YOU
AIM FOR A NEW
DIGITAL ERA.

WE
MAKE YOU
PART OF IT.

EXHIBITION GUIDE
CEBIT 2017
Hall 3, Booth H17

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YOU AIM FOR A NEW DIGITAL ERA.
WE MAKE YOU PART OF IT.

The umbrella theme of CeBIT 2017, «d!conomy – no limits», reflects the enormous potential of digitalisation. Konica Minolta answers this with innovative solutions and inventive approaches for the demands of the future workplace and the digital transformation of business.

Acknowledging that the concept of digital transformation has changed – that it no longer merely comprises digital products and services but will revolutionise the way people, devices, and spaces interact – we take visitors on a Digital Journey of Business, addressing key topics such as Business Process Analysis and Automation, Enterprise Content Management, Cloud and Mobility, and putting a special focus on the Workplace of the Future.

The digital transformation will accelerate the pace of demand for change, both inside and outside of companies. To show you what this means, we have created the Workplace of the Future in a dedicated area of the Konica Minolta booth. Here, visitors can experience innovative solutions that enable companies to generate business value from existing and new information sources.

Furthermore, regular talks in our Business Show Zone also discuss the above topics and provide a platform for exchange with industry specialists and experts from Konica Minolta.

Welcome to the Konica Minolta stand (H17 in Hall 3) at CeBIT 2017, where we are ready to give you new inspiration for your business!
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YOU WANT EFFICIENT AND TAILOR-MADE BUSINESS PROCESSES FOR ALL YOUR DEPARTMENTS.

WE CREATE CUSTOMISED SOLUTIONS THAT EXACTLY FIT YOUR NEEDS.

Process Consulting

Essential processes impact the running of your company on a daily basis; and it is of utmost importance that these processes interact closely and support each other. Only by pursuing this diligently will you ensure your company’s continued success! Rely on Konica Minolta as your competent advisor for all document and information processes: as your optimiser, supporter and quality manager for projects, we offer you process consulting including the analysis of neglected business processes.

- Automate your business processes with our expert support, technical and process expertise, know-how and experience in the field of document workflows, IT systems and process models
- Easily fulfil any compliance requirement

Your benefit:

We analyse your document-based processes in order to optimise them and find the perfect individual solution for you. Our process consulting not only covers the information flow in your organisation but also your process content. We customise our comprehensive proposal to your business processes, rather than asking you to adapt your business processes to our solution.

Increase the power of your workflow!

Take advantage of the unique opportunity to model your process live at our CeBIT booth. Simply bring a process of your choice along or develop this together with us.
YOU WANT YOUR COMPANY’S IDEAS AND DATA TO BE SAFE AND SECURE.

WE PROVIDE CONSULTING AND SOLUTIONS THAT GUARANTEE SAFETY AND SECURITY ACROSS ALL AREAS OF YOUR BUSINESS.

IT Security Consulting

A proven and reliable security strategy is indispensable for any organisation. But how do you check your status, implement suitable security measures and build a security concept that really protects your enterprise? And what are the legal implications?

With our IT security consulting offering, we address these questions together with you. The Konica Minolta TOP10 GAP analysis helps you achieve a higher state of security. We also check the maturity level of your IT to determine what optimisation is required. We propose relevant security technologies, design an individual IT security infrastructure and matching security concept for your enterprise, and develop suitable measures to help you achieve your targets in the short, medium and long term.

- IT security consulting delivered by experts
- Customised IT security quick check analysis for ISMS and ISO 27001 implementation
- TOP10 GAP analysis looks at specific risk elements that pose a threat to your business
- Penetration test, incident response and vulnerability management to detect internal and external security gaps and prioritise measures to close these and minimise risks
- Design of your individual security concept that complies with legal and regulatory requirements
- Compliance with nationally relevant standards and regulations

Your benefit:

Rely on our IT security experts and their experience of 10 years and more, and get competent IT security consultancy for your enterprise and infrastructure. Together, we build an all-encompassing IT security concept that’s customised to your company’s specific needs.
Quality Management (QM) helps you implement optimally structured corporate processes that are fully adapted to the requirements of your enterprise ensuring top-quality performance throughout. With QM, you reliably fulfill all relevant compliance standards by using a clearly defined QM methodology. Take advantage of Konica Minolta’s QM concept as your basis for a comprehensive, integrated Document Management System that reflects all requirements of ISO 9001. With our digital QM solution, you implement a highly efficient solution into your enterprise processes and guarantee an optimal documentation.

- Process-oriented document management that complies with general standards
- Fast searches for, access to and editing of all documents
- Instant information about the document status or version
- Automatic forwarding of orders to the staff concerned
- Support of all relevant quality and environmental standards, such as ISO 9001 or ISO 14001
- Complete flexibility thanks to modular approach

Your benefit:

Our QM solution fully integrates into Microsoft Office and is easy and intuitive to operate, giving everyone in your team or company full transparency, for instance with regard to document versions, upcoming audit deadlines, newly created or edited QM documents. Employees can generate their personal daily to-do lists and manage their tasks within the QM. Automatic reminders, metadata, version management, and electronic archiving avoid extensive searches and help save time.
YOU WANT TO SAVE TIME AND MONEY AND REALLY CONCENTRATE ON YOUR BUSINESS.

WE OFFER SOLUTIONS THAT FACILITATE YOUR WORK – FROM FINDING DOCUMENTS TO INVOICE MANAGEMENT.

Invoice Management

No doubt you are familiar with this situation: most companies are dealing with a flood of purchase invoices on an everyday basis. Processing them, from their forwarding to the responsible departments to their approval and payment, is time-consuming, frequently error-prone, and quickly causes unnecessary costs. And yet, you can easily avoid this altogether – by switching to Konica Minolta’s digital invoice management.

- Structured digital capturing of all incoming invoices
- Faster invoice approval with electronic processes
- Safe and transparent thanks to access control, documented approval processes and revision-safe archiving
- Regular cost savings from the deduction of time-limited cash discounts
- Perfect integration into existing ERP systems

Your benefit:

Enhance transparency, reduce processing times, and make all procedures traceable: Optimise the management of your incoming invoices and save costs with the consistent deduction of time-limited discounts. What’s more, you also facilitate and speed up the compilation of your company’s monthly balance.
YOU
NEED TO STREAMLINE PROCESSES TO SAVE TIME AND MONEY.

WE
HELP YOU OPTIMISE YOUR ADMINISTRATION WITH AUTOMATED PERSONNEL FILE MANAGEMENT.

Digital Personnel File

Managing conventional personnel files is challenging for the Human Resources department: their handling is time-consuming, involves considerable paper and printing costs and means overflowing filing cabinets and archives. But you can end this document chaos – with Konica Minolta’s Managed Content Services. Meeting all the requirements of auditing acceptability, our content management suite is your perfect solution for the revision-safe archiving of confidential personnel records and will pay for itself in no time at all.

– Accelerated personnel processes with digital workflows
– Automatic integration of new documents into existing filing structures
– Access to records with convenient search and preview function
– Index and full text search for the entire archive
– Manipulation impossible
– Low installation and training requirements

Your benefit:

Streamline your HR administration with highly efficient personnel management, from administrating job applicants to the accounting of travel expenses: Securely archive all information and make it accessible with a single mouse click, no matter where you need it. You and your personnel department will benefit from considerable time savings and free up capacities for conceptual and strategic personnel management.
YOU WANT TO AVOID DISRUPTION WHEN ADOPTING NEW SOFTWARE.

WE TAKE CARE OF THE COMPLETE IMPLEMENTATION INTO YOUR EXISTING CRM/ERP ENVIRONMENT.

**Seamless ERP Integration**

Integrating new software applications into an existing infrastructure almost always causes disruption to internal procedures and often involves a lengthy process of establishing new work routines. This is even more difficult, if new software components cannot be connected smoothly to existing equipment.

At Konica Minolta, we integrate our applications and software components seamlessly into your existing CRM/ERP systems (such as SAP, infor, MS Dynamics NAV, AX, CRM) and/or Office, Outlook and SharePoint environments, and connect it to your existing multifunctional devices.

- Seamless implementation of our ECM software solutions into your IT infrastructure and connection to your existing equipment
- Register incoming invoices directly in your ERP system and trigger automatic payment with the invoice capturing solution
- Konica Minolta ECM solutions also integrate directly into Outlook / Office, enabling for example an easy start of a complaint procedure directly from Outlook
- Or take advantage of seamless integration during the setup of a contract in Word and automatically trigger a workflow for clearance and approval of the contract

**Your benefit:**

With your decision for seamless ERP integration, you ensure virtually instant operability upon integration of new ECM solutions into your IT infrastructure. Benefit from immediate availability of the new solutions as well as easy operation of all applications, old and new. Avoid disruptions to familiar routines, save time and concentrate on your really important tasks!
YOU NEED TO CAPTURE AND PROCESS INFORMATION IN A MINIMUM OF TIME.

Document Recognition and Information Extraction

Your employees are struggling with a flood of new documents on a daily basis. There’s little you can do to avoid this information overload – but all the more to ensure the structured and efficient distribution of all enterprise-relevant information throughout your company. Better success in business: The digitisation of incoming mail for instance can be your basis for faster and more efficient organisational procedures as well as the starting point for further improvements, such as digital invoice management.

- Automatic capturing, routing, processing, and archiving of all documents following a specified logic
- Perfect document distribution across multiple locations
- Time and cost savings thanks to streamlined internal mail logistics
- Substantial acceleration of internal processing times
- Seamless and revision-safe documentation of all processes

Your benefit:

Opting for automated document recognition and digital processing of all incoming documents, you will enhance the transparency and improve the overall efficiency throughout your company. You achieve much shorter internal processing times, which for example facilitates the diligent deduction of time-limited cash discounts. The important time gains are highly beneficial for numerous more profitable tasks.

WE AUTOMATE DOCUMENT RECOGNITION OFFERING YOU A WEALTH OF POSSIBILITIES.
Today, the extent of information is growing exponentially, independent of company size or industry. More often than not, information and related documents are processed and stored using a haphazard variety of incompatible systems and devices, with seamless integration miles away. This makes implementing comprehensive content management in your organisation difficult if not impossible – at the very least, expensive. Yet, there are ways for you to manage your enterprise information globally in a fragmented and decentralised environment without incurring extensive costs for the consolidation and integration.

- Take control of enterprise information and content, searching “Google style” in enterprise applications
- Find relevant data and information within seconds
- Take advantage of an out-of-the-box enterprise search tool
- Work from a single point of access across all applications and platforms – whether on-premise or in the cloud
- Benefit from the built-in compatibility with many content management systems and business applications

**Your benefit:**

Konica Minolta’s powerful enterprise indexing and capturing solution provides fast, one-click retrieval of all your content, even without knowing the file name or logging into the target application. This single search engine can be implemented without interfering with organically grown processes and user behaviour. It helps you regain control over dispersed document landscapes and saves you valuable time in obtaining information.
Smart Cloud Services

Access to flexible and scalable solutions is key to helping enterprises react to changing business environments. You also want to optimise your document workflows for better productivity and increased mobility? Capturing, indexing, processing and print management solutions can help you address these issues. You don’t need to worry about possible financial implications from investments into your hardware infrastructure or the possible inflexibility of the required solutions.

We can assure you that our smart and scalable Cloud Services will suit your specific demands and requirements and help you increase productivity and efficiency. And you’ll always maintain a unique security approach by using the latest security standards and technologies.

Our Smart Cloud Services offer just about everything your business needs: They enable you to expand the functionality of your bizhub devices with essential cloud-based services. You can also access these services from any other device, such as your laptop or smartphone.

- Gain access to Konica Minolta’s latest solutions and innovations with our single Cloud Management & Brokerage Platform
- Take advantage of reliable security
- Reduce high upfront costs and investments (CAPEX to OPEX)
- Increase your overall efficiency and productivity
- Scalability and flexibility ensure full adaptation to your current business situation

Your benefit:

Achieve higher efficiency, productivity, security and data protection in your document and information workflows with our smart and secure Cloud Services, including for example secure online storage, automatic translation, conversion, guest printing, or fax service. Rest assured that our offerings are scalable to the demands of your organisation and number of users, and will always remain up-to-date!
YOU WANT TO DIVERSIFY AND ATTRACTION NEW CUSTOMERS.

WE GIVE YOU MARKETING AUTOMATION FOR AN INTELLIGENT NEW SALES PROCESS.

Marketing Automation

As the digital world meets the physical world, multi-channel communication also sees a considerable increase. Marketing Automation supports the definition, segmentation, scheduling and tracking of marketing campaigns. It lets you automate processes that were previously performed manually, making them faster and much more efficient and even putting entirely new workflows at your disposal.

Combining software and sales processes, Marketing Automation enables companies to attract prospective customers with highly personalised campaigns and collaterals that help convert prospects to customers and turn customers into delighted customers. Konica Minolta’s Marketing Automation solution provides all the tools you need to create efficient multi-channel marketing campaigns and run them with success.

- Take advantage of the power of multi-channel marketing and boost results
- Choice of predefined, best practice, multi-channel campaign workflows
- Use multiple ways to engage customers – print, e-mail and social media for example
- Have marketing running in the background whilst you focus on your day to day tasks
- Built-in detailed reports to easily assess campaign success

Your benefit:

The Konica Minolta Marketing Automation solution helps you generate business growth via great marketing. Thanks to predefined content and workflows, you only need a few clicks to get started with the best marketing you’ve ever done. Our solution includes a generous choice of campaign templates to get you going – simply select a campaign to suit the business outcome you’re looking for. And if you can’t find what you are looking for, we will happily create a bespoke campaign for you: Individual and customised to your exact needs.
Today more than ever, companies and their entire running depend on IT processes. Especially for process optimisation and digitisation, a reliably functioning IT structure is essential. This however generally requires a dedicated server, on which your chosen applications are installed. Which in turn means an additional financial outlay for you, as well as extra running costs – all of which you might prefer to avoid.

Konica Minolta offers an entire package of IT Monitoring and Management services, combining exactly and only those applications and chosen hardware that you require, as well as their managed operation, monitoring and maintenance. This gives you an attractive alternative to take instant advantage of our solutions without tapping into your own resources.

- Managed services from the Cloud
- Full-service solution, integrated into your existing infrastructure
- 24/7 monitoring, backup and recovery of data
- Patch management, protection against viruses and other outside security risks

When you opt for our IT Monitoring and Management services, we'll provide and integrate a comprehensive customised solution package into your existing infrastructure. We ensure its smooth running, maximised availability and security as well as take over all administration and maintenance – enabling you to fully concentrate again on your core business.
Workplace of the future

The value of physical workplaces is being reconsidered as knowledge workers become increasingly mobile. With the initial expectations that offices and other workplaces would become less important, in practice they have become more important, providing valuable opportunities to meet others. When space is at a premium, the way meeting rooms and desks are being managed becomes a critical indicator of workplace efficiency. At the same time, the experience of the working environment – its flexibility and openness – is being influenced by a new generation of people who challenge ideas about what defines workplace effectiveness.

Konica Minolta is exploring how to generate evidence-based business services that address the axes of workplace efficiency and effectiveness. Our demonstrations at CeBIT focus on the value of collecting data with new sensing devices to generate a real-time flow of workplace data, which will soon connect to analytical and cognitive platforms. Such information will make our workplaces more secure, more adaptive to specific group or individual needs, and will help organisations gain new insights to govern workplace environments.

- 2-stage secure entry to building and offices
- Virtual receptionist to connect visitors with their hosts in complex or unstaffed reception areas
- Face recognition technology to enhance security and personalise the workplace experience
- Predictive technology to optimise meeting room use
- Image analytics to recognise specific patterns of movement and to understand behaviours
- Environmental monitoring at the ambient and desk level including air quality and power consumption
- Ambient and desk level light quality monitoring to optimise working conditions
- Digital signs that integrate messaging from different systems for a friendly workplace experience
- Digital libraries to manage brochures and printed material for a showroom
- Virtual team ideas management and coordination

Your benefit:

Join Konica Minolta on a voyage of discovery and experiences around new data, new assessment and new business value through the smart governance of physical workplaces. Work with us in 2017 to co-develop and quickly prototype new digital services that are welcomed and enjoyed by people, easily connecting their devices and maximising the benefits to be gained from their workplaces. You can register your interest via your Konica Minolta consultant or on the booth at our Ideation Platform.

YOU THINK THAT YOUR WORKPLACES COULD BE MORE 21ST CENTURY.

WE ARE REINVENTING THE WAY PEOPLE WORK. ALLOW US TO SHOW YOU HOW.
In several talks, we take a closer look at different options of how to integrate an ECM system into an existing IT infrastructure and how this will optimise your entire administration, making it faster, more efficient and cost-effective.

Gain valuable insights into the possibilities of integrating ECM into modern enterprise processes and find out, based on the example of a commercial process, how this facilitates and speeds up almost any task.

Furthermore, learn how to put an end to document chaos! Optimise your overall administration, automate personnel workflows – speed up internal processes, improve their efficiency and reduce costs! A DMS can pave your way to fast, simple and revision-safe digital archiving of personnel files – and will pay for itself in no time at all.

At Konica Minolta, we build systems that capture, interpret and understand what goes on in workplaces in order to help you create a positive workplace experience. We believe in connecting the physical and the digital through cyber physical systems and have singled out five fields where this can be of particular value for you, our customer.

Moreover, we are happy to give you the opportunity to explore and test these proposals directly at our booth!

Make sure not to miss our additional offer of information: Every day, there will be various alternating talks in the Konica Minolta Business Show Zone that provide valuable additional information on our featured CeBIT topics. After each talk, we invite you to take advantage of the opportunity for open discussion and exchange with our experts, insiders and visiting industry professionals. Also feel free to approach one of our specialists for your personal appointment.