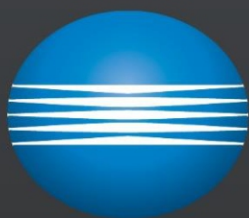




Johannesburg Konica Minolta

APPLICATION SOLUTIONS



KONICA MINOLTA

Introduction

Thank you for your interest in Konica Minolta's Application Solutions. Below is a Business Case Study for various application solutions from the Konica Minolta BEU Portfolio that could meet your customer requirements.

1. Everyone Print



1.1 Solution Concept

Everyone Print offers mobile printing based on private cloud technology. EveryonePrint's private hosted cloud network provides enterprises with secure mobile printing. This includes follow-me printing, AirPrint, Android Print and Google Cloud Print.

1.2 Key Features

1.2.1 Secure Printing

- Administrator-controlled user access
- End-to-end file encryption
- Private-cloud print environment
- Follow-me printing
- Guest printing
- Secure print job release
- Authentication via PIN, Card, Username and Password

1.2.2 Flexibility in job (print) submission

- Print jobs can be submitted from the PC via generic print driver
- Print jobs can be sent to a defined email address
- Print jobs can be uploaded to a web landing page
- Print jobs can be submitted via the "EOP" App for IOS, Android or Windows phones

1.2.3 Support of "Bring your own device" corporate policies

- Multi-vendor print fleets supported
- Users can print straight from their mobile devices – native printing for iOS and Android is also enabled
- Driverless printing: via email transmission, web upload, EveryonePrint mobile app, AirPrint or Android Print

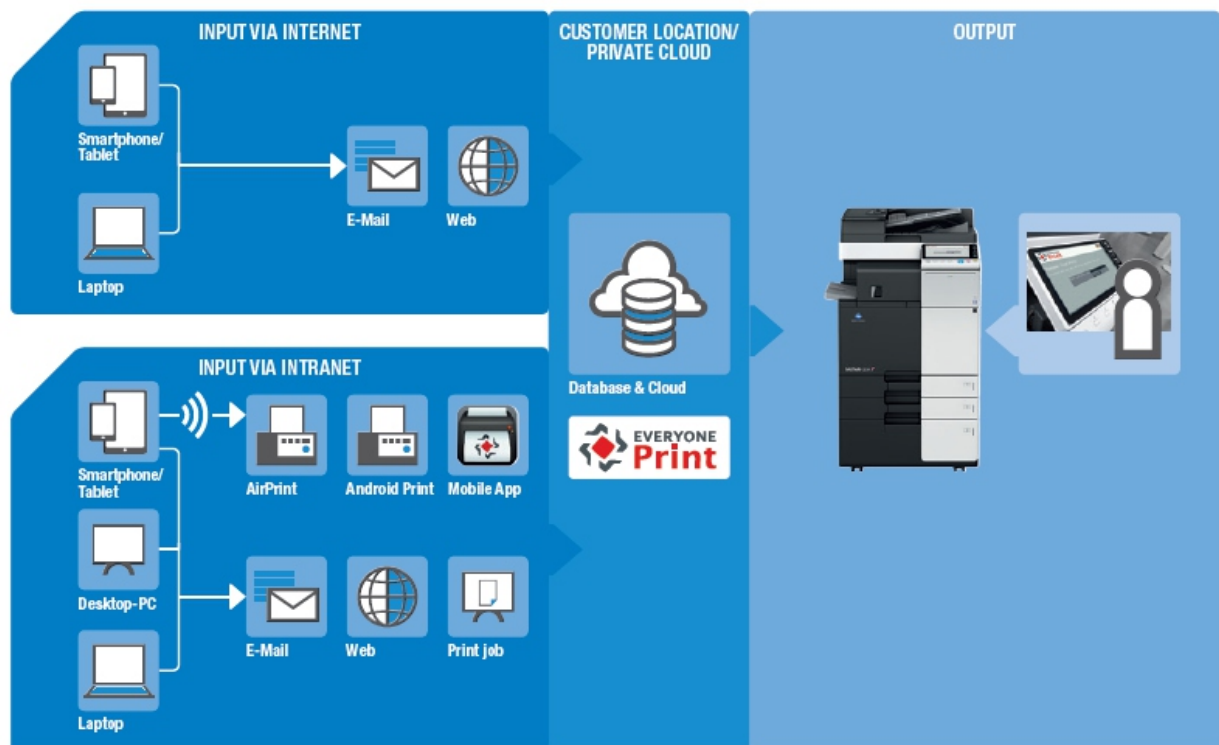
1.3 Market Segment

EveryonePrint is a small yet powerful application that is well suited to small and medium-sized businesses, primarily operating in the corporate environment. However, this application can be implemented in organisations that need to offer secure mobile printing. (i.e. Regional/Head Offices, Training centers, Shared Offices)



1.4 Workflow

For ease of use, EveryonePrint makes use of the following workflows:



1.5 Business Case Scenario

EveryonePrint is best suited to client's environments, where there is a growing need for effortless driverless mobile printing. The business requirement to make use of personal mobile devices (i.e. laptops, cellphones and tablets) is easily managed through the mobile app as well as device native printing.

Business requirements could include:

- Need for printing on personal devices (tablets/mobiles/laptops)
- Private-cloud printing
- Training Centre's with central printer for use of participants

2. bEST Payment



2.1 Solution concept

bEST Payment is an affordable application specifically for OpenAPI-capable Konica Minolta devices, with built in basic accounting for charge-back functionality.

Accounting and charging customers for all print, scan, fax and copy services used is easy with bEST Payment, as individual invoices can be created in next to no time.

With mobile print functionality end users do not have to load any device drivers, they can comfortably upload print jobs from their mobile devices to a defined website with a user friendly interface.

2.2 Key Features

2.2.1 Secure Printing

- Administrator-controlled user access
- Private-cloud print environment
- Follow-me printing
- Guest printing
- Secure print job release
- Authentication via PIN and ID Card

2.2.2 Flexibility in job (print) submission

- Print jobs can be sent to a defined email address, job release directly on the printer panel
- Print jobs can be uploaded to a web landing page, job release directly on the printer panel

2.2.3 Support of “Bring your own device” corporate policies

- Driverless printing simply by email transmission or web upload
- bEST Payment has been designed as a self-service solution for easy installation and configuration

2.2.4 Accounting and charge integration

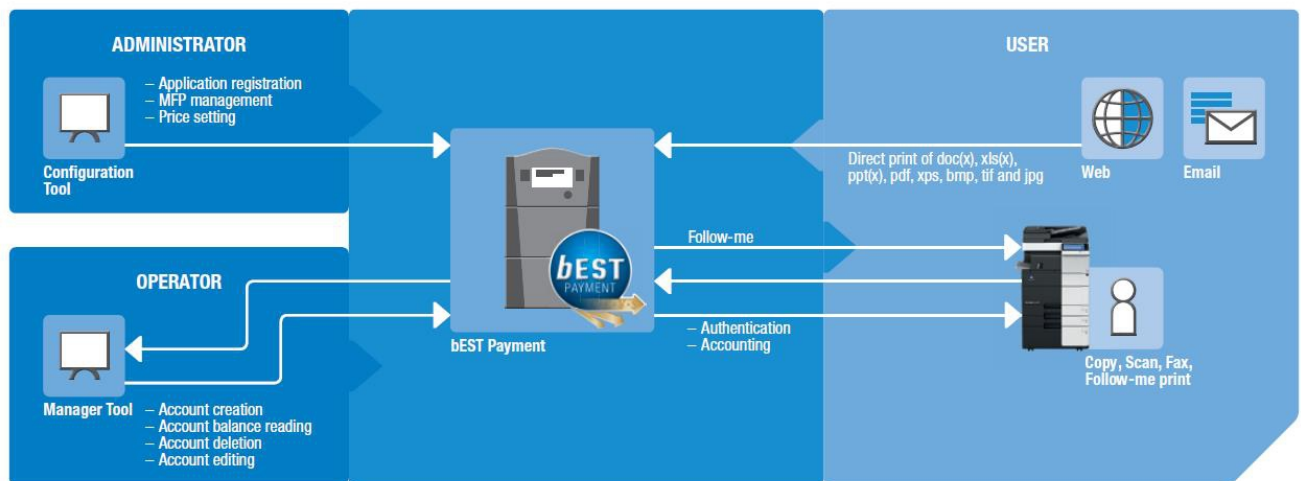
- Configuration of individual price tables
- Creation of invoices for copy, print, scan or fax
- Prepaid function allows for possibility of limiting user accounts
- User activity report is logged and can be sent to operator or user

2.3 Market Segment

bEST Payment is an affordable application that is suited to businesses, primarily operating in the public environment who want to offer their customers a mobile facility for copying, printing, scanning and faxing. In addition to the hospitality industry, this application is of interest for example to copy shops, business parks, public libraries, and other enterprises in the service sector.

2.4 Workflow

bEST Payment has a basic user workflow, with direct print, follow-me printing and web printing as standard features



2.5 Business Case Scenario

bEST Payment is suited to Smaller enterprises such as copy shops or libraries, with a basic business requirement to charge customers for copy, scan, fax and print jobs. Users would need to authenticate a print job either with a card or pin number, and can authenticate directly on the panel. Basic accounting with individual price tables allows users to easily manage charge back functionality.

Business requirements could include:

- Charging customers for printing, copying, scanning and faxing
- Mobile printing though email or web interface

3 bEST Message



3.1 Solution Concept

bEST Message is an easy way to provide MFP users with varied information straight on the MFP Panel, for example corporate news messages, advertisements or instructions on how to use the MFP applications. Messages are conveyed directly on the MFP panel when the device is idle.

3.2 Key Features

3.2.1 Centralisation

- Animation files can be stored directly on the hard drive of the MFP, avoiding extensive network traffic
- Update of network MFP's by streaming of content from an external server to all network devices
- Managing screensaver animations can be configured directly on the MFP panel

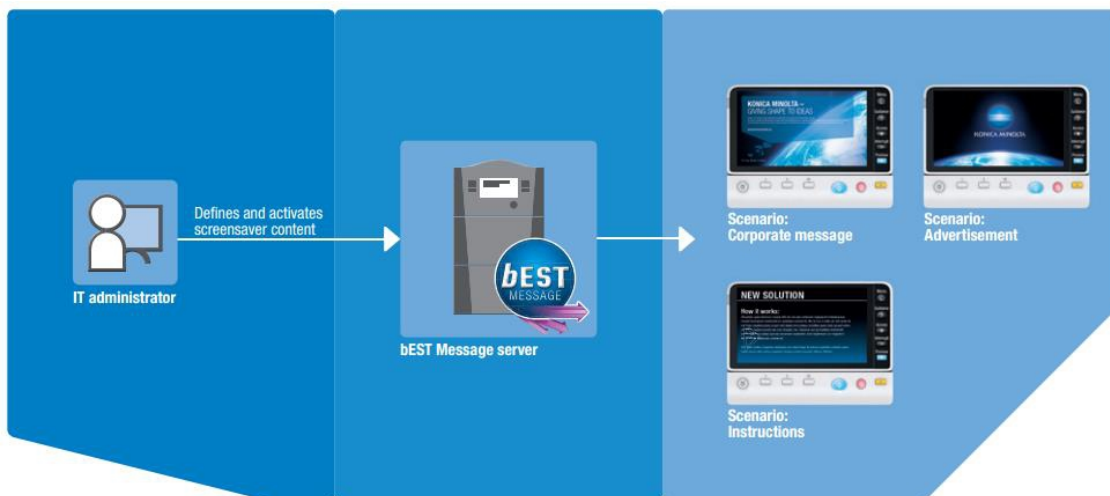
3.2.2 Device Settings

- All Bizhub MFP with OpenAPI and webbrowser capabilities are supported
- Sound can be added to flash videos as long as the MFP supports this format

3.3 Market Segment

bEST Message is supported on all OpenAPI MFP's across all industries/markets, and can display any number of messages to users, clients and guests. This tool is the ideal solution to unify the displays of all output devices in large organisations, or to run advertising messages on devices in public locations.

4.4 Workflow



3.5 Business Case Scenario

bEST Message is a basic application that can be implemented in small, medium and large enterprises, to provide user information or advertising direct on the MFP whilst in idle mode.

Business requirements could include:

- Paid advertising in public locations
- User messages to employees in a large organisations
- How-to-guide for employees/users of MFP

4 bEST Guard



4.1 Solution Concept

bEST Guard is a security application that helps protect confidential company information by storing copies of documents and transaction log data in an external database.

bEST Guard is the ideal solution for companies or departments which require document transparency to ensure the protection of confidential data and the detection of potential leaks.

4.2 Key Features

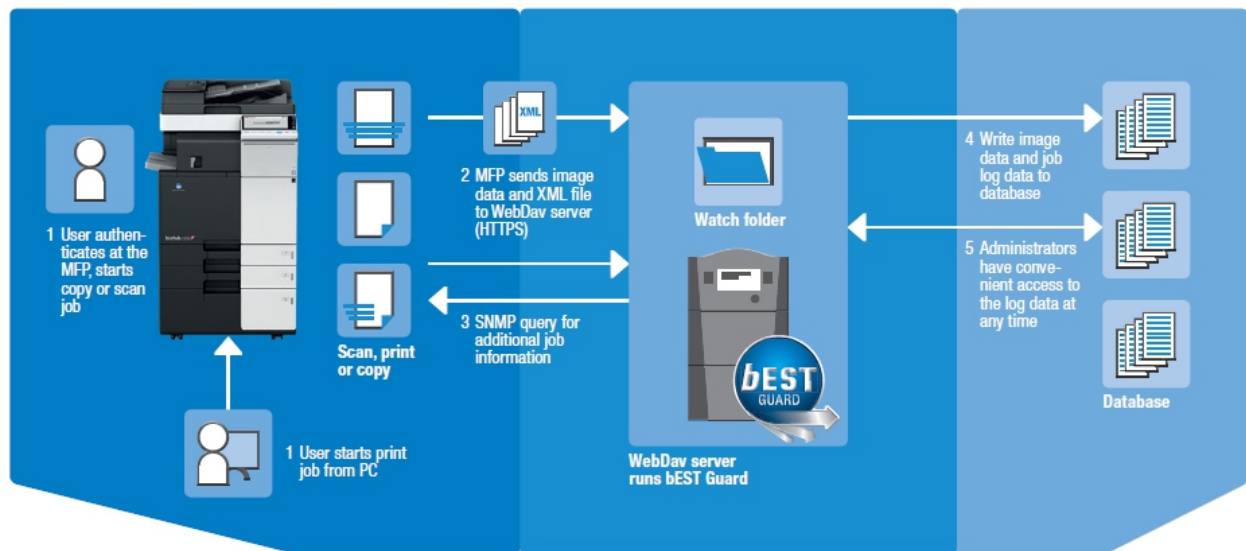
4.2.1 Data Leakage Prevention

- Automatic image logging of all scanned, copied, faxed or printed pages to an external database
- Powerful database browser with built in search and sort filter
- Log reports and email alerts to administrators
- Simple setup and configuration
- Monitoring and recording of all actions on networked MFP's

4.3 Market Segment

bEST Guard is an add on application that is only useful in combination with an authentication application. The application is therefore able to integrate into any organization in any industry where data protection is required.

4.4 Workflow



4.4 Business Case Scenario

bEST Guard is an add on application which is easily integrated into most accounting solutions, and is best suited to environments with sensitive data. This product is also suited to industries where the “Protection of Personal Information” (PoPI) is a business requirement. (Industries could include Law firms, Medical practitioners, Psychologists)

Business requirements could include:

- Need for logging of all transactions on MFP
- Security of sensitive data
- Job logging with additional information (i.e. user, date and time, user id etc)

5. Bizhub Legal



5.1 Solution Concept

Bizhub Legal provides compliance with legal regulations, professional standards and corporate governance. Enhancing the efficiency of document workflows while maintaining the highest possible security standards, and ensuring that all compliance requirements are met are now business-critical issues.

5.2 Key Features

5.2.1 Improving Security

- Matter-centric document management
- Documents are readily available for queries, reports and records
- Disaster recovery
- Fast availability of documents via built in search function
- Role based data access rules (no unauthorised access)

5.2.2 Increased efficiency

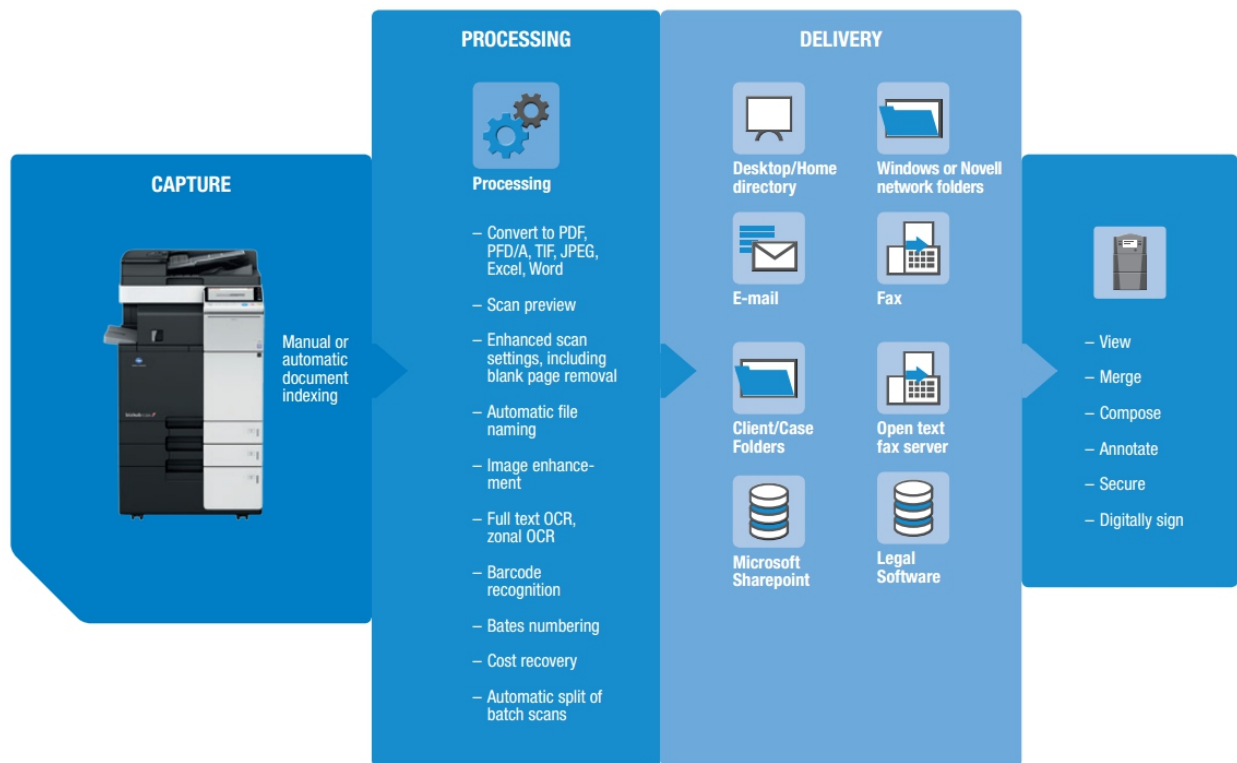
- Faster information searches for archived documents
- Comprehensive audit trails

- Time saved in preparing meetings, communications and document redaction
- Improved compliance with regulations

5.3 Market Segment

Bizhub Legal is suited to small, medium and large enterprises where document security is of utmost importance. Main industries that benefit from Bizhub Legal are Law Firms, Government Courts and Banks, however this application could be applied to any industry where document safety is of utmost importance.

5.4 Workflow



5.5 Business Case Scenario

Bizhub Legal as an application is important where maintaining the integrity of the information you receive, and preventing unauthorised access to content is two of your key security issues.

Depending on the type of document, personalised workflows can be created with scan-to-destination, desired conversion format and routing instructions – all completed on the panel of the Konica Minolta MFD.

Documents can be automatically indexed and stored in a designated location within any digital archive, for example a desktop folder, Windows® network folder or an enterprise document management system such as Microsoft® SharePoint®.

Sharing of documents is made easy without the risk of the documents being misplaced or time being wasted working on the wrong, obsolete or incomplete document.

Konica Minolta offers you document management solutions that enable communication and collaboration with unprecedented speed and efficiency. Lawyers, notaries and other legal professionals can use such a document management solution to easily add notes, annotations, stamps or watermarks, redact documents or highlight important information

Business requirements could include:

- Need for security of sensitive data
- Compliance with legal regulations, professional standards and corporate governance rules
- Productivity especially in the deployment of resources

- Efficiency in document workflows, archiving and retrieval

6. Document Navigator



6.1 Solution Concept

Document Navigator provides seamless electronic workflows for paper-based documents, offering intelligent document capture, processing and delivery.

They make internal procedures faster and more productive, help to reduce costs and let companies concentrate on the really pressing business tasks rather than wasting time with lengthy administrative procedures.

6.2 Key Features

6.2.1 Document Capture

- Documents can be captured from various sources, including Konica Minolta devices with OpenAPI, desktop computers, emails via registered email server, FTP and many more
- Workflows start directly on the embedded panel of the MFP, allowing users to enter additional workflow information
- Document Navigator workflows requires a user login, with workflows being assigned to specific users or groups

6.2.2 Document Processing

- Reliable OCR text recognition turns data into editable, extractable or searchable content
- Conversion of data into popular formats i.e. Word, Excel, PDF, JPEG, TIFF, XML and PDF/A
- Barcode recognition separates documents and routes them based on the information contained in the barcode
- Image improvements enhance and improve the captured document
- FreeForm and zone recognition processes documents individually according to their recognized content

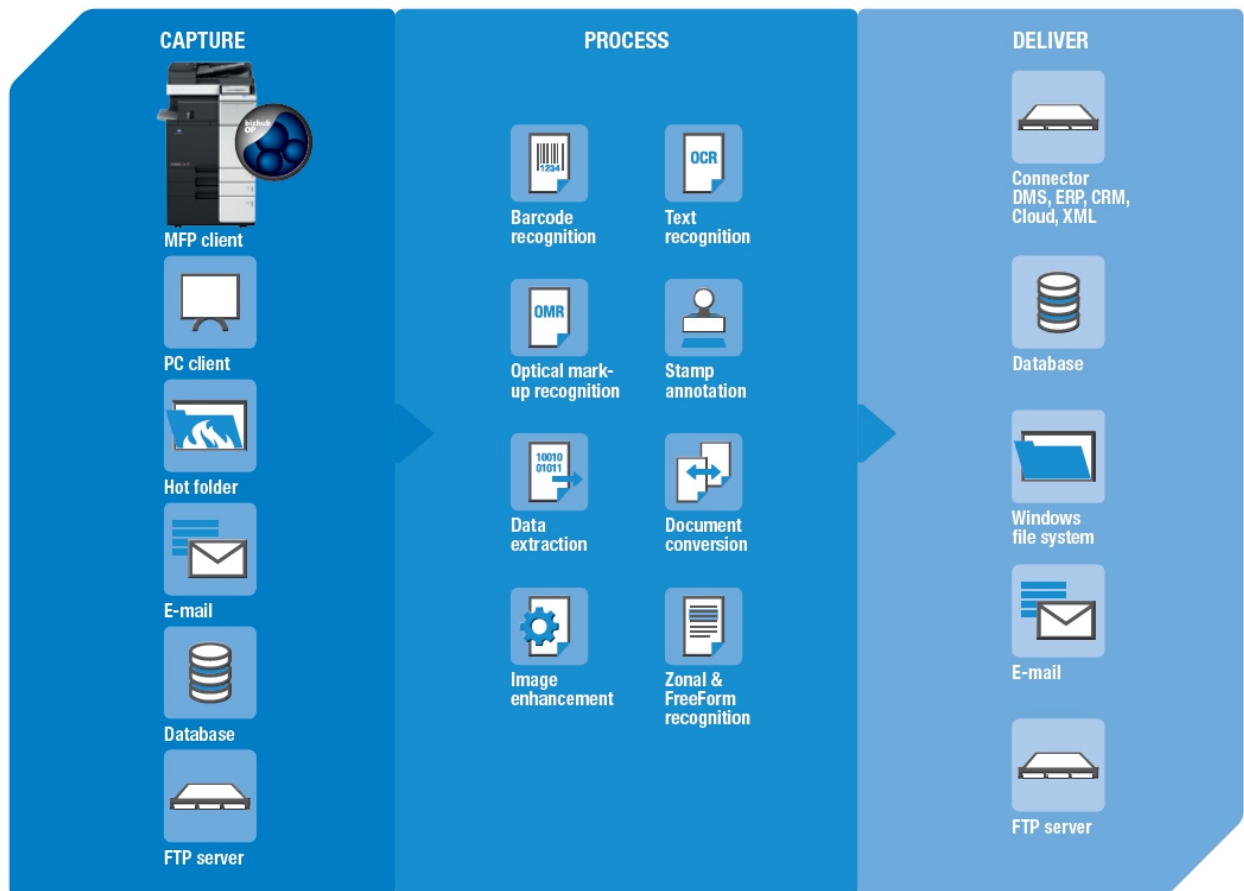
6.2.3 Document Distribution

- Documents are delivered directly into desired network folders, which can be selected on the MFP panel
- Connectors to most popular solutions, such as ERP/DMS/CRM/Databases or cloud environments
- Forwarding of digital documents to any internal or external email address is easy, either pre-defined or selectable in the MFP panel
- Documents can be uploaded directly to an FTP server or a database such as SQL

6.3 Market Segment

Document Navigator is suited to Small, Medium and Large enterprises where document capture, processing and storage under legal regulations are required. (Industries could include Law Firms, Hospitals, Universities, Large organisations)

6.4 Workflow



6.5 Business Case Scenario

Document Navigator is essential in industries whereby a large number of documents need to be captured and stored for a long period of time.

Business requirements could include:

- Long term document storage (i.e. PoPI, training portfolio)
- Barcode recognition
- Zonal & FreeForm recognition for processing of invoices on a monthly/weekly basis

7. YSoft SafeQ 6



7.1 Solution Concept

The YSoft platform is a print management and document capture solution designed to meet the growing needs of organisations looking to effectively manage and reduce print service costs.

YSoft is a feature rich and scalable print management solution, which boasts efficiency and flexibility in the office. It has a modular approach and can therefore be configured precisely to the needs of the organisation.

7.2 Key Features

7.2.1 Feature rich modules

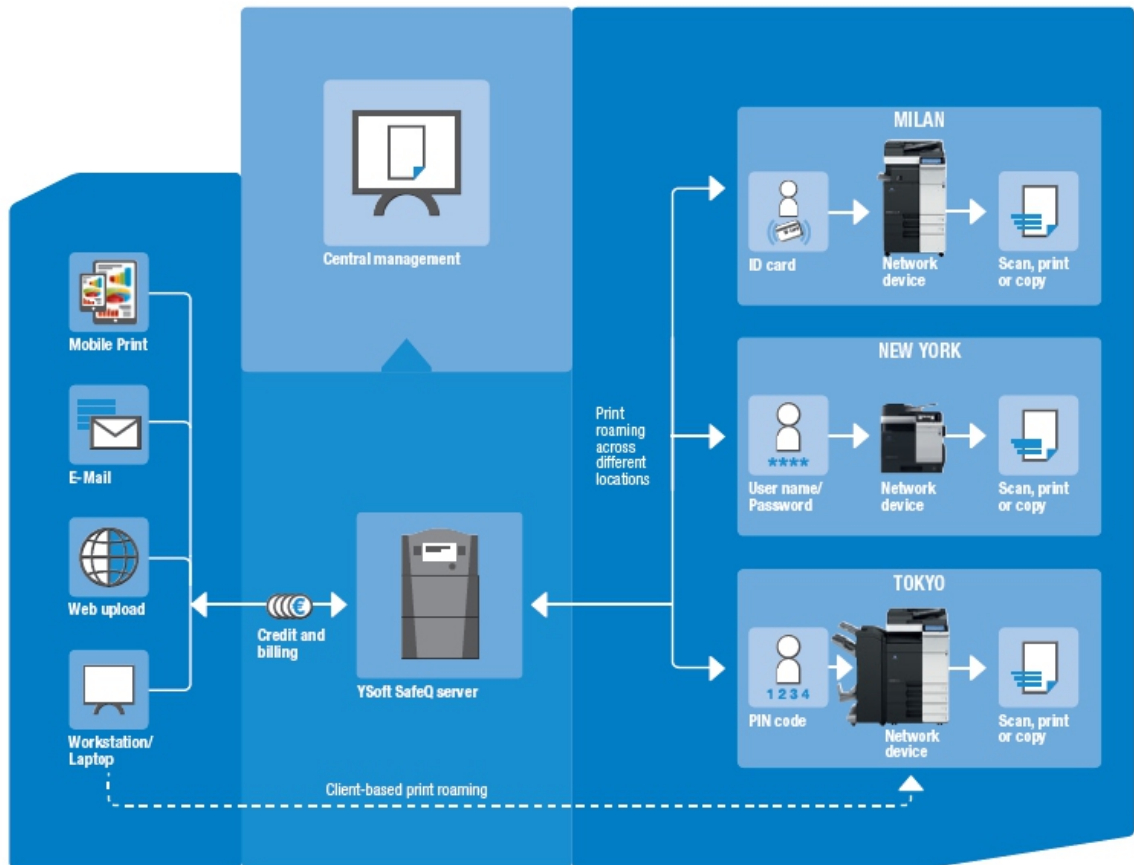
- **YSoft SafeQ Authentication** – provides convenient user authentication and the device (common methods username/password, PIN or ID card)
- **YSoft SafeQ Print Roaming** – Allows users to submit their print jobs to any printer on the network and release it securely
- **YSoft SafeQ Reporting** – Tracking and accounting of all print jobs throughout and organisation
- **YSoft SafeQ Rule Based Engine** – Administrators can set variable print conditions for different users (i.e. limiting access rights to color printing)
- **YSoft SafeQ Credit and Billing** – Is an essential module when print/copy costs need to be tracked and charged back to an individual or organisation
- **YSoft SafeQ Core Workflows** – Provides scan management functionalities (i.e. scan-to-home or scan-to-email), users can also create their own customised scan scripts
- **YSoft SafeQ Mobile Print** – Lets users send print jobs from their mobile devices via e-mail or web-release page, freeing them from being limited to print from their workplace
- **YSoft SafeQ Advanced Workflows** – Provides advanced features including world-class OCR functionality, image clean-up, blank page removal, searchable PDF, Microsoft Word and Excel

MODULES	YSoft SafeQ Enterprise Suite	YSoft SafeQ Print Management Suite	YSoft SafeQ Workflow Suite
	Mobile Print	Mobile Print	Mobile Print
	Print Roaming	Print Roaming	Print Roaming
	Credit and Billing	Credit and Billing	Credit and Billing
	Reporting	Reporting	Reporting
	Core Workflows	Core Workflows	Core Workflows
	Rule-Based Engine	Rule-Based Engine	Rule-Based Engine
	Authentication	Authentication	Authentication
	Advanced Workflows	Advanced Workflows	Advanced Workflows

7.3 Market Segment

Because of its flexibility and modular based structure, YSoft SafeQ 6 can be integrated into any market segment. The various modules however, are best suited to individual market segments/industries, such as YSoft Safe Q Credit and Billing, which is primarily suited to educational institutions.

7.4 Workflow



7.5 Business Case Scenario

YSoft SafeQ 6 is best suited to organisations that have the following business requirements:

- You want to reduce printing and related costs throughout your company. Nevertheless, all staff should be able to print and copy at any time, even if a printer goes down.
- You have to report who printed what, when, how much and where, ensuring that only work-related documents are printed and all print costs are allocated to the originators.
- You need to secure the entire print environment, eliminating unauthorized access to confidential documents and critical corporate information.
- You are looking to connect all company offices and branches, facilitating document release wherever required.
- You hope to simplify scanning and document workflows throughout your enterprise.
- You need to push digitization forward across processes and work routines.
- You want to improve efficiency

8. DokoniFIND



8.1 Solution Concept

DokoniFIND is a comprehensive enterprise indexing application that helps users access the information they need, independent of its format or the repository it resides in.

As a comprehensive Enterprise Content Management module, DokoniFIND not only facilitates efficient data capture but supports users in finding and retrieving any type of data.

8.2 Key Features

8.2.1 Document Capture

- **Content virtualisation** – DokoniFIND automatically combines all data sites into one universal index, therefore allowing for centralised data recall
- **Universal data access** – With the universal index it creates a single point of access, showing users all the information they are allowed to see without advanced meta tagging
- **Data connectivity** – Integrated cross indexers facilitate the integration of desktop search with other data searches such as internal cloud, Microsoft apps or any other SQL app or database
- **Content conversion** – With advanced OCR technology, DokoniFIND not only captures metadata and file names but also looks deep inside each file, accurately converting text for later document retrieval
- **Office 365 integration** – A search bar is integrated into Outlook, facilitating searches for documents by –email subject or author
- **Integration into SharePoint 2013 search infrastructure** – DokoniFind search can now be integrated into the SharePoint search bar

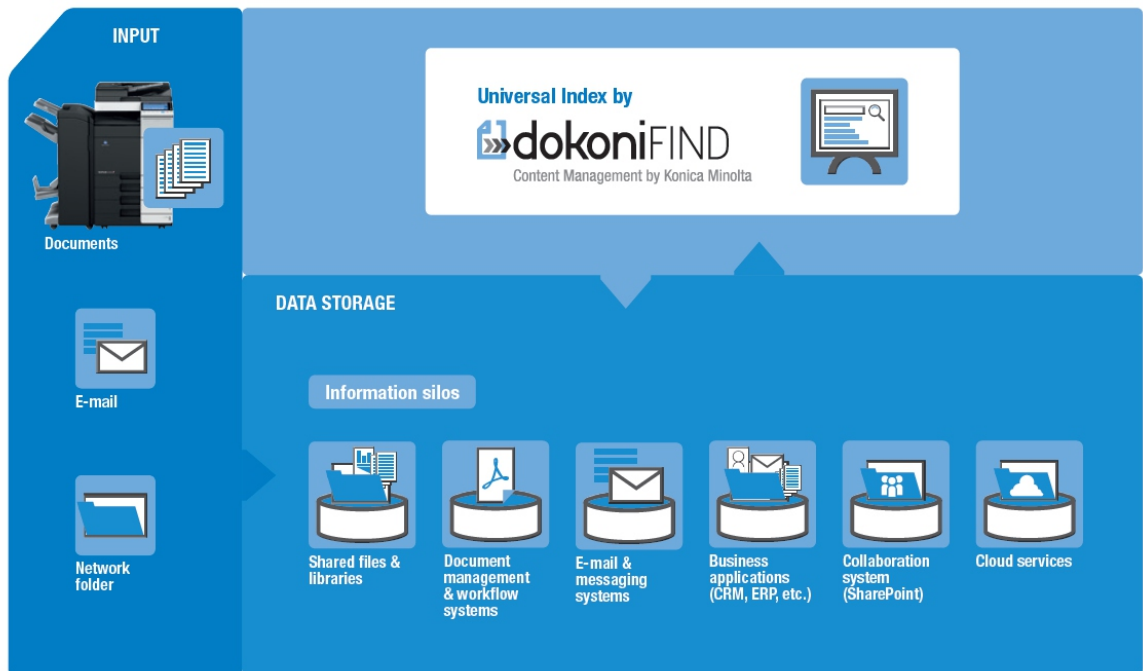
8.2.2 Content Management

- **Enterprise search** – Users can start their search from inside SharePoint or the desktop, they can see any data from SharePoint or hiding in another data silo
- **Data remain in place** – Data can remain in original repositories, the application finds and indexes all data
- **Integrated security** – The application complies with any security scheme companies already have in place, thus to ensure users can access only the content they are authorised to see
- **Simple scale-up options** – Any additional data that may be needed can be added later
- **Mobile application for Android & iOS** – A native application is available for mobile phones without VPN connection
- **Recently accessed, most accessed and favourites** – The Dokoni Find home page has been enhanced to include these three searches (recently accessed, most accessed and favourites) for ease of use

8.3 Market Segment

DokoniFIND as a comprehensive enterprise indexing application can be utilised in any market segment, independent of its format or the repository it resides in. DokoniFIND can give users access to information they require. DokoniFIND can also be targeted at universities, legal firms or enterprises with large data stores.

8.4 Workflow



8.5 Business Case Scenario

DokoniFIND is a suitable application where the following business requirements are important:

- Single point of access across all applications
- Indexing of all files and file formats
- Comprehensive Enterprise content management module
- Retrieval of all file formats easily and at the click of a button