FACTS & FIGURES
INTELLIGENT CONNECTED WORKPLACE

KONICA MINOLTA

RETHINK THE WORKPLACE

PEOPLE • SPACES • TECHNOLOGIES
INTELLIGENT CONNECTED WORKPLACE
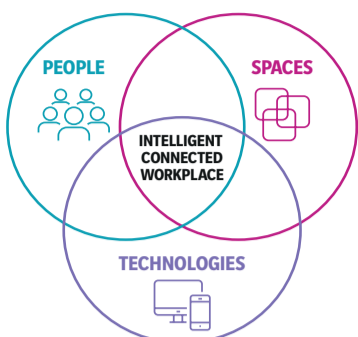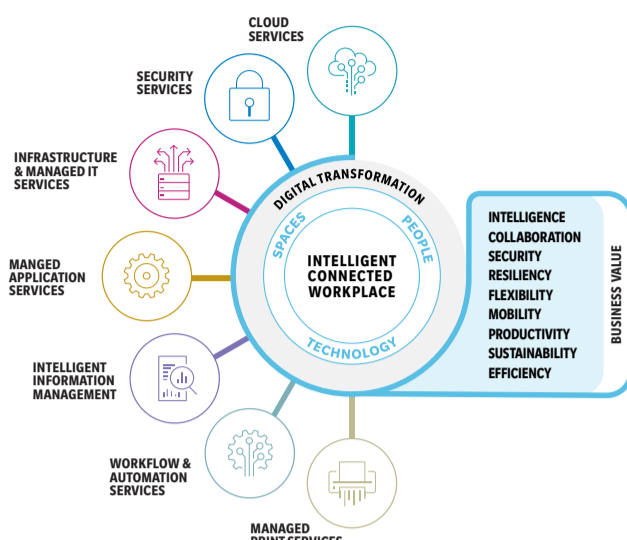
- We believe work is about people (workers), spaces (the physical spaces they work in, of which there can be many) and technology (from hardware to software).
- Often these pillars are treated as separate entities. By connecting them effectively, we are creating the Intelligent Connected Workplace.
- Here, people collaborate and move fluidly across different work scenarios and providers without friction, fear or frustration.

KONICA MINOLTA'S INTELLIGENT CONNECTED WORKPLACE

CLOUD SERVICES
SECURITY SERVICES
INFRASTRUCTURE & MANAGED IT SERVICES
MANGED APPLICATION SERVICES
INTELLIGENT INFORMATION MANAGEMENT
WORKFLOW & AUTOMATION SERVICES
MANAGED PRINT SERVICES

DIGITAL TRANSFORMATION
SPACES • PEOPLE • TECHNOLOGY
INTELLIGENT CONNECTED WORKPLACE

BUSINESS VALUE:
INTELLIGENCE
COLLABORATION
SECURITY
RESILIENCY
FLEXIBILITY
MOBILITY
PRODUCTIVITY
SUSTAINABILITY
EFFICIENCY

- Recognized as a **CDN 2021 Top 100 Solution Provider**
- **Named a leader in Gartner's 2021 Market Guide for Managed Print Services**
- **Leader in Managed Print Services according to Quocirca** Quocirca MPS Landscape, 2021
- **Designated Microsoft Global Managed Partner**
- **Named to MSSP Alert's Top 250 MSSPs List for 2021**
- **BLI 2021 A3 Line of The Year Award** from Keypoint Intelligence

Konica Minolta was awarded **Top 100 IT Services Vendor** by Gartner

$6.75 Million average total **cost of a data breach**
IBM, How Much Would a Data Breach Cost your Business?, 2021

82% of business owners reported seeing Email Scams and Phishing attacks
CFIB, Cyber Fraud in Small Businesses, 2021

48% of SMBs plan to increase their cyber security **budgets by up to 20% in the next 12 months**
KPMG, Few Canadian businesses are highly prepared for a major cyberattack, 2021

For **48%** of SMBs, **security and data protection** is currently the **number one IT challenge.**
Konica Minolta/Keypoint Intelligence, The SMB IT and business operations pain points study, 2021

IT SERVICES CREDENTIALS:
- 20+ Years Experience in Security
- 96% Client Satisfaction Rating
- SOC 2 Type II Accreditation

45% of organizations have **acquired or upgraded cloud data storage** as a result of Covid-19.
Konica Minolta/Keypoint Intelligence, The SMB IT and business operations pain points study, 2021

The cloud has become the bedrock for every organization.
43% of organizations expect all their **IT infrastructure to be cloud based by the end of 2021**
Quocirca Cloud Print Services, 2021

OUR CANADIAN CLOUD OFFERS:
99.999% Uptime
24/7 Management & Monitoring
Full Suite of **Security Solutions**
Tier 3 Data Center

44% of IT decision-makers identified **servicing/supporting IT hardware or software** as an **IT challenge** around employees **working from home.**
Konica Minolta/Keypoint Intelligence, The SMB IT and business operations pain points study, 2021

98% of firms say **hourly downtime costs of servers exceed $150,000**
ITIC 2020 Global Server Hardware, Server OS Reliability Report, 2020

21% of companies **back up and recover data manually,** while another …
Konica Minolta/Keypoint Intelligence, The SMB IT and business operations pain points study, 2021

14% … simply **do not** practice **data backup and disaster recovery.**
Konica Minolta/Keypoint Intelligence, The SMB IT and business operations pain points study, 2021

With a full array of true Canadian technology and security experts at your service, Konica Minolta can help you plan for the future, set the right goals, and deliver exceptional technology to boost productivity.

Remote work has hugely increased from 36% before to 88% after the beginning of the pandemic
IDC, Webcast: Why the World will never be the same, 2020

38% of IT decision makers view **managing remote work as difficult or very difficult.**
Konica Minolta/Keypoint Intelligence, The SMB IT and business operations pain points study, 2021

Document issues account for **more than 21% of daily productivity loss**
M-Files 100 Information Management stats that will blow your mind, 2020

30% of IT decision makers cited **digital document collaboration** as **business operations challenges** resulting from employees **working remotely.**
Konica Minolta/Keypoint Intelligence, The SMB IT and business operations pain points study, 2021

Enterprises with intelligent and collaborative work environments:
30% lower staff turnover
30% higher productivity
30% higher revenue per employee than their peers
Collaboration Takes on New Importance as COVID-19 Pandemic Underlines Critical Need for Robust Connectivity, IDC, 2020

Top 3 drivers for digital transformation:
45% greater innovations and problem solving
56% increased efficiency and productivity
38% better level of customer service
M-Files 100 Information Management stats that will blow your mind, 2020

65% of organizations saw **increased digitalization** due to the COVID-19 pandemic.
Konica Minolta/Keypoint Intelligence, The SMB IT and business operations pain points study, 2021

TOP CHALLENGE
for SMBs to accelerate digital transformation is **lack of internal digital skills and resources**
IDC/Cisco, Small Business Digitalization and COVID-19 Survey, 2020

Konica Minolta named a Leader by IDC MarketScape for worldwide print transformation
"Customers seeking more than just a refresh of their printer/MFP portfolio and more of a vision of the workplace's evolution into the future may want to consider Konica Minolta."
IDC MarketScape: Worldwide Print Transformation 2020 Vendor Assessment, Doc #US45354420, 2020

Today's digital-first business demands always-on and always available **connectivity, productivity** and **security.** Your clients expect it. Your team requires it. Our Canadian team of experts can help you deliver it.

START YOUR DIGITAL TRANSFORMATION JOURNEY NOW!