

Agenda

- A welcome from PaperCut UK offices
- Endorsed Procurement Route
- Hive by Numbers
- Intuitive Promotion
- PaperCut Grows
- New PaperCut Certifications
- Q&A



KONICA MINOLTA

PaperCut[™]
Authorized
Partner



Channel Partner

Konica Minolta UK – ProcessFlows – iTS – PaperCut



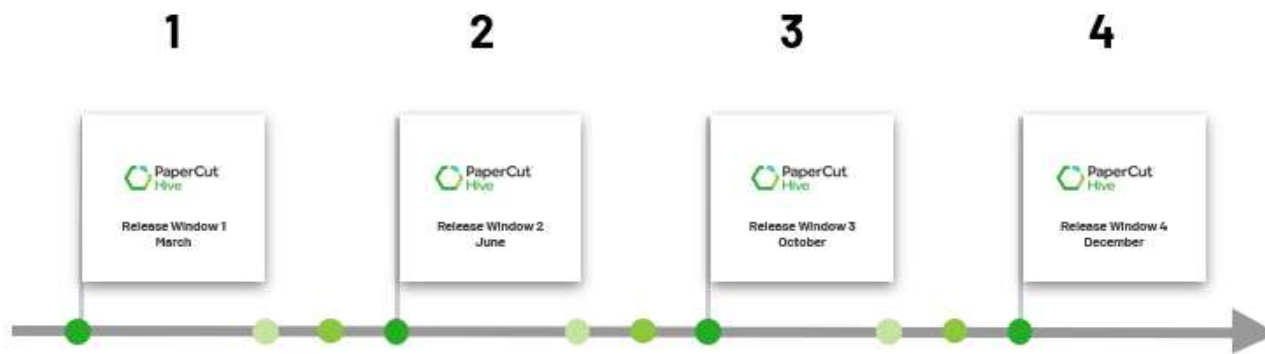
1,400,000
Print Jobs

1,400 Globally

63,000 Users

4,800 Embedded

Move to fixed quarterly releases



- 4 releases per year
- Once per quarter
- MF will also fall into these same release windows



Hive Updates

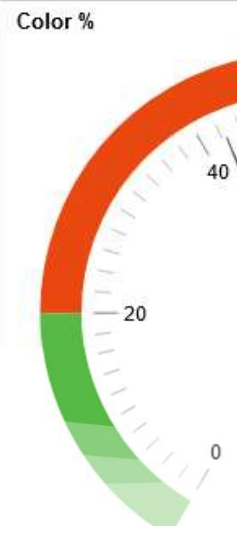
- Manufacturer Drivers
- Built in Reporting
- Track Direct Print Jobs
- Data Source Lookup Fields
- JamF Mac Install Tool
- Chargeable OCR Add-On
- Regional Data Centres



- Summary
- User Analysis
- Printer Analysis
- Scan Analysis

→ Top 20 Users

User Email	Color %	Printed Pages	Copy Pages	Fax Pages	Scan Pages	Total Pages
Kieth.Rose@mycorp.com	27.55%	784	98	0	2	684
Adeline.Weatcroft@mycorp.com	62.17%	711	10	0	2	703
Matthew.Waterhouse@mycorp.com	43.27%	654	590	0	48	112
Blake.Everett@mycorp.com	34.07%	455	0	0	0	141
Josh.Gray@mycorp.com	54.62%	130	0	0	0	130
Wade.Douglas@mycorp.com	90.24%	82	0	0	0	79
Lana.Williams@mycorp.com	88.00%	75	0	0	0	48
Janelle.Davies@mycorp.com	22.06%	68	0	0	0	68

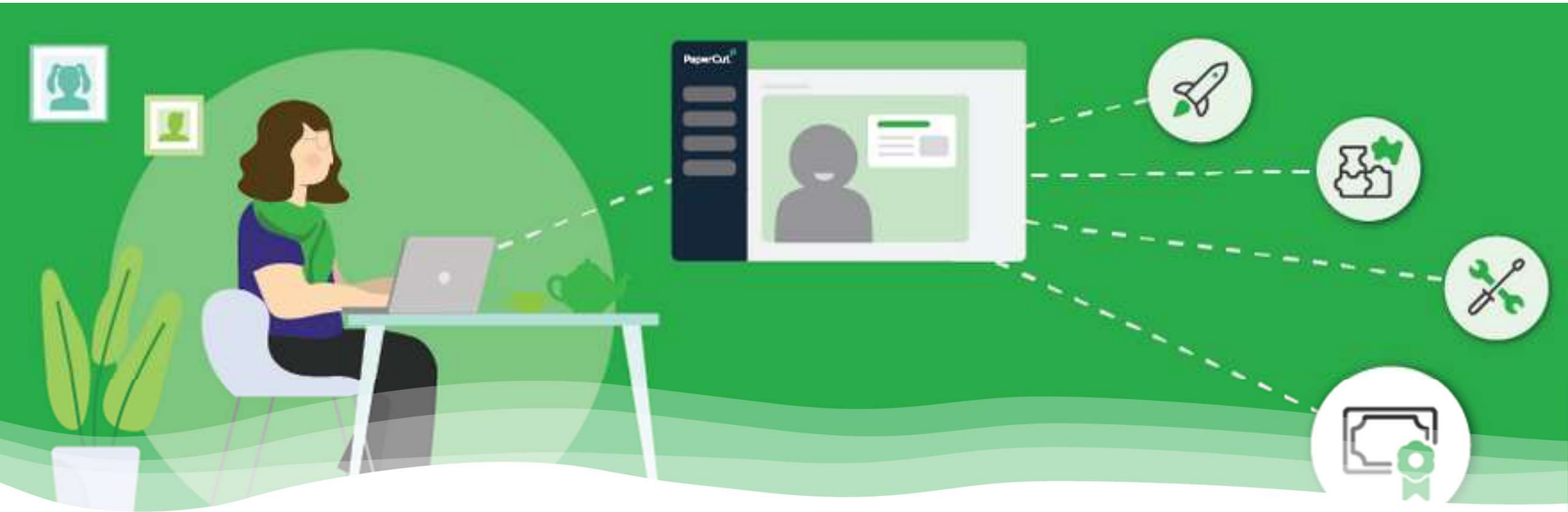


Intuitive Promotion

- FOC Intuitive licence for all PaperCut MF & Hive new system sales plus M&S renewals for 12-months
- Offer is exclusive to KM UK Channel for 6-months
- Order must be placed via ProcessFlows
- Partner to provide installation services (ITS can provide training and support)
- Data discovery options



PaperCut Grows



New PaperCut Certifications



QUESTIONS?