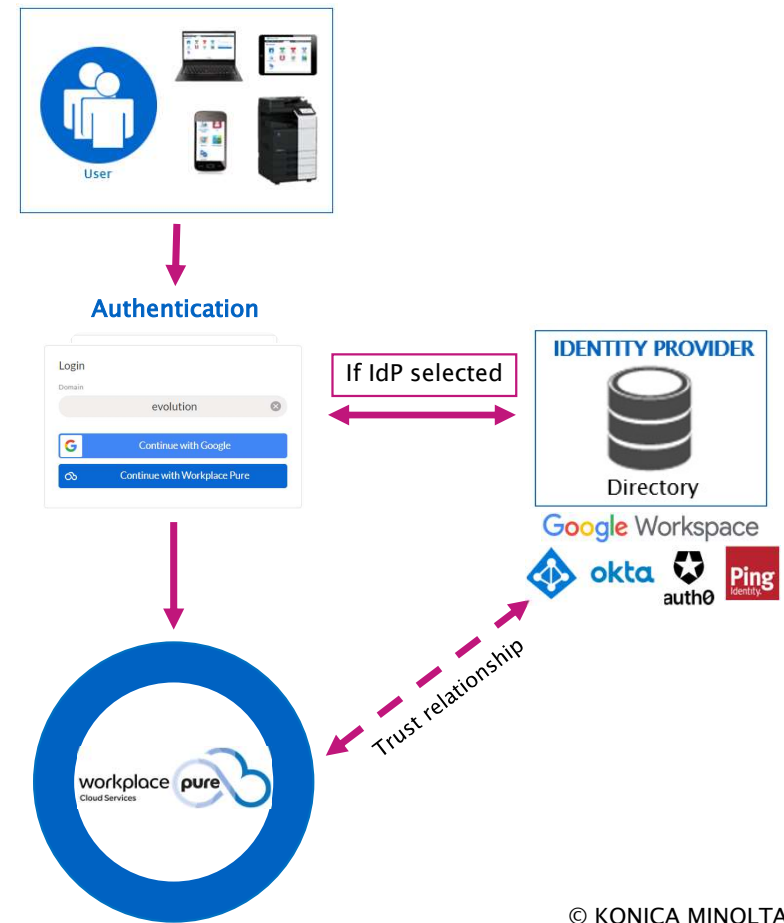


COLLABORATION & INTEGRATION

Identity Provider



- Simplifying your user management and authentication!
 - Connect Workplace Pure to your existing cloud Identity Provider (IdP)
 - o Google Workspace, Azure, Okta, Auth0 or Ping Identity
 - o Synchronization of users (Login credentials, Single sign on, user information) of IdP with Workplace Pure
 - Automatic provision of possible login options depending on connected Identity Providers (IdP) for the customer
 - o Workplace Pure, G Suite, Azure or Okta, Auth0 or Ping Identity
 - User authentication is delegated to the IdP, where users are managed centrally
 - Single Sign On (SSO) with SAML



workplace **pure**
Cloud Services
Connectivity



KONICA MINOLTA

© KONICA MINOLTA

CONNECTIVITY Connectors

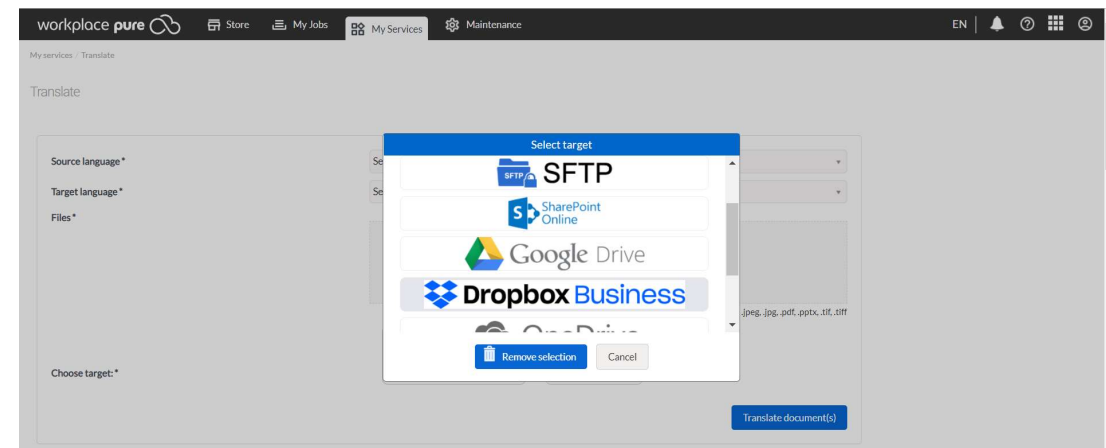


- **Integrate your cloud repository into your document processes!**
 - Use a cloud repository of your choice as a connector to expand your local document and storage system for processed documents
 - Scan a paper document using your MFP and store the file in your selected cloud repository
 - Combine a scan operation with a Workplace Pure service, e.g. Convert to PDF. Store the PDF/A file created during this process right on a repository of your choice
 - Call up a file from your cloud repository (e.g. Google Drive) to edit it using a Workplace Pure service, e.g. Translate. Store the translated file right back on Google Drive

- Transaction Details

- Priced per user per year
 - o Price breaks for multiple users
 - o 5, 15, 30, 60, 100

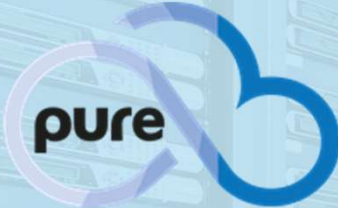
Select a target of your choice storing your processed documents...





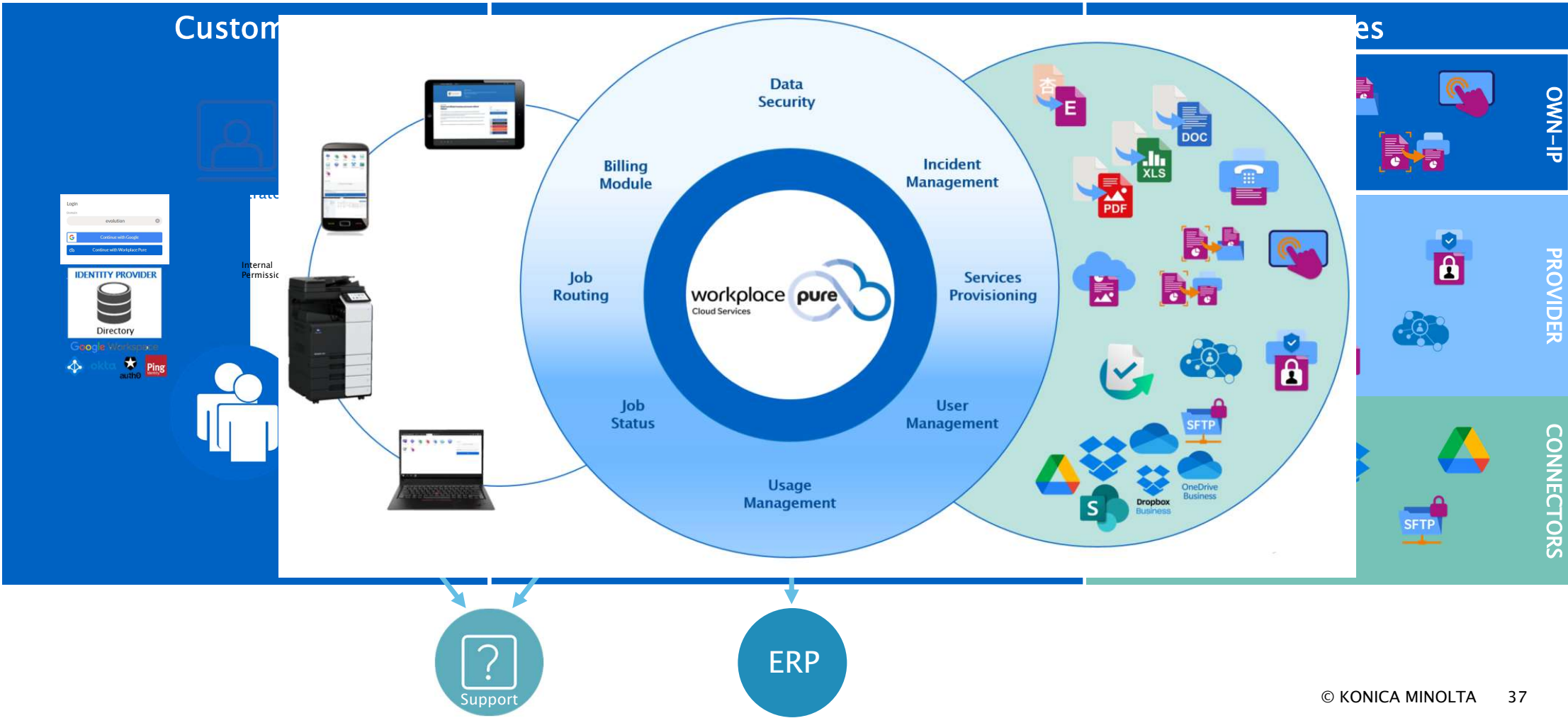
KONICA MINOLTA

workplace **pure**
Cloud Services
Infrastructure &
Administration

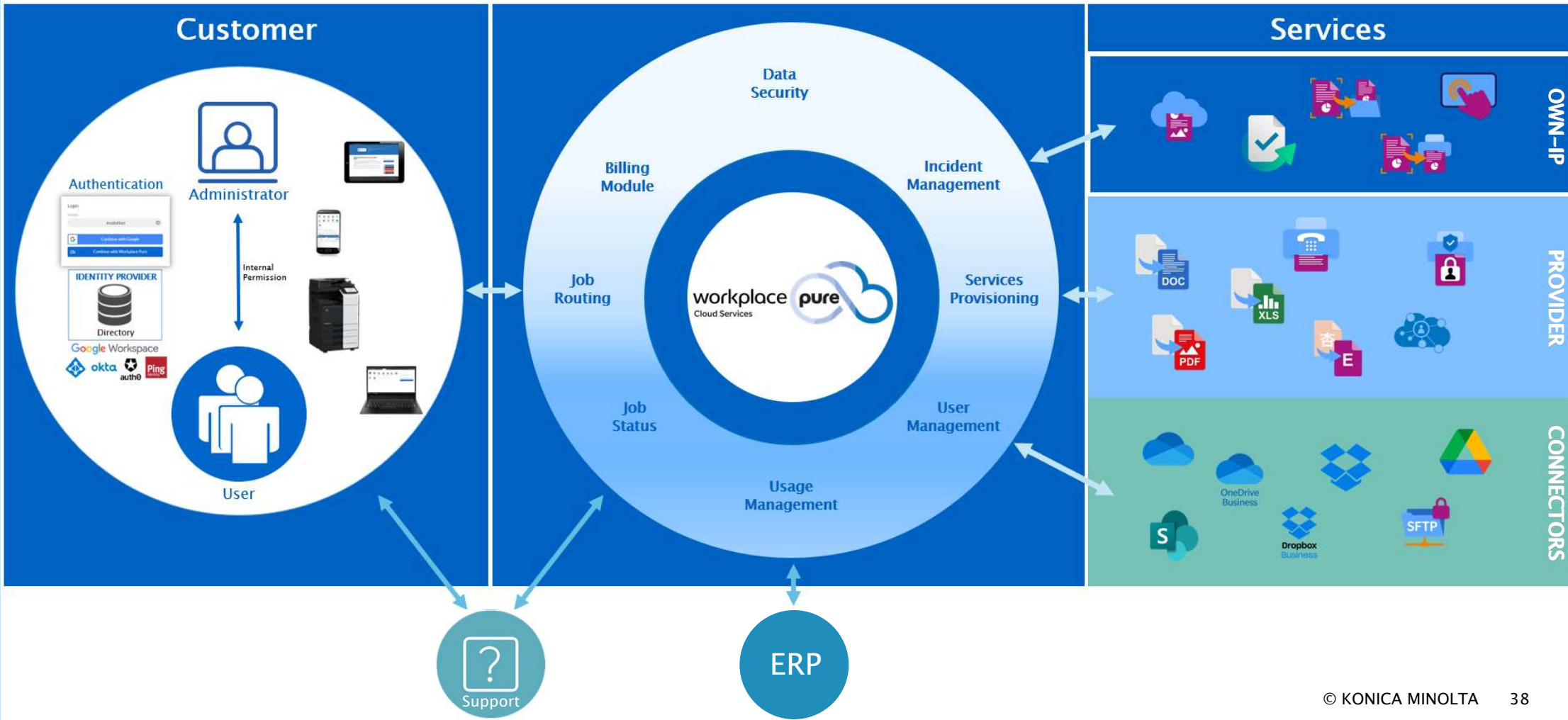


© KONICA MINOLTA

Infrastructure & Administration Workplace Pure Ecosystem



Infrastructure & Administration Workplace Pure Ecosystem





KONICA MINOLTA

workplace

Cloud Services

Security

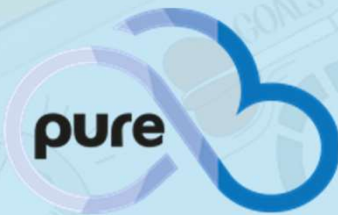


© KONICA MINOLTA

Data security

- **Secure hosting**
 - Workplace Pure as the core cloud instance is hosted in a data centre in Germany
- **TLS encryption**
 - same encryption technology that is used for securing HTTPS connections in web browsers
- **No permanent storage of processed documents**
 - customer's administrator determines whether to keep and for how long
- **Authentication method of your choice**
 - By username and password, by card, by pin etc.
- **Pseudonymization of user data**
 - Standard: in backend of Workplace Pure cloud

workplace **pure**
Cloud Services



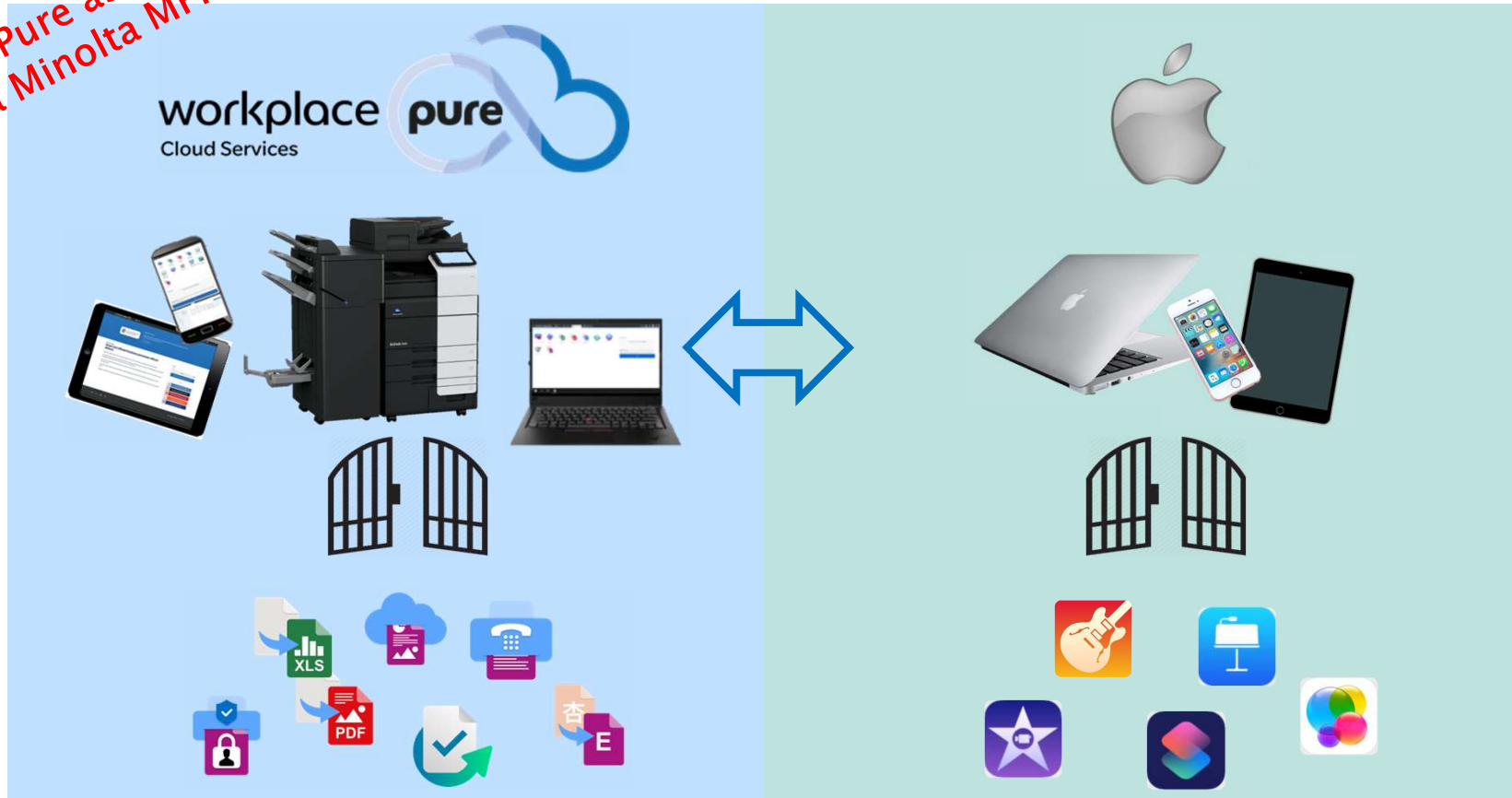
Sales concept



Benefits

Hybrid Sales – Hardware as services enabler

**Workplace Pure as USP for
Konica Minolta MFP**



If a customer wants to use Workplace Pure via MFP it's only possible by Konica Minolta devices!

Benefits

Customer benefits

Smart services, that facilitate your working day immediately !



Time- and costsavings

- Short time of implementation
- No high initially investments
- Payment based on usage



One platform for everything

- Usage of all services
- Administration (configuration of users)



Integration in existing IT environment

- Services can be used on KM MFP, Laptop, PC or mobiles



Barely user trainings necessary

- Intuitive handling enables efficient usage from the very beginning

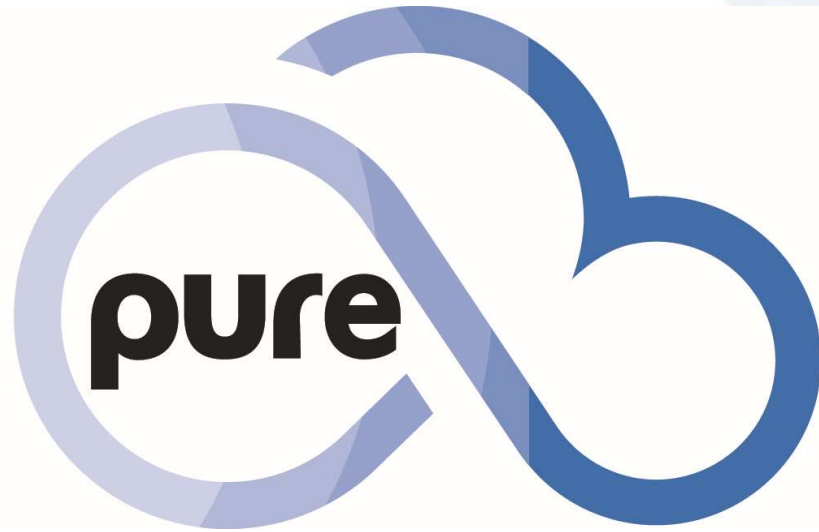


Data security

- Secure handling of data
- Pseudonymization of user data (via Security Cube)



workplace **pure**
Cloud Services



THANK YOU