

Konica Minolta Business Solutions U.S.A., Inc.

BLI PaceSetter 2019–2020 for
Education: Higher Education



KONICA MINOLTA



Konica Minolta Business Solutions U.S.A., Inc., has been honored with a prestigious BLI PaceSetter award in the Higher Education category from the analysts at Keypoint Intelligence - Buyers Lab (BLI) thanks to its...

- Strong mix of office and production-print document imaging hardware and software to handle a variety of output needs
- Unique CampusWatch security package incorporating MOBOTIX intelligent security cameras, visitor management solutions, door barriers, and more
- Robust IT capabilities through its All Covered division that can handle IT infrastructure assessments, equipment rollout and support, and much more
- “Beyond the box” products and initiatives—the company’s Telescope Live program, Double2 Robot for telepresence, production equipment loaner program—that bring additional value to higher-ed customers and students

Colleges and universities are expected to deliver much more than classroom education. These institutions need to prepare students for the wider world beyond, which means immersing them in experiences and technologies at every opportunity. To determine which document imaging OEMs are best supporting and advancing these initiatives, Keypoint Intelligence invited all leading players to complete an exhaustive questionnaire detailing their higher education-relevant offerings in key areas like hardware and software portfolios, service and support offerings, professional services capabilities, security offerings, and demonstrated market leadership. After gathering the data, analysts used a proprietary rating scale to determine PaceSetter award winners.

In the assessment, Konica Minolta stood out not only for its document imaging hardware and software portfolios, but also for the wide range of education-specific IT capabilities (including IT infrastructure assessments and deployments) delivered through its All Covered services division. The company also leverages all corners of its parent company’s vast portfolio to expand students’ horizons—literally: Its Telescope Live program gives students access to the images generated by Konica-equipped telescopes around the globe, while its Double2 Robot technology supports remote learning initiatives.

“In addition to all these strengths, Konica Minolta further impressed us with its CampusWatch security offerings that address the all-important and multifaceted physical security needs of colleges today,” said Jamie Bsales, Director of Solutions Analysis at Keypoint Intelligence. “By combining Mobotix intelligent security cameras, visitor-management kiosks, classroom door barriers, cybersecurity through All Covered, and the ability to have them all work in concert, Konica Minolta can bring some peace of mind to educators, students and their families.” Another noteworthy differentiator is the company’s International University Contest recognizing top process innovation ideas, for which U.S. institutions are now eligible.

About Keypoint Intelligence - Buyers Lab

Keypoint Intelligence is a one-stop shop for the digital imaging industry. With our unparalleled tools and unmatched depth of knowledge, we cut through the noise of data to offer clients the unbiased insights and responsive tools they need in those mission-critical moments that define their products and empower their sales.

For over 50 years, Buyers Lab has been the global document imaging industry’s resource for unbiased and reliable information, test data, and competitive selling tools. What started out as a consumer-based publication about office equipment has become an all-encompassing industry resource. In a landscape that’s ever evolving, we change with it.

About Buyers Lab PaceSetter Awards

Based on exhaustive questionnaires, in-depth interviews, and a proprietary rating scale, Buyers Lab PaceSetter awards recognize those document imaging OEMs that have shown market leadership in a variety of categories, including with technologies, services, and key vertical markets.

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Gerry Stoia, CEO

Deanna Flanick, CRO

Patrick Albus, CFO

Randy Dazo, Group Director,
Office Technology & Services
Randy.Dazo@keypointintelligence.com

Jamie Bsales, Director,
Solutions Analysis
Jamie.Bsales@keypointintelligence.com

Deborah Hawkins, Associate Director
Deborah.Hawkins@keypointintelligence.com

George Mikolay, Associate Director,
Copiers/Production
George.Mikolay@keypointintelligence.com

Marlene Orr, Director,
Printer & MFP Analysis
Marlene.Orr@keypointintelligence.com

Carl Schell, Managing Editor
Carl.Schell@keypointintelligence.com

U.S. ANALYSTS

Kris Alvarez, Editor
Kris.Alvarez@keypointintelligence.com

Lee Davis, Editor,
Scanner/Software Evaluation
Lee.Davis@keypointintelligence.com

Christine Dunne, Consultant
Christine.Dunne@keypointintelligence.com

Kaitlin Shaw, Editor,
Printer & MFP Evaluation
Kaitlin.Shaw@keypointintelligence.com

EUROPEAN ANALYSTS

Priya Gohil, Senior Editor
Priya.Gohil@keypointintelligence.com

Samantha Phillips, Editor
Samantha.Phillips@keypointintelligence.com

Simon Plumtree, Senior Editor
Simon.Plumtree@keypointintelligence.com

Andrew Unsworth, Editor,
Software Evaluation
Andrew.Unsworth@keypointintelligence.com

LABORATORY

Pete Emory, Director of U.S./Asia
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David Sweetnam, Director of
EMEA/Asia Research & Lab
Services

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Vice President of Marketing &
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