

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

BLI PaceSetter 2019–2020 for
Education: K–12



KONICA MINOLTA



Konica Minolta Business Solutions U.S.A., Inc., has been honored with a prestigious BLI PaceSetter award in the K–12 Education category from the analysts at Keypoint Intelligence - Buyers Lab (BLI) thanks to its...

- Unique SchoolWatch security package incorporating MOBOTIX security cameras, visitor management software, door barriers, and more
- Wide range of IT capabilities through its All Covered division to deliver IT infrastructure assessments and deployments, ongoing IT support, the Workplace Hub for Education network appliance, and more
- Curricula consulting and resources paired with 3D print, virtual reality, and interactive whiteboard technologies available through Konica Minolta dealers
- Future-focused solutions like the Double2 Robot for telepresence and ALICE virtual receptionist

In addition to the perennial pressures of budgetary constraints and evolving curriculums, K–12 teachers and administrators are tasked with incorporating more technology into the classroom while also delivering provably improved outcomes. 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 K–12 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 evaluation, Konica Minolta stood out for the wide range of education-specific IT capabilities delivered through its All Covered services division (including IT infrastructure assessments and deployments)—bolstered, in particular, by its 2016 acquisition of Meridian, an education-focused managed IT services company. The company also has unique offerings tailored to the education space, such as the Workplace Hub for Education network appliance and Double2 Robot for telepresence (which allows students and teachers to remotely attend classes). All this is augmented by Konica Minolta's curriculum consulting and resources that help educators get the most out of the company's advanced offerings that include 3D printers, virtual reality hardware, and interactive whiteboard technology.

“In addition to all these strengths, Konica Minolta further impressed us with its SchoolWatch security offerings that address the all-important and multifaceted physical security needs of K–12 schools today,” said Jamie Bsales, Director of Solutions Analysis at Keypoint Intelligence. “By combining Mobotix intelligent security cameras in locations like parking lots, buses, building entrances, hallways, classrooms, auditoriums, gyms, libraries, and cafeterias; visitor-management kiosks; classroom door barriers; cybersecurity offerings 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.”

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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