

K W O R K S P U B L I S H I N G DOCUMENT SOLUTIONS DAILY

Tracking the Office Equipment, Digital Production Print and Document Management Industries

Today's News, Today.

December 8, 2009

General

Sharp Wins BLI'S 2009 MFP "Line of the Year" Award

Sharp Imaging and Information Company of America (SIICA), a division of Sharp Electronics Corporation, today announced that it has received the 2009 "Line of the Year" Award from Buyers Laboratory, Inc. (BLI), the leading global provider of information and testing services to the digital imaging industry. BLI's "Line of the Year" is awarded once a year to the vendor whose product line is determined to be the best overall based on its cumulative test results in BLI's rigorous two-month laboratory evaluation. Among the many factors considered are reliability, image quality, productivity, ease of use, scanning, a host of connectivity attributes and overall value. Also considered is the breadth of each vendor's line.

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Newly released report, Konica Minolta Holdings, Inc. - Financial and Strategic Analysis Review, provides detailed company analysis

The "Konica Minolta Holdings, Inc. - Financial and Strategic Analysis Review" is an in-depth business, strategic and financial analysis of Konica Minolta Holdings, Inc. The report provides a comprehensive insight into the company, including business structure and operations, executive biographies and key competitors. The hallmark of the report is the detailed strategic analysis of the company. This highlights its strengths and weaknesses and the opportunities and threats it faces going forward.

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Ricoh Company, Ltd. - Financial And Strategic Analysis Review - New Report Published

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Lexmark International, Inc. - Financial And Strategic Analysis Review - New Report Published

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Oce N.V. - Financial And Strategic Analysis Review - New Report Published

Oce N.V. - Financial and Strategic Analysis Review is an in-depth business, strategic and financial analysis of Oce N.V.. The report provides a comprehensive insight into the company, including business structure and operations, executive biographies and key competitors. The hallmark of the report is the detailed strategic analysis of the company. This highlights its strengths and weaknesses and the opportunities and threats it faces going forward. Oce N.V. (Oce) is a leading supplier of digital printing systems, software and services for the production, reproduction, distribution and management of documents. The digital printing systems are used by professional users in offices, educational institutions, and to various industries including construction, architectural firms, advertising and the graphic arts market worldwide. The company provides printers, copiers, scanners, software, services, imaging supplies, services for system integration. The company is also engaged in outsourcing of document management activities and leasing of printing systems.

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HP Appoints Ron Coughlin to Lead Imaging and Printing Group's LaserJet and Enterprise Solutions Business

HP today announced the appointment of Ron Coughlin as senior vice president of the LaserJet and Enterprise Solutions global business unit within the company's Imaging and Printing Group, effective immediately. He will report to Vyomesh Joshi, executive vice president of the Imaging and Printing Group. Coughlin succeeds David Murphy, who is leaving HP to pursue other professional interests.

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Gartner: New Printing Technologies, Services To Cut Business Costs

Changes in the corporate printing market are leading to increased awareness and use of such technologies as managed print services and smaller, more intelligent multi-function printers, according to new presentations by analyst firm Gartner. Gartner analysts discussed printing and imaging technology trends and what customers should do to be prepared for the changes with an audience of IT vendors and customer executives at the annual Print & Imaging Summit, held this week in Los Angeles. Frederico de Silva Leon, a principal analyst at Gartner, said that concerns about the

cost of hardware, paper, and consumables, as well as the move to adopt green, or environmentally-friendly technologies, is combining with falling print volumes to drive customers to adopt new printing technologies.

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Gartner: Three Key Technologies Will Impact Printing And Imaging

Three of the top IT trends -- virtualization, cloud computing, and green IT -- will also have a major impact on how, where, and why customers print. That's the word from Peter Grant, managing vice president of Gartner, who on Monday addressed an audience of IT vendors and customer executives at the annual Print & Imaging Summit, held this week in Los Angeles. Grant said that CIOs are struggling to grow their customer base, change their organizations, and innovate, but their hands are tied by rising costs, falling cash flows, and lower availability of capital than in the past.

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Concord Pacific named Official Supplier of 2010 Winter Games (CAN)

Under the agreement, Concord Pacific will make a financial investment in the Games as well as provide land for VANOC's use in preparation for and during the Games as part of a value-in-kind agreement. This includes access to 4.8-hectares of land on north False Creek adjacent to Concord Place Exposition and Activity Zone. The land will be used as staging areas for a number of critical back-of-house activities, including: security, broadcast, workforce, and ceremonies. In return, Concord Pacific will have rights to market and promote within the real estate development product and service category for the 2010 Winter Games and rights to associate with the Canadian Olympic Teams competing at the Vancouver 2010 Olympic Winter Games and the London 2012 Olympic Games. The company also made a significant monetary contribution to the Canadian Paralympic Committee (CPC) earlier this year.

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Printer / Copier / MFP

Review: Canon LBP 7750Cdn

Canon LBP 7750Cdn is an Energy Star compliant, high-performance mono/color laser printer which is also compatible with multiple OSes. The printer has a 5-line LCD display that allows intuitive menu navigation thus making it a user friendly product. Canon's Ultra Fast Rendering Technology (URF-II) enables workload sharing between workstations and is also used for faster document processing, thus eliminating the need for memory upgrade. This high performance printer has 256MB built-in RAM which can be upgraded to 768MB. Apart from the 500-sheet cassette tray which is optional, the printer comes with a maximum holding capacity of 850-sheets.

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Review: Lexmark Platinum Pro905 printer

Lexmark has given its inkjet printers a total overhaul, and the Platinum Pro905 sits at the very top of the new range. Housing four separate ink cartridges, it's a colour multifunction device that includes print, scan, copy and fax functionality. Taking centre stage, however, is the 4in colour display. Not only does this look good, but it's touch-sensitive, which makes navigating through the various menus a breeze.

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Review: HP Color LaserJet CP1515n - Colour Laser Printer



There are several aspects of the HP Color LaserJet CP1515n that are very likeable. It's easy to maintain, produces excellent black text and good colour graphics and is competitive in its running costs. Against this, it's a little slow, has a low capacity paper tray and a hard-to-read LCD display. On balance, it's a worthwhile contender, but do look at the competition, too.

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Review: HP LaserJet P2055d Laser Printer



The HP LaserJet P2055d doesn't do more than print in black and white; but it does it exceedingly fast and with excellent output. While it doesn't come as cheaply as some other laser and LED printers, speed and quality counts for a lot--particularly for home and small businesses. Still, if your needs go beyond monochrome printing, there are other good choices in this price range.

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OKI Printing Solutions Strengthens Commitment to Small Businesses by Expanding its Color MFP Portfolio with a Desktop, Versatile Product

OKI Data Americas, which markets its products under the OKI® Printing Solutions brand, today announced the launch of the MC160 Letter/A4 Color MFP. Ideal for very small workgroups (VSWG) and small offices/home offices (SOHO), the MC160 Color MFP features four-in-one functionality (print, copy, scan and fax) in one compact design which saves valuable work space. With one of the fastest mono print speeds in its class¹, users will experience an increase in productivity while decreasing user intervention with best in class paper capacity and toner cartridge yields. With the added benefit of color, users can produce documents on-demand and in-house so there is no need to outsource printing, saving time and money.

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Fuji Xerox launches latest DocuPrint and Phaser Printers and MFPs

Fuji Xerox recently launched their latest lines of DocuPrint and Phaser printers and multi-function printers. These latest offerings cater to the SME and SOHO markets by offering fully featured printers and MFPs at affordable prices.

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Fax

Paperless Productivity Inc. Announces Strategic Alliance with Advantage Technologies Inc.

The Strategic Alliance between Paperless Productivity (www.paperlessproductivity.com) and Advantage Technologies provides comprehensive value for our clients around the RightFax product line. "Both of our organizations are focused on providing paperless solutions that provide real ROI savings while enhancing the end user experience. We look forward to a long-term and fruitful Alliance with Advantage (Technologies)," said Shamel Naguib, President of Paperless Productivity, Inc. "We are excited about this Strategic Alliance as it further demonstrates our commitment to Open Text and this market space," added **Barry Malter**, President of Advantage Technologies, Inc. Clients have realized an average savings of \$1000 per fax machine per year, as well as immediate saving of \$1 for every fax sent or received.

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Production Print / Wide Format

PagePath Technologies Announces A New Social Network for Printers

In an effort to constantly improve communications with printers and foster strong business growth, PagePath Technologies has launched a new "social network" for printers called the IdeaExchange. The web based version of the IdeaExchange greatly improves the ability for MyOrderDesk users as well as other Print and Marketing Service Providers to share ideas, suggestions or problems that arise in the day-to-day operations of a printing company.

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Latest Océ PRISMAaccess Print Management Software Helps Print Providers Attract More Business Through Online Workflow

Océ, an international leader in digital document management and delivery, announces the latest release of Océ PRISMAaccess print management software. The new Version 5.0 software helps print service providers better use online print workflow to capture job orders and deliver them with efficiency and accuracy. Printshops and their clients benefit from easier job submission, accelerated workflows, and automated notification of job status and completion. Through simpler job handling, printshops gain agility to accept rush orders, prioritize jobs, and respond to sudden changes. Operators have more control over print production with less effort, and customers can maintain closer ownership of their jobs.

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October 2009 U.S. Commercial Printing Shipments Decline by \$1.1 Billion

WhatTheyThink, the leading online media organization serving the printing and publishing industry, today announced the availability of their most current report titled "North American Monthly Printing Shipments, Issue #49." October commercial printing shipments were nearly \$7.7 billion, down -13% compared to October of last year. October has historically been print's biggest month, and now is in second place to March. "September through November is print's biggest three-month period, with catalog, retail, and advertising printing boosted by the holiday shopping season," said Dr. Webb, director of WhatTheyThink's Economics and Research Center. "This year continues a trend of displacing print with new media on the part of retailers and others," he noted. Shipments had not been below \$8 billion in an October since 1994. "In today's dollars, those October 1994 shipments would be more than \$11 billion," Dr. Webb explained.

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Consumables

Olympic Printer Resources unveils new cartridges for HP LaserJet printers

Olympic Printer Resources, Inc., a remanufacturer of laser printer cartridges, has released two new products, the standard yield HP CC364A and high yield CC364X toner cartridges, for the HP LaserJet P4014, P4015, and P4515 printers. Built locally in Kingston, these cartridges are remanufactured to meet or exceed the original equipment manufacturer (OEM) print quality and rated page yield, but at a savings of about 25 percent to 35 percent less than OEM pricing. The company's Production Manager, Kevin Brown, remarked, "During our in depth testing of these cartridges during our research and development, we found the yield testing of our remanufactured cartridges exceeding the capacity of the OEM ones by over 5 percent."

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Managed Print Services / Fleet Management

White Paper: The Importance of a Print Management Strategy

Today's rising overhead expenses drive organizations to find practical ways to reduce costs. Print management provides a breakthrough answer to today's top business challenge: reducing overhead without harming productivity. In this white paper, Jim Salzer of DocuAudit Intl. shows how print management allows you to control documentation expenses by outsourcing the management of your current print environment.

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Document Management

Xerox: Automated Document Management Key To Cost Savings

Businesses could realize significant productivity increases and cost savings by changing the infrastructure of their document management and implementing automation and outsourcing. That's the message from John Kelly, president of Xerox North American global services, who Sunday used his opening keynote to discuss document management opportunities with IT executives at Everything Channel's annual Print & Imaging Summit, held this week in Los Angeles. Reining in the costs of printing unnecessary documents is a fairly easy way for companies to improve productivity and control costs, Kelly said.

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Océ VPconvert Conversion Software Helps Customers Overcome Data Barriers in Print Production Workflow

Océ, an international leader in digital document management and delivery, announces Océ VPconvert software to help customers overcome data conversion barriers associated with proprietary print formats. This powerful, automated conversion tool processes Variable Data Intelligent PostScript Printware (VIPPP) data, allowing it to run with Océ hardware and software workflow. Customers can route their legacy VIPPP print applications to Océ systems without modification to take advantage of Océ reliability and versatility.

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Data Management in Insurance Industry

Data is all pervasive ♦ it begins much earlier than the initial stages of client understanding and diligence, and extends far beyond helping revenue generation, encompassing cross and up-selling products or services. It also helps to understand the business risks and verify whether the regulatory compliance needs are met. The insurance industry depends on promises made on paper, which are eventually converted into supporting databases and document repositories. This article elaborates on the types of data, modes of data acquisition, data checks and usage, and the prevalent techniques for data management.

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Open Text Releases new Oracle ECM Products

Open Text Corporation has expanded its range of enterprise content management (ECM) offerings for Oracle Applications with the introduction of new content access and accounts payable offerings. Open Text Content Access for Oracle provides a simplifies access to Oracle and non-Oracle data and content from either the Oracle user interface or from the Open Text ECM Suite, while Open Text Accounts Payable for Oracle streamlines the procurement-to-pay cycle.

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Simply Interesting

Printer-style kitchen appliance the toast of Design Awards



Printer-style toasters are, you might think, no great shakes — hell, there's a slew of versions that actually "print" designs on the bread — but this version is absolutely gorgeous. Designed by student Othmar Mühlebach to look rather like an inkjet printer, this toaster won second prize at the Berner* Design Awards.

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