



KONICA MINOLTA

**FOR ALL QUESTIONS CONTACT
PATRICK B. HOEY**

National Enterprise Acct. Manager

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

23 River Street Byfield, MA. 01922

Office: [978-760-2472](tel:978-760-2472)

Mobile: [978-760-2472](tel:978-760-2472)

EMAIL Hoeyp@KMBS.Konicaminolta.us





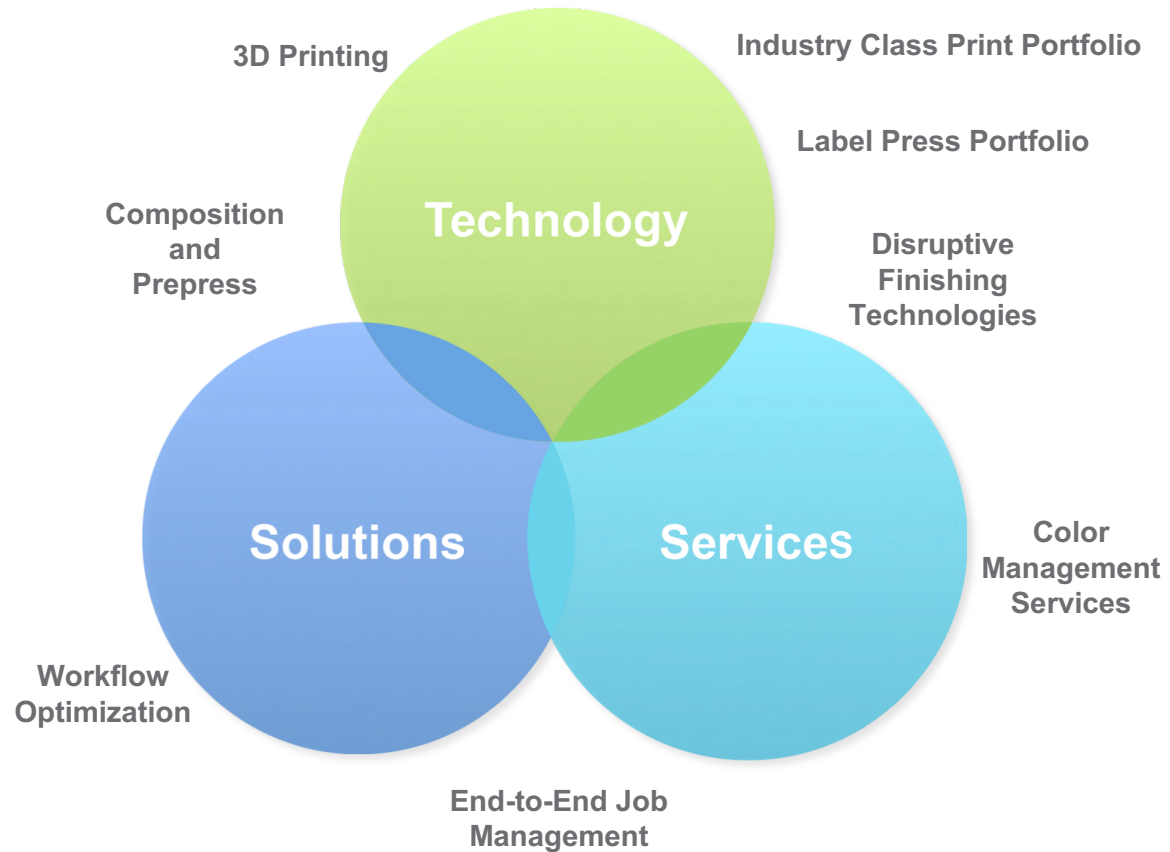
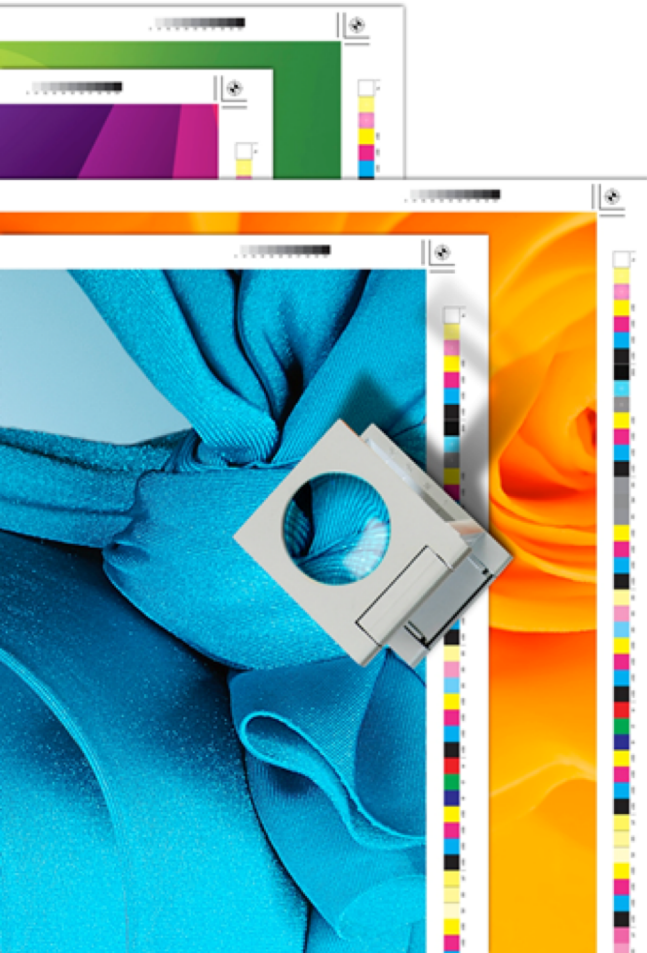
Global Profile

- \$9.2 billion* in total revenue
- 160 countries, 6 continents
- 20 top-ranked manufacturing facilities
- 41,600 employees
- Industry-leading R&D

* converted from JPY 1,011 billion

Ingredients for Success

Simple • Supportive • Success



Professional Print Portfolio

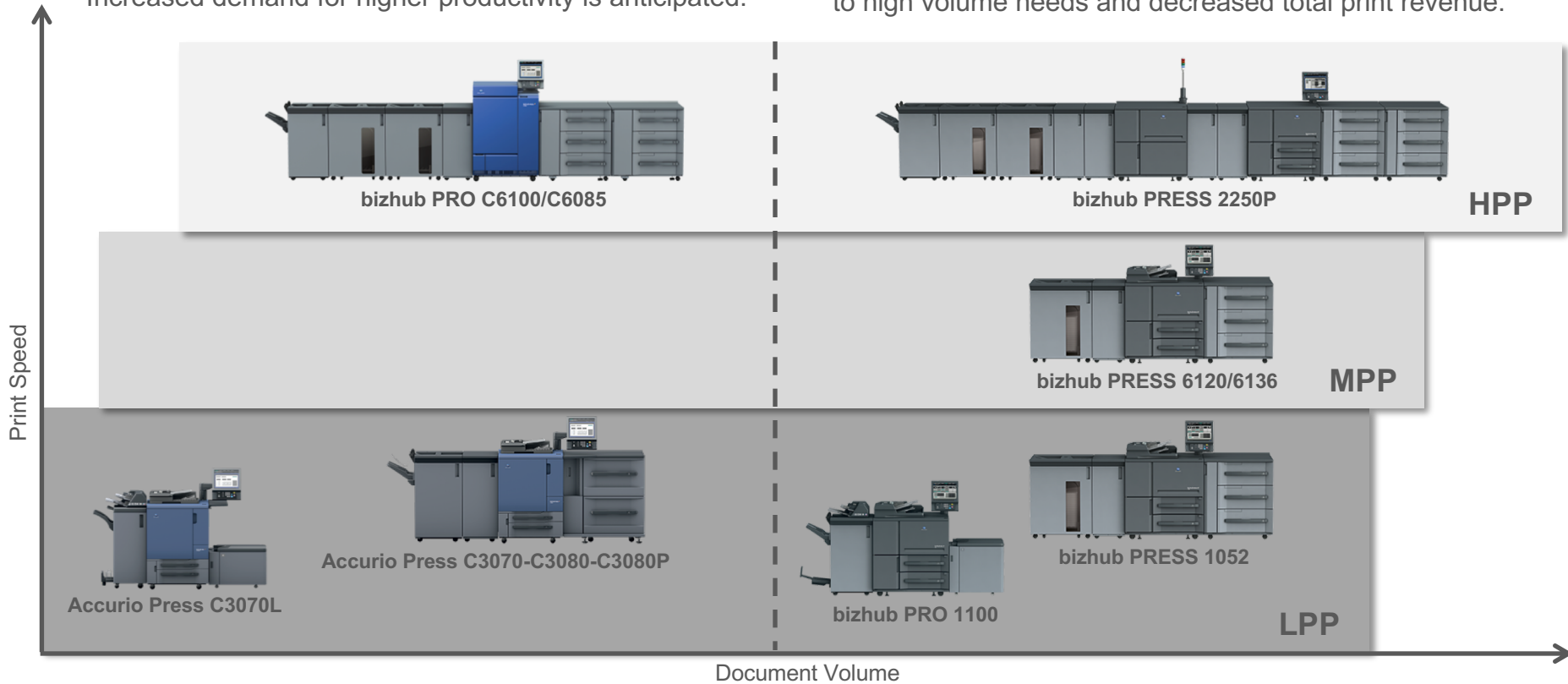
Industry-leading output, Long-running reliability



Production Print

Increased demand for higher productivity is anticipated.

The bizhub PRESS color and monochrome lineup is the optimal choice in markets with increased competition due to high volume needs and decreased total print revenue.



FD-9 Auto Scan Spectrophotometer

Fast, Versatile and Connected

- Industry leading color management
- High Speed Spot Color Measurements
- Full target scanning
- No Format/Target Restrictions
- Measurement Utility Software
- Use with Multiple Devices
- Auto sheet feeder



Wide Format Solutions

Signage

- **EFI H1625 / EFI H2000**
- Prints four color plus white on an extended range of flexible and rigid substrates
- Near photographic image quality, saturated colors and smooth color gradations with true eight-level variable drop grayscale print capability to increase your customer satisfaction
- Ease of use & maintenance
- LED Lamp Technology
- Low operating cost



Wide Format Solutions

Reprographics/Poster Printing

Full line of HP DesignJet and PageWide XL Technology

- From 12 color Photo Production to the highest quality 4 color technical device at the highest speeds available on the market.
- HP Pagewidth is the most cost effective device on the market allowing customers to print color for virtually the same price as black and white.
- Ease of use & maintenance
- Zero warm up time / Low operating cost
- Never Stop on the XL – Hot Swap Inks

DesignJet z6800



XL 4500



XL 4000



XL 5000



XL 8000



Wide Format Solutions

Digital Flatbed Cutting Systems

- Konica Minolta Represents the full line of COLEX Flatbed Cutting Systems.
- POP Displays
- Create Custom Boxes
- Routing
- Kiss cutting for Vinyl Banners and Wall Graphics



New Conveyor System & Board Feeder



Base Model 5' x 10'



Wide Format Solutions

Media Flexibility

Hard Plastics

- Acrylic
- Plexiglass
- Diebond
- Alumipanel
- Styrene

Soft Plastics

- Coroplast
- Foam PVC (Sintra)
- Foam Core Acrylic

Various Other Substrates

- Corrugated
- Paper
- Chipboard
- Cardstock
- Honeycomb
- Self Adhesive Vinyl
- Diamond Grade Vinyl
- Crezone
- MDF
- Plywood
- Magnet
- Falcon Board
- Aluminum
- Di Bond Coroplast
- Foam PVC (Sintra)
- Foam Core Acrylic



Wide Format Solutions

Reprographics and Posters

- We represent the full line of KIP Wide Format devices
- The 800 Series provides exceptional toner based color.
- Low Cost of Operation
- Ease of use & maintenance
- The black and white products provide some of the best line quality in the industry.
- Scanners that are second to none.



KIP 7970



KIP 2300 Scanner



Composition and Prepress

A Critical Step to the Workflow Process



- File Sharing and Collaboration
- Easy Document Preparation
- Variable Data Printing
- G7 Color Management



Disruptive New 3D Tactile Varnish Finish Technology

JV3DS is designed exclusively for Konica Minolta

- Offline Digital Solution for Spot UV Coating and Unique 3D Embossed Spot UV Coating
- Utilizes UV Inkjet Technology
- Designed for Digital Printers
- Environmentally Friendly (no ozone, low heat)



MGI JETVarnish 3DS

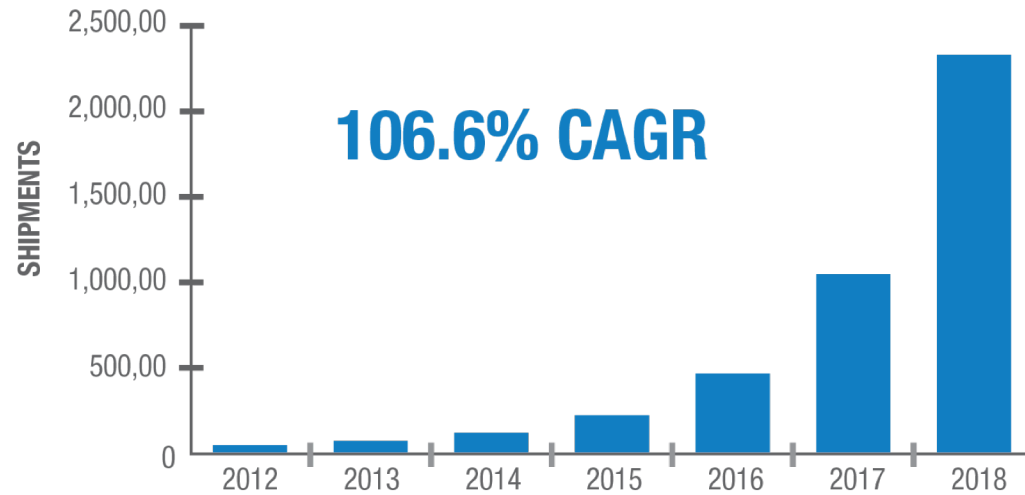


3D Printing and Services

Consultative approach to target new market-share opportunities



3D PRINTER SHIPMENT TOTALS, WORLDWIDE



SOURCE: GARTNER (OCTOBER 2014)

- SaaS Solution - 2D to 3D Print Software Automation
 - 3D Fulfillment Services
- Market 3D to your clients without any upfront investment



Digital Label Press

Short run digital label production

- High speed short run labels
- Quick prototyping and product development
- Superior color management
- Ease of use & maintenance
- Lightfast imaging
- Continuous Banner Printing
- Low operating cost





Customer Experience

Investing in Future Growth

Working together to achieve new business goal



Service Support

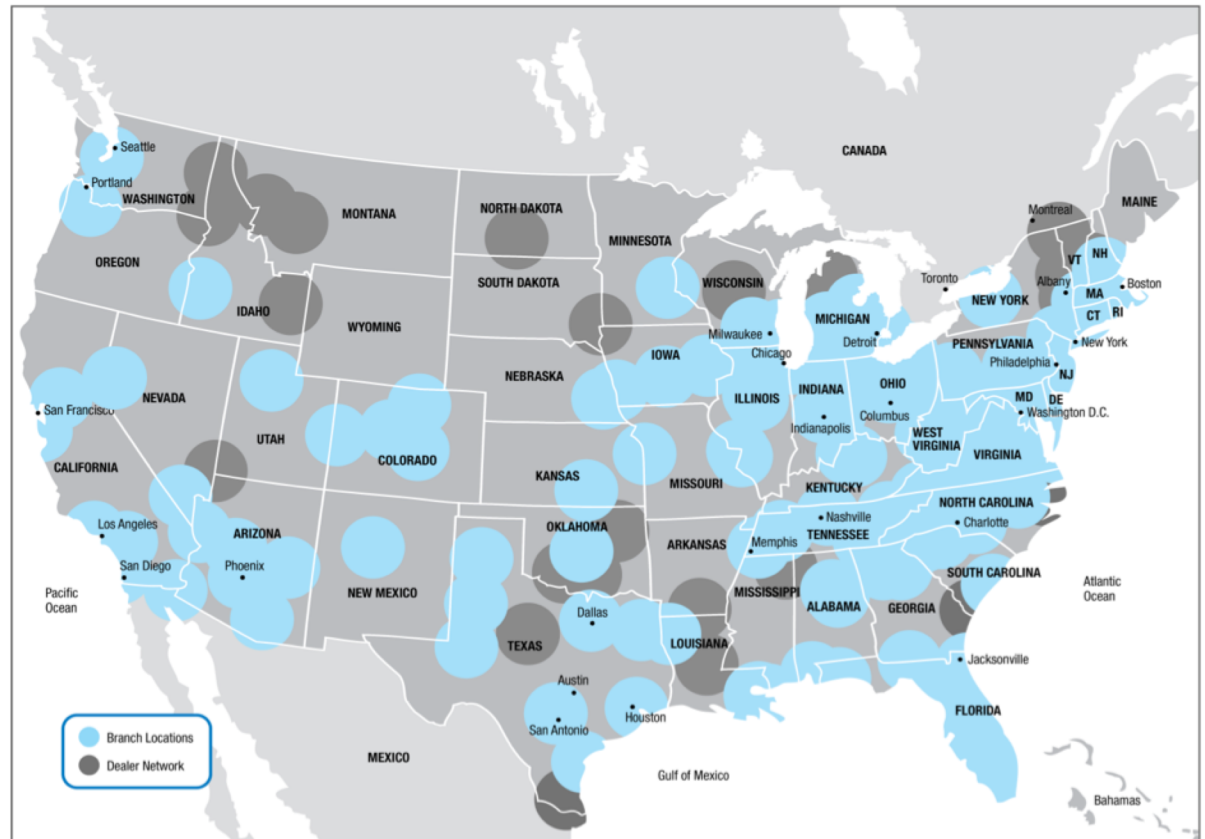


- ✓ Expert technical staff
- ✓ Standardized training and education
- ✓ Advanced methods and technologies
- ✓ Integrated remote capabilities
- ✓ Sophisticated planning systems
- ✓ Skilled and certified service technicians
- ✓ Regular evaluation of service performance
- ✓ Solution Implementation Methodology (SIM)
- ✓ Engagement and Deployment strategy



Service Coverage

- KMBS Direct service capability through established branch location
- Supplemental coverage via authorized dealer network
- 2,400 service technical staff in the field



Customer Portal

Fast, Reliable, Targeted

- Equipment Detail
- Order and Track Supplies
- Schedule Service
- Enter Meter Reads
- Pay Invoices
- Fleet Reporting

MyKMBS.com



Industry Recognition

Ongoing Pursuit for Excellence





KONICA MINOLTA

Thank You! Questions?

