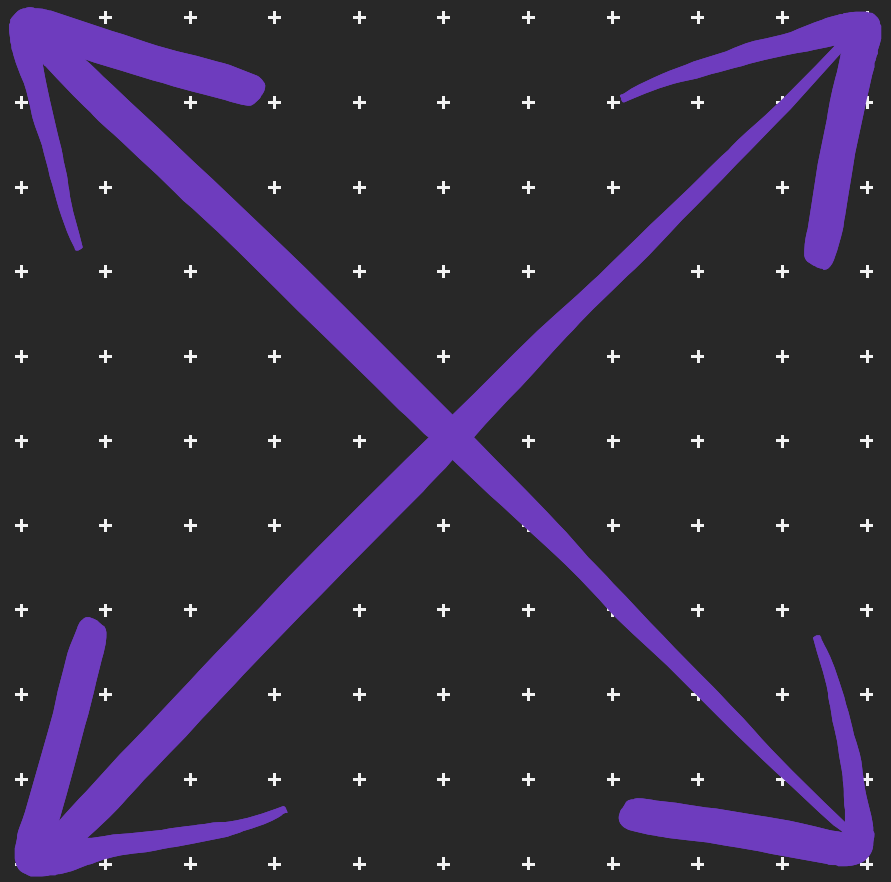
Hello

1. How We Help You
2. What Sets Us Apart
3. Who We Are
4. What We Do



KYOCERA

1. How We Help You

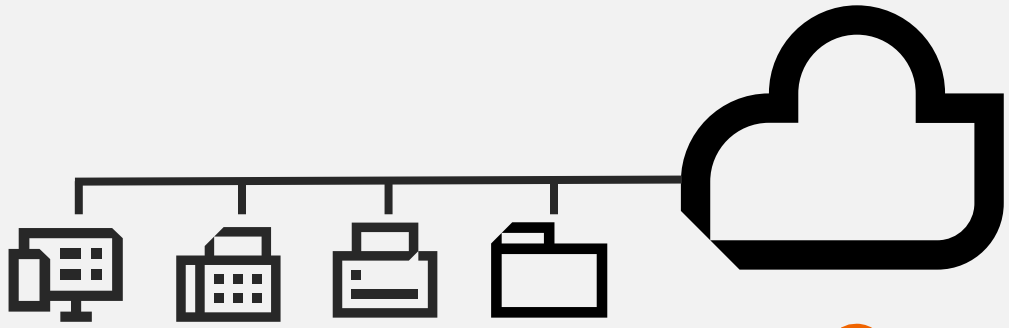
KYOCERA

Companies are fueled by content.

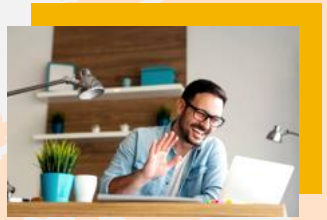
Content needs to be managed effectively…

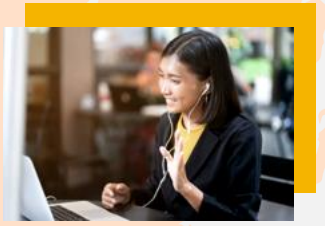
so that teams
can collaborate

and boost creativity

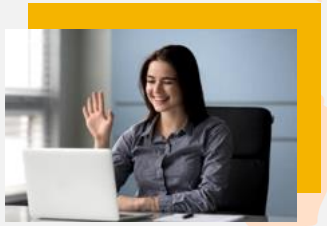


anywhere,
anytime

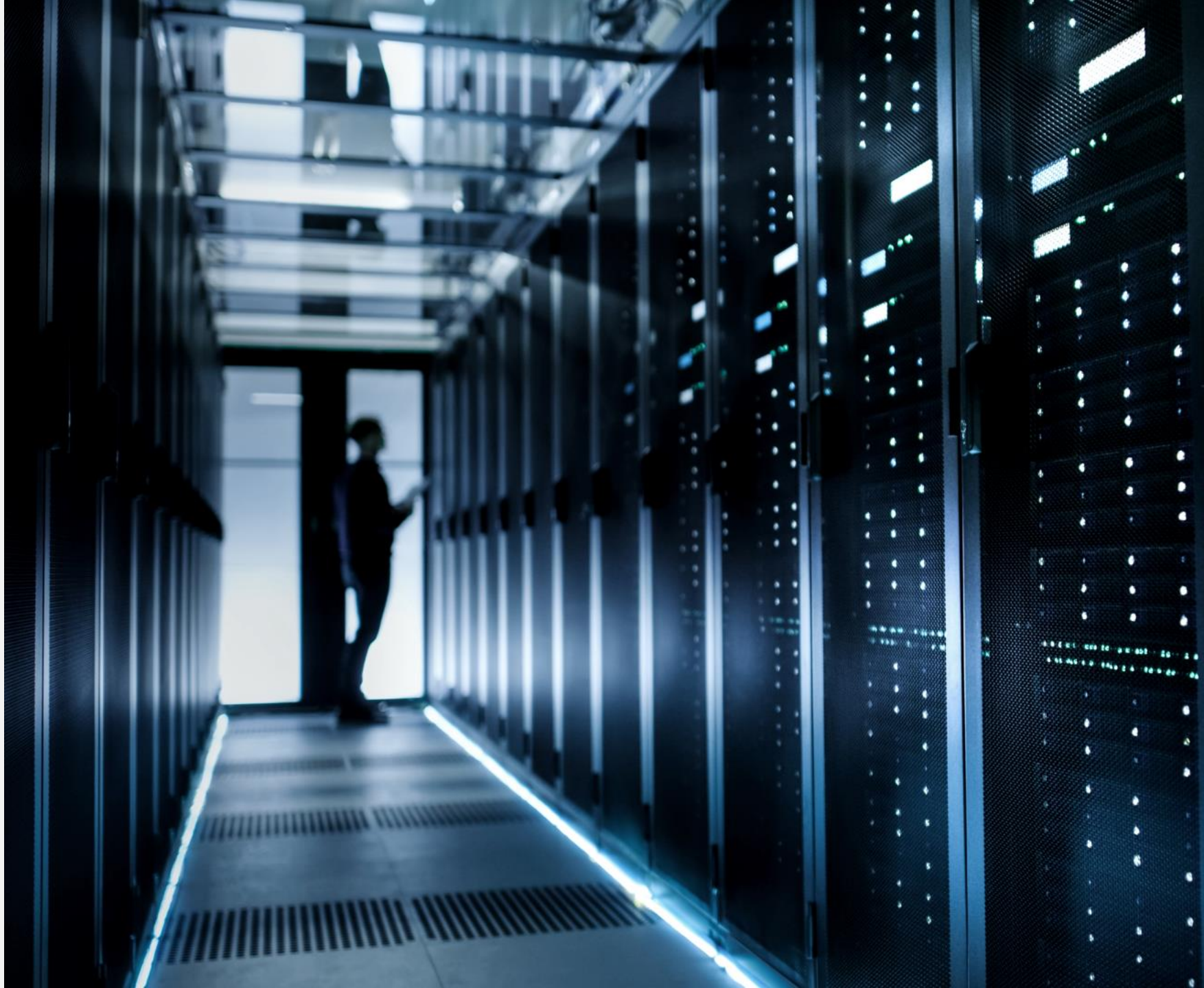




with everyone on board

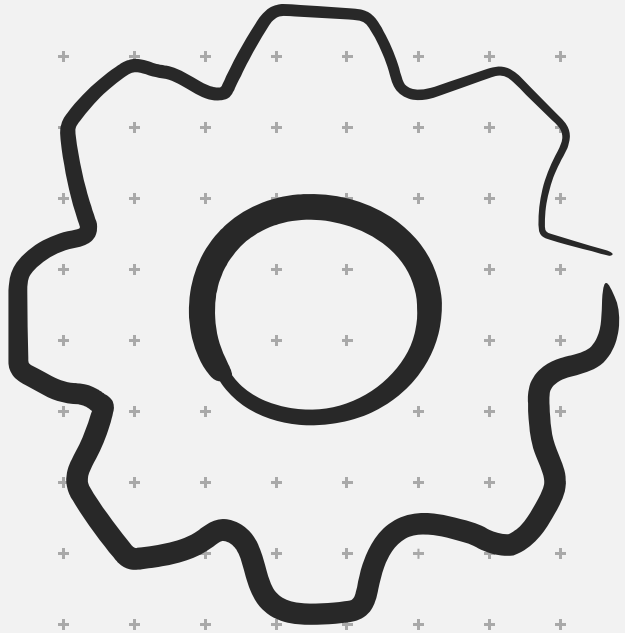


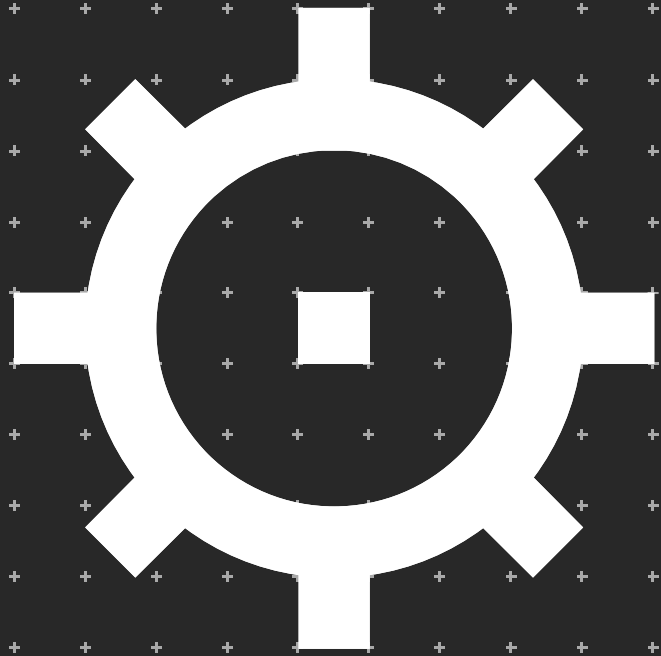
secure every step of the way.



Converting a Document into Value: The Digital Journey

Let’s draw the document lifecycle of your company



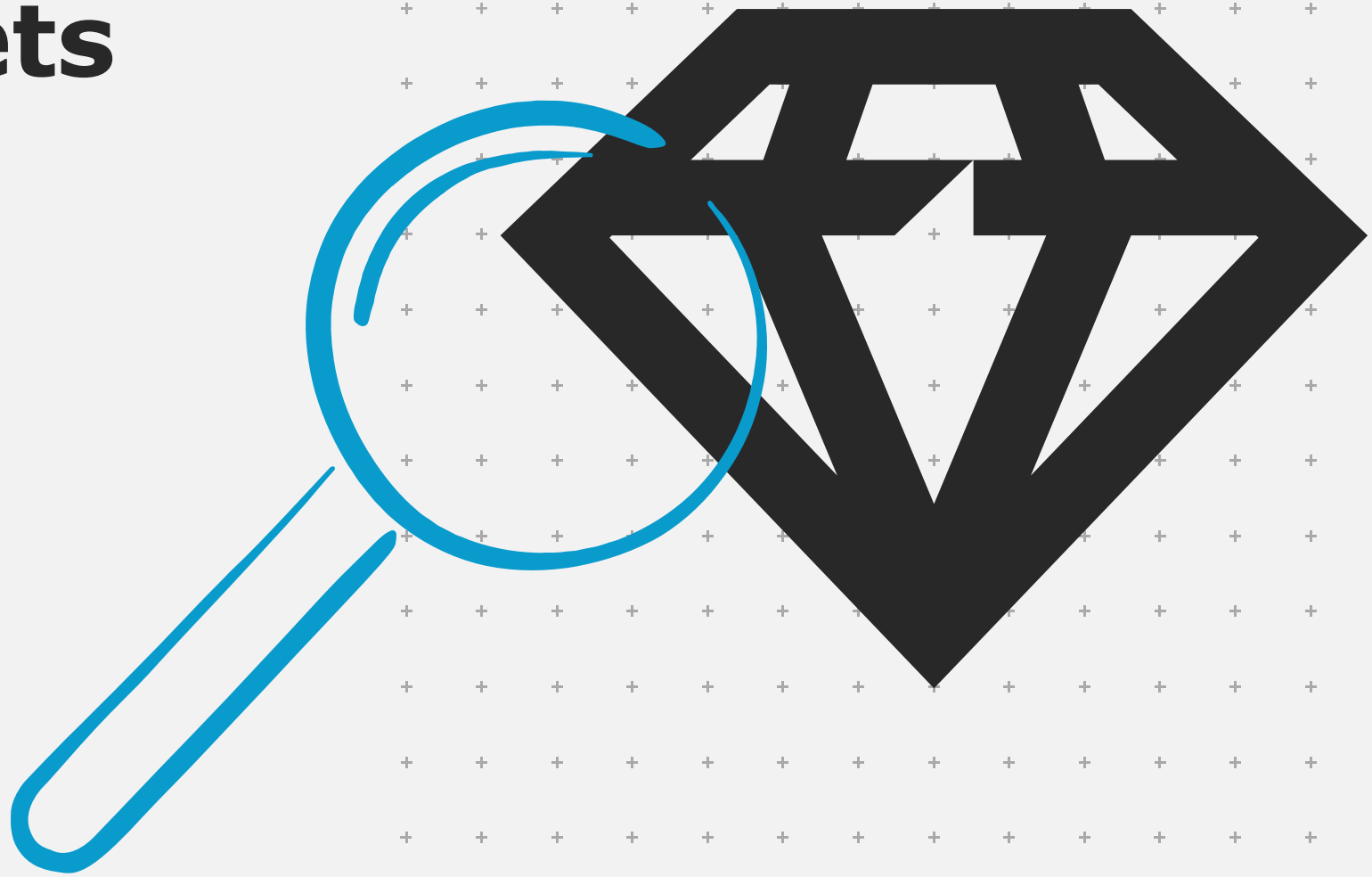


and speed up your business by making better decisions in less time.

Put Knowledge to Work

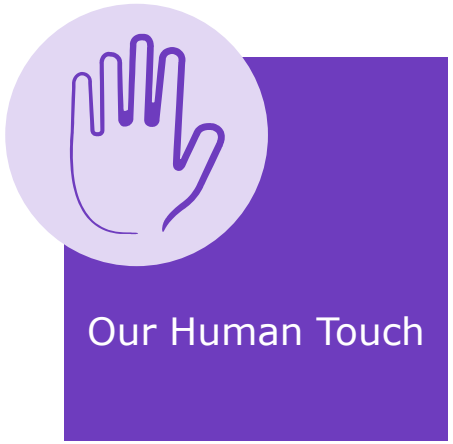
KYOCERA

2. What Sets Us Apart



KYOCERA

Kyocera enables businesses to turn information into valuable knowledge.



Human Touch

At Kyocera we go the extra mile to provide top-class service. With more than 1,400 employees in the U.S. across eight different locations, you can rest assured that you'll receive support from a staff member and not an auto reply. Just give us a call.

2 minutes

Hotline average hold time

100%

Support available on all Kyocera hardware and software

Whether you’re a dealer service manager or an end user, we’re here to help.

Three-Year Warranty

Total peace of mind

Kyocera’s unprecedented three-year full warranty gives our customers one less thing to worry about.

39 months

Our bumper-to-bumper warranty covers 39 months from dealer invoice or 36 months from customer install, with a 12-month warranty for the TASKalfa Pro 15000c.

Maintenance Kit

Our three-year maintenance kit warranty includes drums and components (three years or original maintenance kit copy allowance).

Award-Winning and Reliable Lineup

Kyocera has received several recent BLI Pick Awards including Summer 2019 and three Winter 2020 accolades.

Criteria included **performance**, **reliability**, **consistent image quality**, and **excellent value**.

When taking into consideration long-lasting consumables, downtime will rarely, if ever, be a concern.

This puts a stamp on the company's excellence in this area.

KEYPOINT INTELLIGENCE

Pioneers in Sustainability

Our pioneering ECOSYS printers, with long-life internal components, ensure quality while reducing waste.

30% of the plastics used in Kyocera products are recycled, and more than 99% of the total plastic can be recycled.

Kyocera has held the ISO 14001 environment certification for more than 20 years.

Our ECO footPRINT program offers customers a way to return empty toners to our recycling partner.

The long-life print drum can print up to 600,000 pages without the need for replacement, significantly reducing landfill waste, lowering CO2 emissions and saving on energy bills.

Financial Strength of Kyocera Corporation

Kyocera is globally recognized as a reputable firm within the industry, thanks to our long-standing history and commitment to excellence.

Group Companies

308

including Kyocera Corporation as of March 31, 2021

Group Employees

78,490

as of March 31, 2021

Consolidated Net Sales

$13.9 billion

as of the fiscal year that ended March 31, 2021

Profit Before Income Taxes

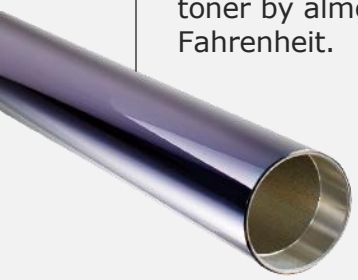
$1.07 billion

as of the fiscal year that ended March 31, 2021

Daring Ambition for an Innovative Future

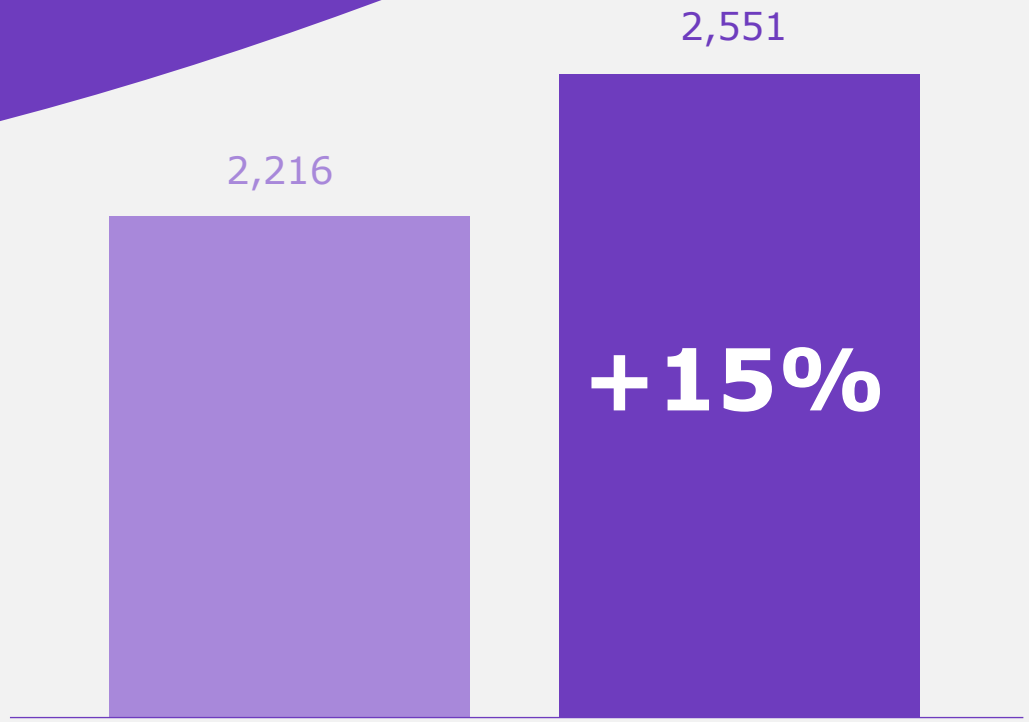
We proactively invest in technological development. The number of patents acquired over the last four years has exceeded 8,000.

2,000
Patents per year



Innovation is in our DNA

We are always searching for new ways to innovate and improve our way of working. Our technology reduces energy consumption by half by lowering the temperature required for toner by almost 90 degrees Fahrenheit.



Competitors' average vs Kyocera patents (2018)

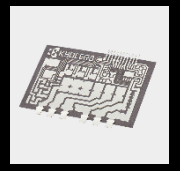
2018–19 DERWENT TOP 100 GLOBAL INNOVATOR
Clarivate Analytics

Kyocera is listed on the "Derwent Top 100 Global Innovators 2018-19" by Clarivate Analytics.

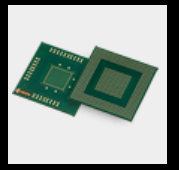
Diversity of Kyocera Corporation

Beginning with its traditional business in ceramics, Kyocera has a diverse range of products and services across more than 20 industries.

Fine Ceramic Components


Ceramic Packages

Organic Materials

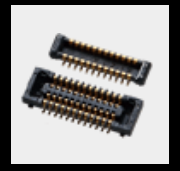

Organic Packages

Printing Devices

Optical Components

Solar Power

Cutting Tools


Connectors

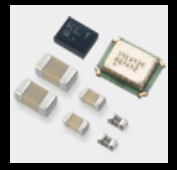
Crystal Devices

Automotive Components

LCDs / Touch Panels

SAW Devices

Mobile Devices


Power Devices

Kitchen and Stationery

Capacitors

Medical and Dental

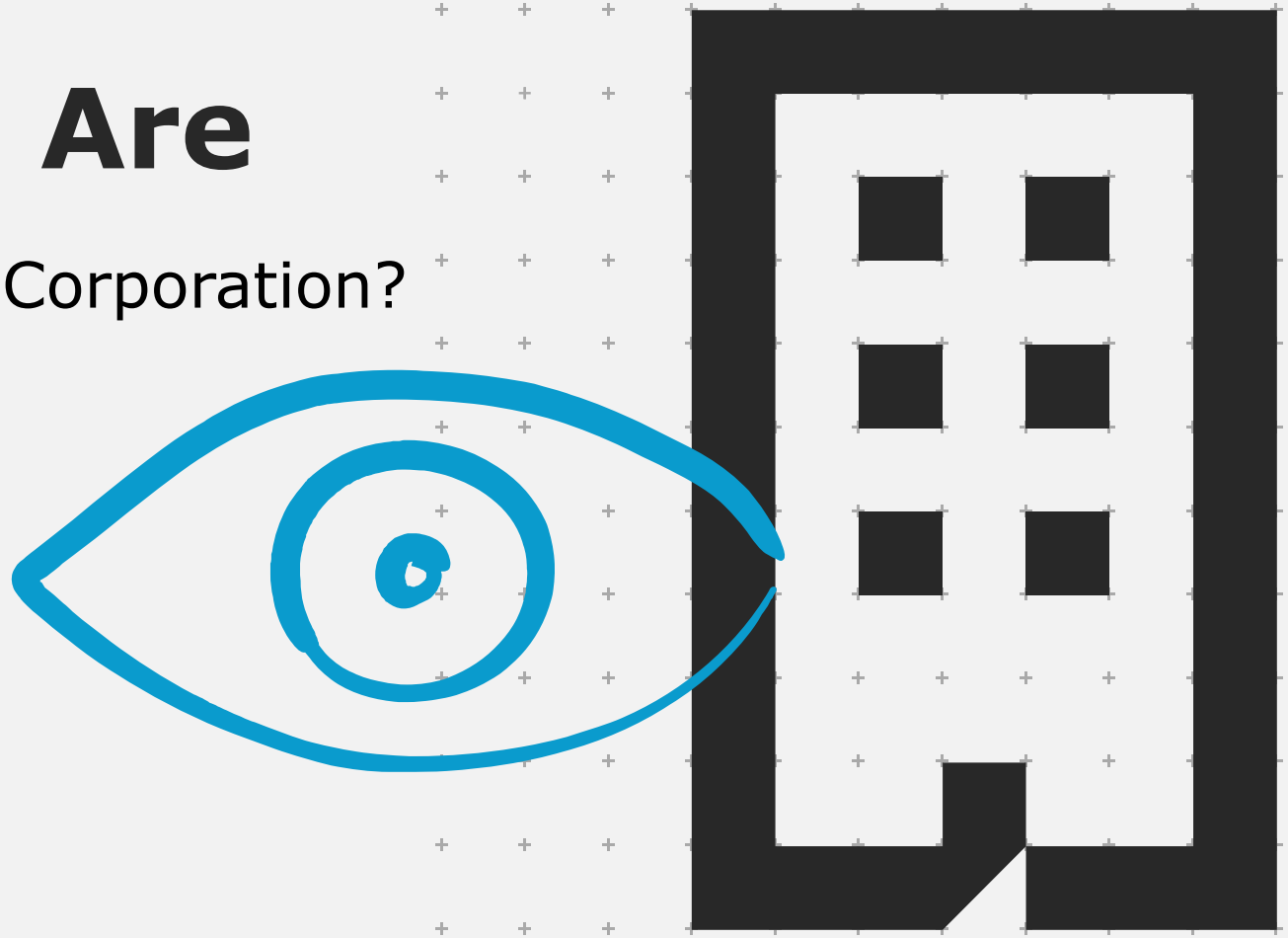
Power Tools

M2M Modules

Information and Telecom

3. Who We Are

3.1. Who is Kyocera Corporation?



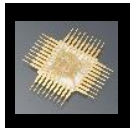
KYOCERA

Our Founding
Years of Growth and Innovation

Initially founded in 1959 as Kyoto Ceramics Ltd., Kyocera's first product was the U-shaped kelcima used for television picture. By 1999, through a commitment to continuous improvement and innovation, Kyocera had established itself as one of the world's leading manufacturers of high-tech ceramics, electronic components, solar cells, and office equipment.

1950s
Fine Ceramics

1960s
Fine Ceramics



1970s
Medical & Dental

Cutting Tools

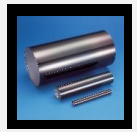
Kitchen Tools

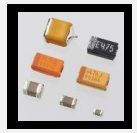
1980s
Cameras

Radio

Computers

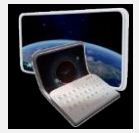
1990s
Fine Ceramics





2000s
Computers

Document Imaging



2010s
Mobile Devices

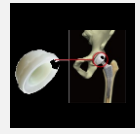
LCDs/Touch Panels

Document Imaging

Continued innovations
Mobile Devices

Solar Devices

Medical & Dental



Our Founding
Kyoto Ceramics Ltd.

"Respect the Divine and Love People"

Preserve the spirit to work fairly and honorably, respecting people, our work, our company and our global community.

KYOCERA

KYOCERA Corporation
Global Reach by the Numbers

Group Companies
308

including Kyocera Corporation as of March 31, 2021

Consolidated Net Sales
$13.9 billion

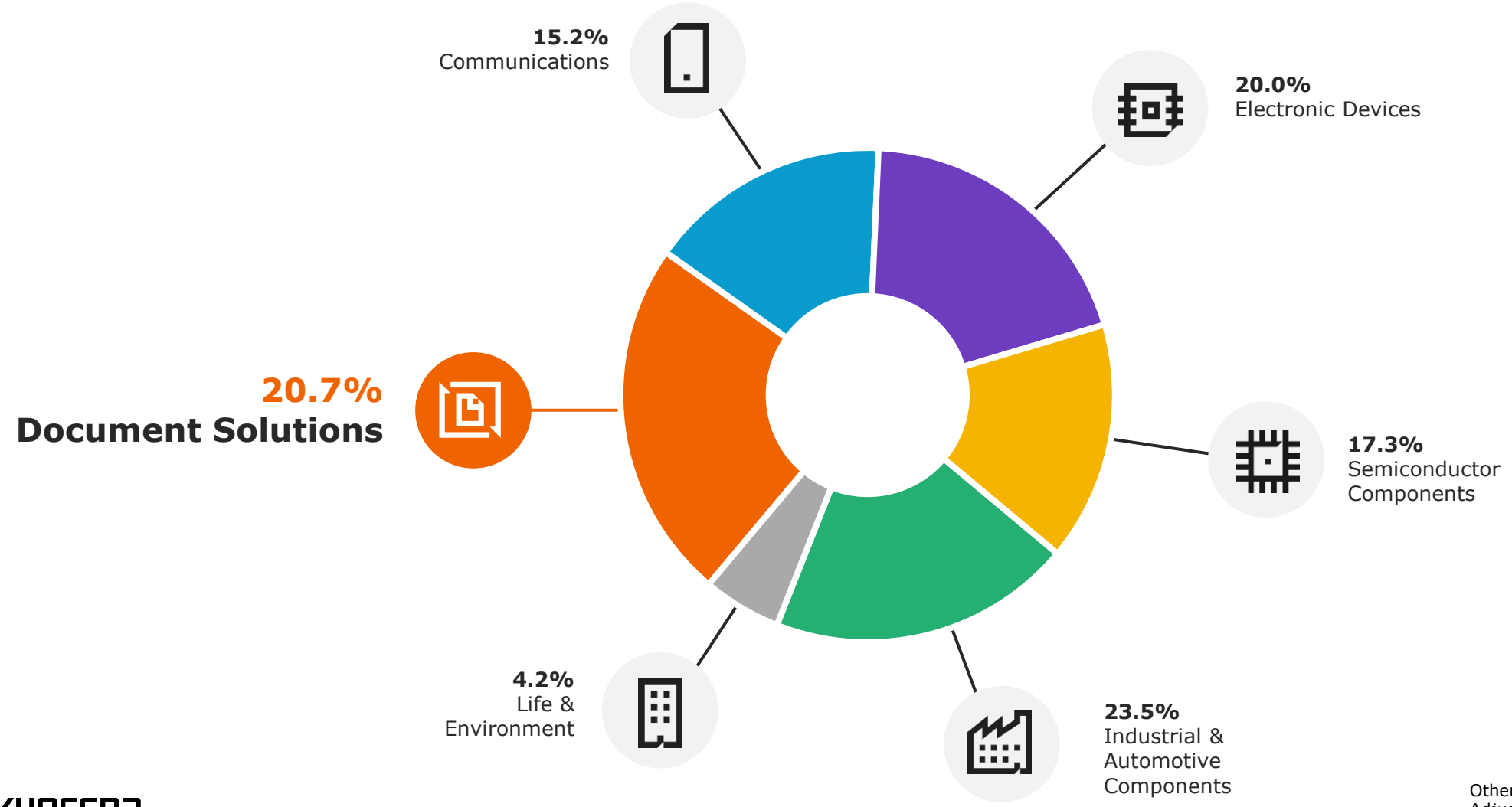
as of the fiscal year that ended March 31, 2021

Group Employees
78,490

as of March 31, 2021

KYOCERA Corporation

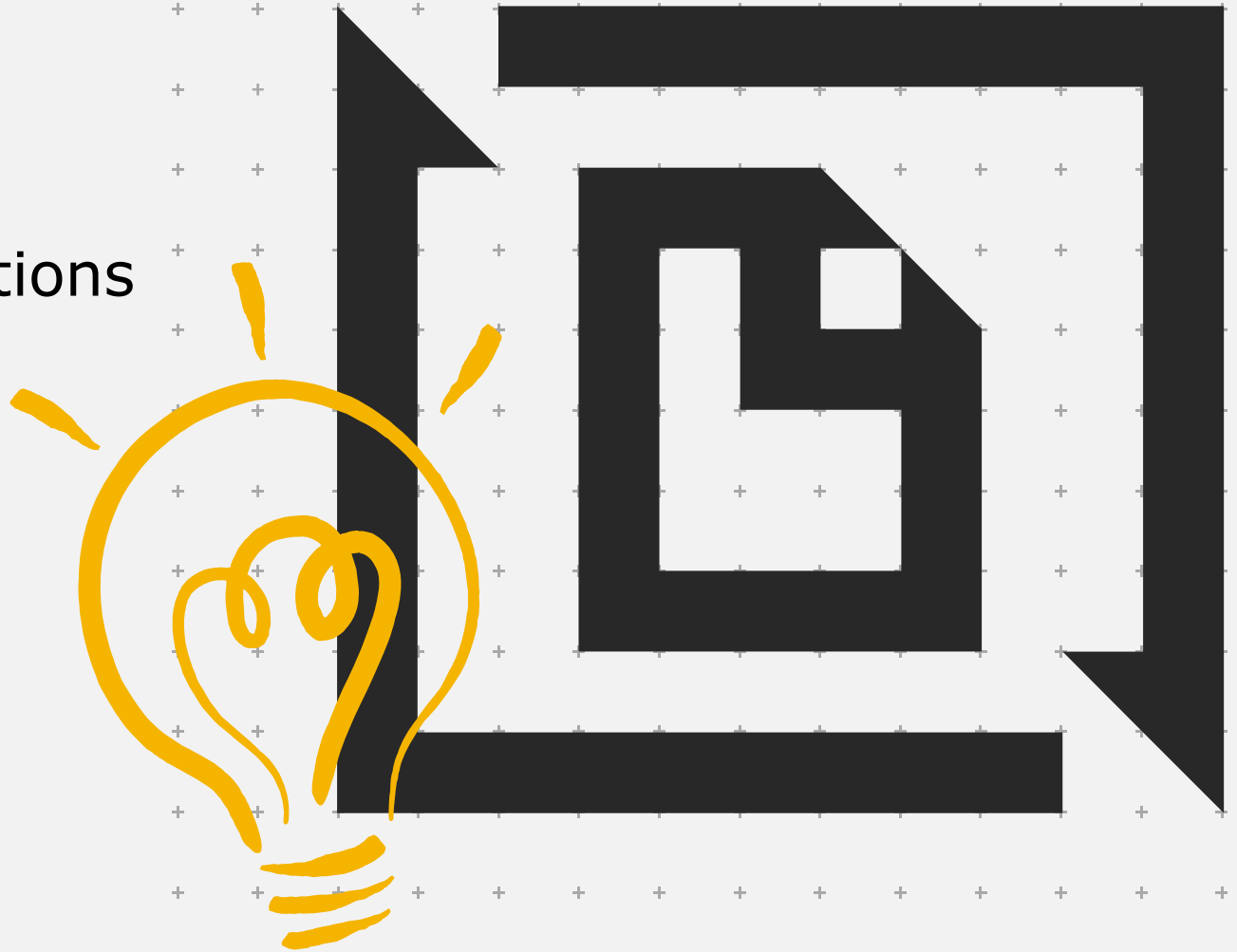
Document Solutions: Most Important Contributor to Kyocera's Diversified Portfolio



Others (Hotels etc.): 1.2%
Adjustments and Eliminations -2.1%
as of March 31, 2021

3. Who We Are

3.2. Kyocera Document Solutions



KYOCERA

Kyocera Document Solutions Across the World

Fueling Innovation: R&D Centers and Plants

Kyocera Document Solutions is a pioneer in innovative technology, driven from its research and development facilities that are devoted to areas which include: materials, components, devices, equipment, systems, and software.

The company continually works to increase its capabilities by combining advanced technologies with knowledge and experience in order to grow the business while contributing to society.

KYOCERA

Kyocera Document Solutions Across the World

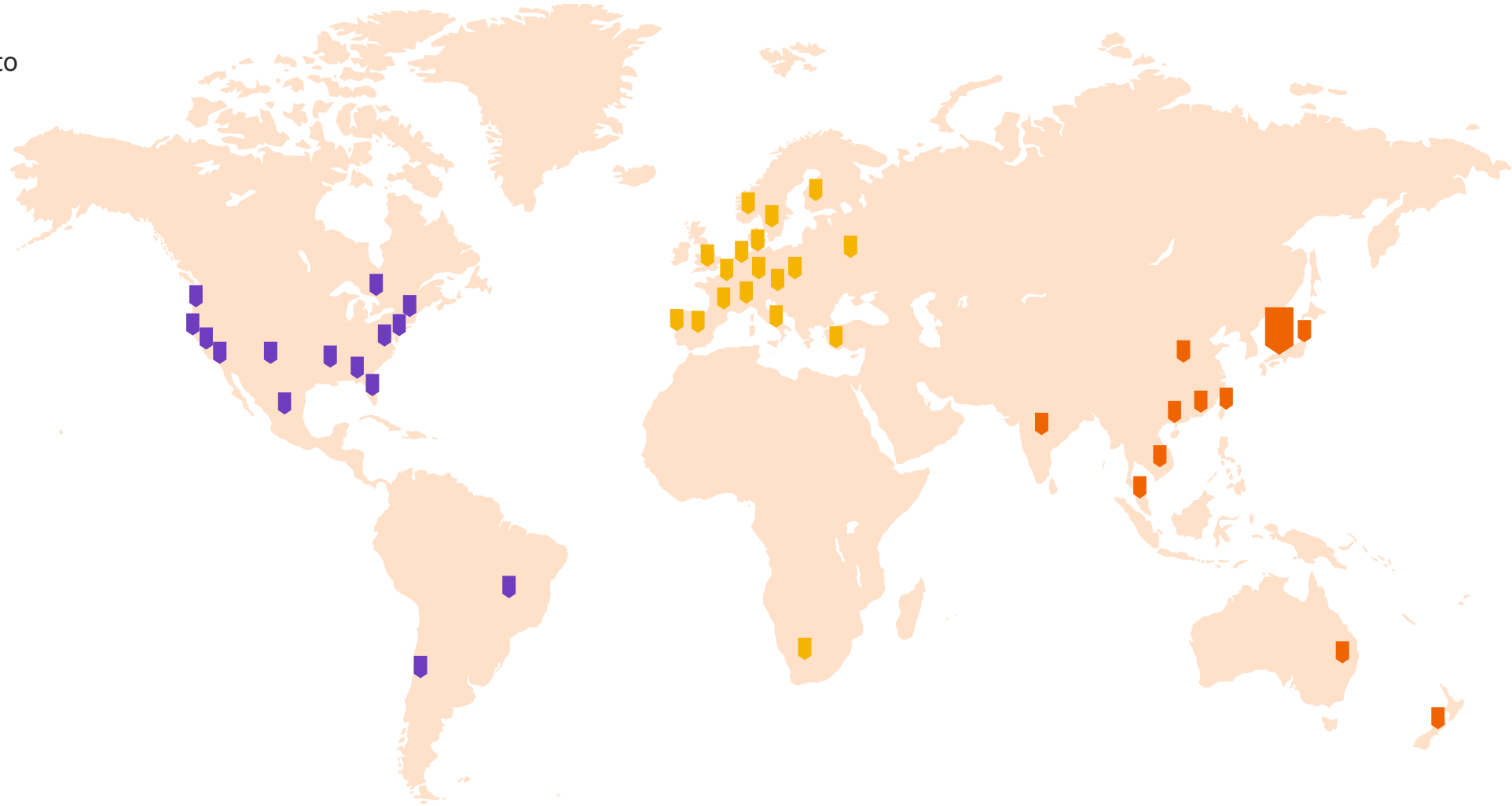
Quality Service is Never Far Away: Our Locations

33 sales companies and distributors in more than 140 countries, in addition to our local offices in the U.S.

Americas	
	Latin America
	Canada
	Mexico
	Brazil
	Chile

EMEA	
	18 sales companies

Asia & Oceania	
	10 sales companies



Kyocera Document Solutions Across the World
By The Numbers

Group Companies

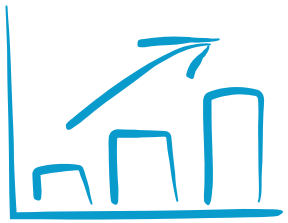
101

Including Kyocera Document Solutions Inc.
as of March 31, 2019

Consolidated Net Sales

$3.2billion

As of March 2020



Group Employees

21,657

As of March 2021

KYOCERA

Kyocera consolidated figures and currency exchanges (1 Yen to $0.009) as of 31 March 2020

3. Who We Are

3.3. Kyocera Document Solutions America

Global Expertise, Close to You

KYOCERA

Operations in the United States
Employees and Locations

1,400
U.S. Employees

475+
Dealer Partners

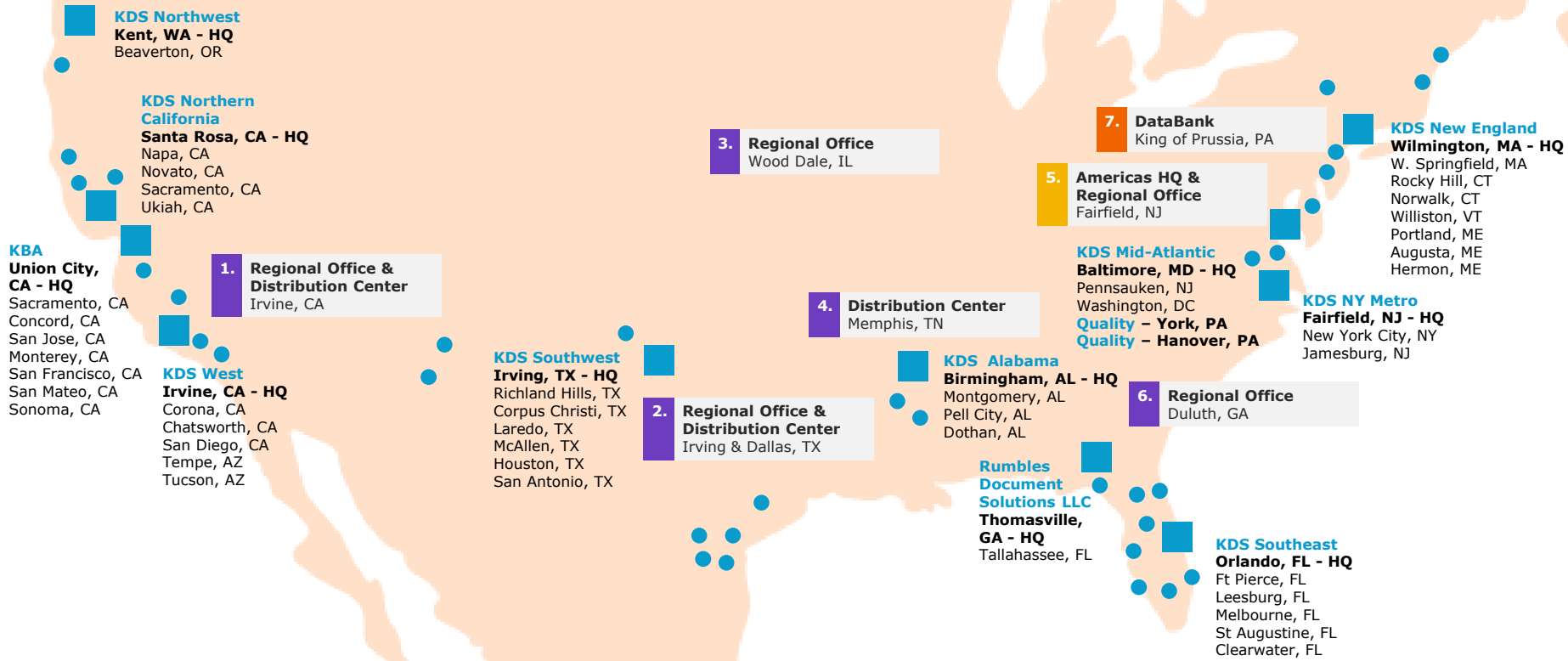
American Headquarters
- Fairfield, NJ

Regional Offices
- Duluth, GA
- Wood Dale, IL
- Irving, TX
- Irvine, CA

Distribution Centers
- Fairfield, NJ
- Memphis, TN
- Irvine, CA
- Dallas, TX

Group Company
- DataBank – offices nationwide

Subsidiary Locations



KYOCERA

Leadership Team in the U.S.
Combining Experience and Expertise

Our leadership team provides the perfect combination of **industry experience**, **professionalism**, **expertise,** and **creativity**.

Sharing this knowledge helps our teams to identify the **ideal solution for your needs.**

KYOCERA

Leadership Team in the U.S.

Get to know our management team

ÓSCAR SÁNCHEZ
President & CEO

LEONIE FORRISTAL
Chief Financial Officer

NATALIE CUMBERBATCH
Vice President, Human Resources

JOSÉ ESTÉBANEZ
Vice President, Corporate Marketing

GERRY MAHONEY
Vice President, Direct Sales

PETER MORISCO
Vice President, Channel Sales

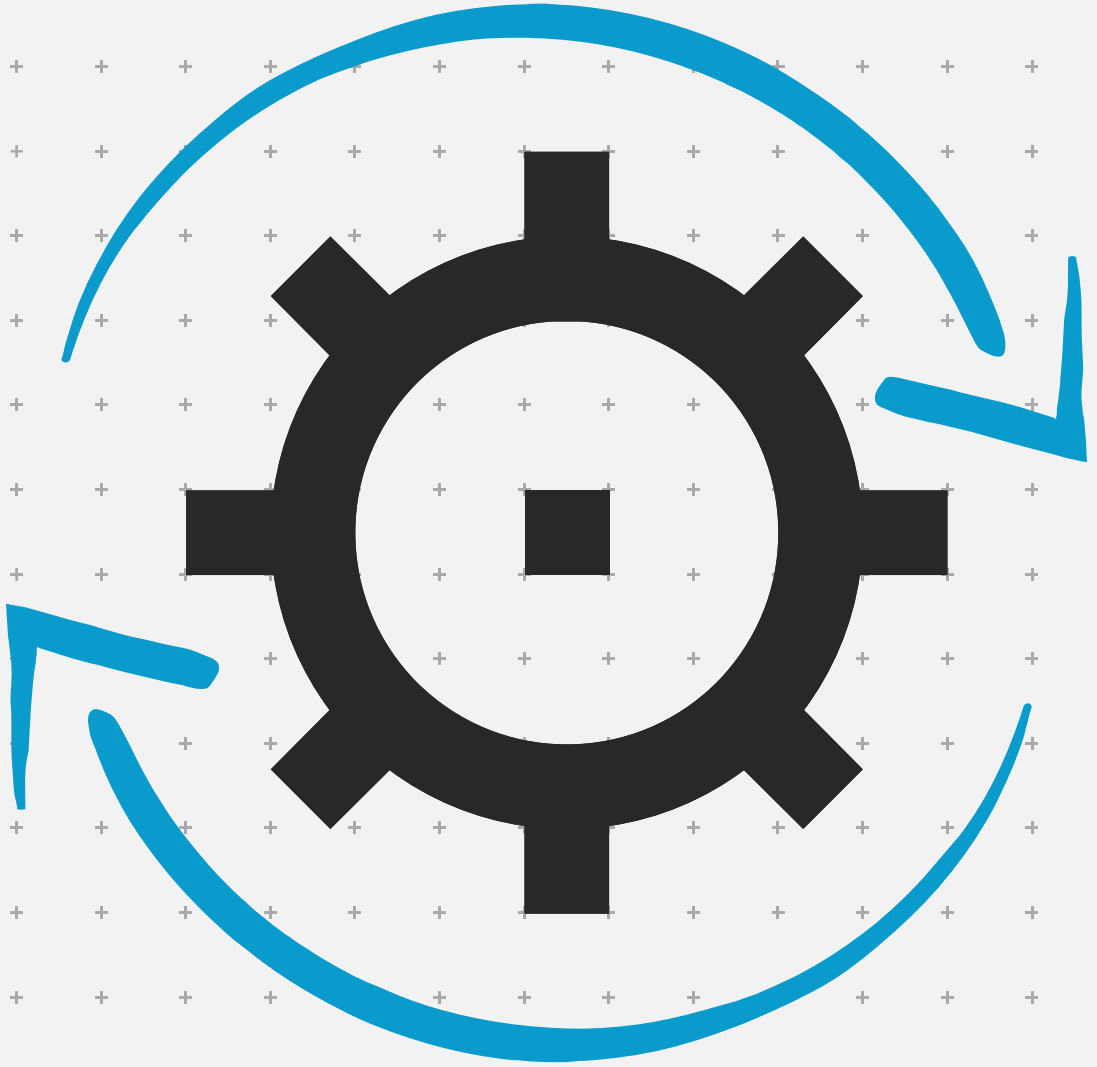
WYLIE VAN NESS
Vice President, General Counsel

FRANK ZUPA
Vice President, Customer Operations

KYOCERA

4. What We Do

Solutions and Services



KYOCERA

A wide range of comprehensive document-related services

Kyocera Document Solutions
What We Do

Printing

Our MFP and printer lineups are suitable for all office environments, from small to large-sized companies, with environmental friendliness and economic viability.

Production Printing

Our cost-effective, revolutionary inkjet production printer gives businesses superb image quality and media flexibility, as well as outstanding finishing capabilities.

Printing Software

Enhance your devices with software designed to manage and optimize your print fleet, whatever the size of your organization.

Content Services

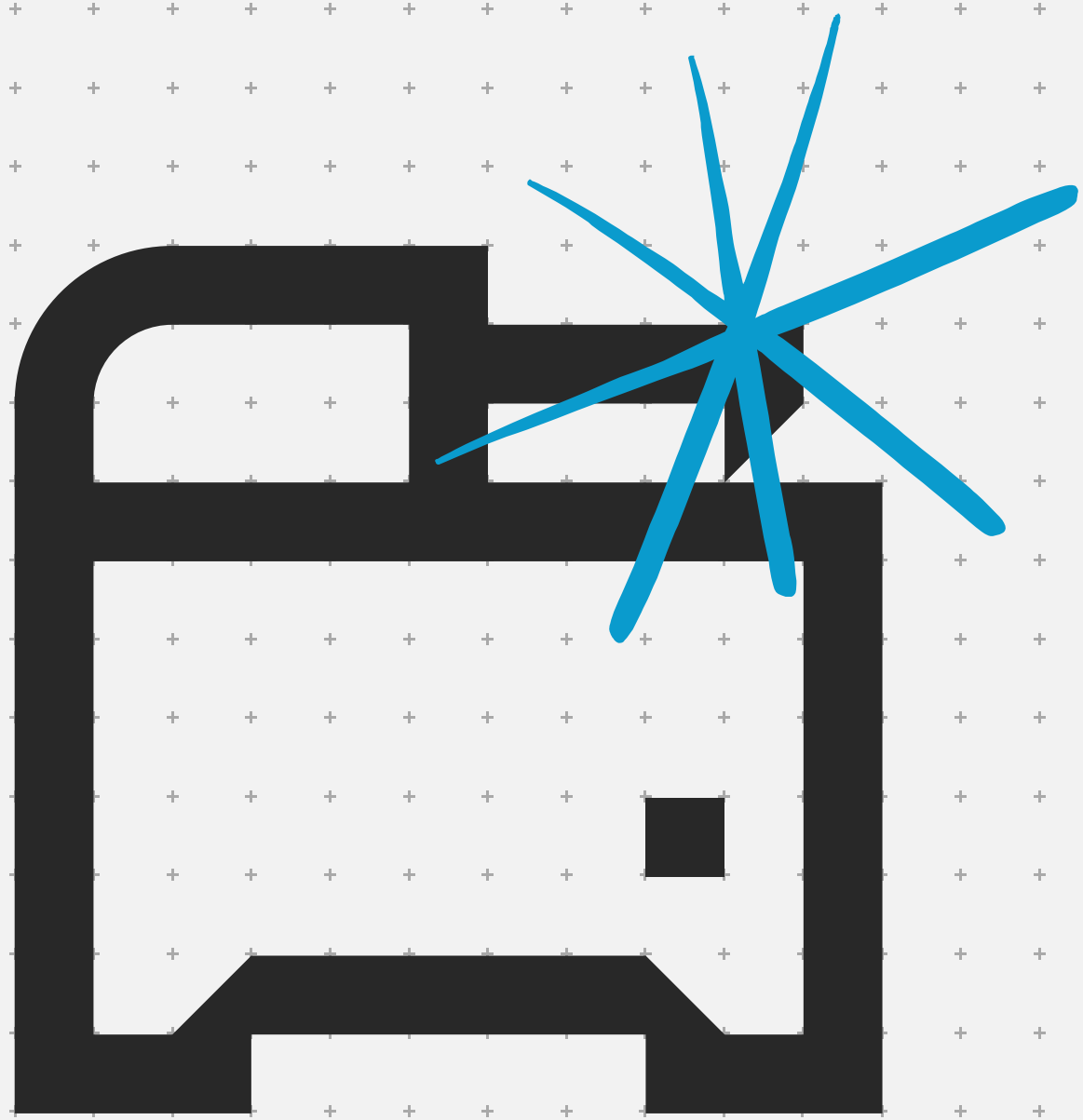
Our content services solutions enhance work efficiency and productivity by enabling companies to collectively manage all information and data.

ICT Solutions

Use your office technology more efficiently. Get more out of your data and gain a competitive advantage with our ICT solutions.

4. What We Do

4.1. Printing



Printing Products
Printers/MFPs/Production Printing

Printers

MFPs

Production Printing

Printing Products
MFPs and Printers

ECOSYS Printers and MFPs

Kyocera's ECOSYS printers and MFPs are designed to **reduce environmental impact** (ecology), **minimize running costs** (economy), and **integrate effortlessly with information networks** (systems). Kyocera has been pioneering this sustainable technology for more than 25 years, with a long-standing commitment to a more sustainable future.

TASKalfa Multifunctional Products (MFPs)

The **ultra-reliable technology** designed within every Kyocera TASKalfa MFP provides a comprehensive range of document solutions for every user. With a clear focus on high-quality printing, the TASKalfa devices have proven both their durability to last the test of time and their flexibility to adapt to the needs of different workflows. Kyocera’s commitment to innovation will only serve to strengthen this market reputation.

Production Printing

Kyocera’s debut inkjet production printing device is the result of decades of industry leading innovation which first began with thermal printheads. The ground-breaking **TASKalfa Pro 15000c** merges **productivity** with **affordability** in a high-speed sheetfed inkjet production printer. Its **outstanding media flexibility** makes it a cost-effective and reliable digital solution for transactional, trans-promotional, direct-mail applications, and more.

Printing Products
Printers

Our printers are innovative and reliable.

Color and Black & White

Color Printers

ECOSYS P8060cdn
P8060cdn (60/55ppm)

ECOSYS P7240cdn Series
P7240cdn (42/42ppm) | P6235cdn (37/37ppm)
P6230cdn (32/32ppm)

ECOSYS P5026cdw Series
P5026cdw (27/27ppm)
P5021cdw (22/22ppm)

Black & White Printers

ECOSYS P4060dn
P4060dn (60ppm)

ECOSYS P3260dn Series
P3260dn (62ppm) | P3155dn (57ppm)
P3150dn (52ppm) | P3145dn (42ppm)

ECOSYS P2040dw Series
P2040dw (42ppm) | P2235dw (37ppm)

Wide Format

Wide Format Color Printers

KIP 600 Series
KIP 650 (6 D 2 Roll Color Print System)
KIP 660 (6 D 2 Roll Color MFP System)

KIP 800 Series
KIP 890 (10/8 D Size ppm; CCD Scan)
KIP 880 (10/8 D Size ppm; CIS Scan)
KIP 870 (10/8 D Size ppm)
KIP 860 (10/8 D Size ppm)

KIP 900 Series
KIP 990 (20/16 D Size ppm; CCD Scan)
KIP 980 (2016 D Size ppm; CIS Scan)
KIP 970 (2016 D Size ppm)

Wide Format Black & White Printers

KIP 75 Series
KIP 7584 (8 D & 10 D Size ppm; 4 Rolls, CIS Scan)
KIP 7582 (8 D & 10 D Size ppm; 2 Rolls, CIS Scan)
KIP 7574 (10 D Size ppm; 4 Rolls)
KIP 7572 (10 D Size ppm; 2 Rolls)

KIP 79 Series
KIP 7994 (14 D Size ppm; 4 Rolls, CCD Scan)
KIP 7984 (14 D Size ppm; 4 Rolls, CIS Scan)
KIP 7974 (14 D Size ppm; 4 Rolls)

KIP Additional Models
KIP 7171 (4D & 6D ppm; 1 Roll)
KIP 7172 (4D & 6D ppm; 2 Rolls)

Printing Products
MFPs

Scan, copy and print with ease using the most efficient devices.

A4 (8.5x14)

A4 Color MFPs

TASKalfa 508ci Series
508ci (52/52ppm) |408ci (42/42ppm)
358ci (37/37ppm) | 308ci (32/32ppm)

ECOSYS M6635cidn Series
M6635cidn (37/37ppm) | M6235cidn (37/37ppm) | M6630cidn (32/32ppm)

ECOSYS M5526cdw Series
M5526cdw (27/27ppm)
M5521cdw (22/22ppm)

A4 Black & White MFPs

ECOSYS M3860idnf Series
M3860idnf (62ppm) | M3860idn (62ppm) | M3655idn (57ppm) | M3645idn (47ppm) | M3145idn (47ppm)

ECOSYS M2640idw Series
M2640idw (42ppm) | M2540dw (42ppm)
M2040dn (42ppm) | M2635dw (37ppm)

KYOCERA

A3 (up to 11x17)

A3 Color MFPs

TASKalfa 8353ci Series
8353ci (83/70ppm)
7353ci (73/65ppm)

7054ci Evolution Series
7054ci (70/70ppm) | 6054ci (60/60ppm)
5054ci (50/50ppm) | 4054ci (40/40ppm)

3554ci Evolution Series
2554ci (25/25ppm)
3554ci (35/35ppm)

ECOSYS M8130cidn Series
M8130cidn (30/30ppm)
M8124cidn (24/24ppm)

A3 Black & White MFPs

TASKalfa 9003i Series
9003i (90ppm) | 8003i (80ppm) | 7003i (70ppm)

7004i Evolution Series
7004i (70ppm) 6004i (60ppm)
5004i (50ppm) | 4004i (40ppm)

TASKalfa 4012i Series
4012i (40ppm) | 3212i (32ppm)

ECOSYS M4132idn Series
M4132idn (32ppm) | M4125idn (25ppm)

Production Printing

Inkjet production printer

TASKalfa Pro 15000c (150ppm)

MFPs and Printers
Drum and Toner-Only ECOSYS Technology

Kyocera hardware devices are ecological, economical and efficient for business.

Advanced ceramic manufacturing is at the core of Kyocera’s technology. Initially launched in 1992, nearly all ECOSYS and TASKalfa devices include a patented long-life ceramic drum, separate from the toner container—unlike other major manufacturers.

Our long-life, patented A-Si drum does not need replacement when toner is depleted. This technology extends the life of the drum and developer unit. It's ideal for companies looking to enhance their environmental initiatives and **cut back on waste and downtime associated with part replacement.**

With its long-life printheads, **Kyocera’s TASKalfa Pro 15000c** is at the forefront of sustainability in production printing. Furthermore, this sheetfed inkjet devices does not require consumable parts such as drums and oils, and ink is delivered in the form of reusable packaging for minimal waste.

The result? A low total cost of ownership while reducing your environmental impact.

MFPs & Printers
Packaging

Kyocera components are always shipped with **Earth-friendly biodegradable product packaging** to minimize carbon footprint. Our ECO footPRINT Toner Recycling Program also provides a convenient way for customers to recycle their Kyocera waste containers.

KYOCERA

Colors Catering to All Your Needs

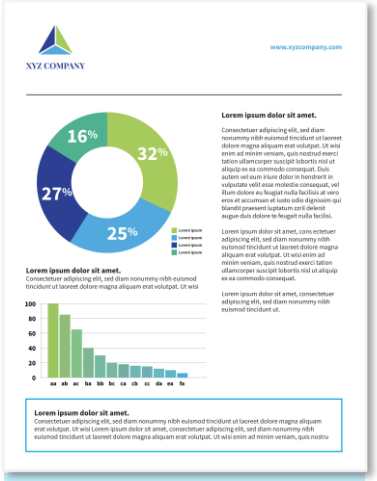
Revolutionize the way you print in color to keep your documents looking professional – without stretching your budget.

Kyocera's unique Tiered Color System can help you control your costs by evaluating every document to determine whether it is a simple text document with a color company logo, a full color document or somewhere in between, and charge accordingly.

SIMPLE COLOR

(Low Coverage)

Company logo on basic correspondence



BUSINESS COLOR

(Medium Coverage)

Report that contains charts and graphs with text

CREATIVE COLOR

(High Coverage)

Color-rich materials on brochures and presentations

KYOCERA

MFPs and Printers
Three-Year warranty

Total Protection

Kyocera’s unprecedented three-year full warranty provides our customers with the peace of mind they deserve.

39 Months

The bumper-to-bumper warranty covers 39 months from dealer invoice or 36 months from customer install.

12 Months for TASKalfa Pro 15000c

Our warranty offers full protection for our TASKalfa Pro 15000c production print device for 12 months.

Maintenance Kit

Our three-year maintenance kit warranty includes drums and components (three years or original maintenance kit copy allowance).

Awarded by Keypoint Intelligence Buyer's Lab

Many of our devices are highly recommended and reliability certified by BLI–a highly regarded global document imaging resource for unbiased and reliable information, test data and competitive selling tools.

Recipients of the Highly Regarded "Pick" Awards

Buyer's Lab 2020 Winter Pick Awards
TASKalfa 9003i, 8003i, 7003i

Buyers Lab Picks are hard-earned awards. They are based on rigorous testing including an extensive durability assessment and evaluation of key attributes such as **usability, image quality, and value**. Each product that passes our lab test earns the Buyers Lab's Recommended or Highly Recommended seal and our Certificate of Reliability, with the best performers qualifying as Pick contenders.

Most Reliable Color Copier MFP Brand

We also proudly carry the Color Seal of Approval from BLI with the Color Reliability Award received in 2018. This award recognizes the manufacturer that has consistently demonstrated exceptional reliability in all Color A3 MFPs over the last four years of testing.

Award based on six years' worth of device testing conducted by one of the premier testing services.

All of Kyocera's color copiers demonstrated excellent reliability, with every device scoring 10 out of 10.

KEYPOINT INTELLIGENCE

Process reviews hundreds of machines, from every vendor's line, calculating misfeeds, service calls, and total tested impressions.

With a low misfeed rate and zero service interventions required, Kyocera color copiers are designed to keep users productive.

KEYPOINT INTELLIGENCE

Best A4 MFP Manufacturer

Named Best A4 MFP Manufacturer at The Cannata Report's annual Frank Awards 2021 for the fourth year running.

In our 36th Annual Dealer Survey, 86% of dealers who named Kyocera as their primary A3 MFP provider also indicated us as their primary A4 MFP provider.

"We've never seen such a high percentage of dealers designate the same manufacturer in the primary position for both A3 and A4 devices in the history of the Survey."

CJ Cannata, president and CEO of The Cannata Report

KYOCERA

Printing Portfolio
Awards and Certifications

BTA's Channel's Choice Award: Primary Product Line Provider

The Business Technology Association serves office technology dealerships, resellers, manufacturers, distributors, and service companies. Its core members consult, sell and service hardware, software and supplies to help businesses optimize their investment.

Channel's Choice is based on a survey of the independent dealer community. Dealers rate their primary and secondary-line hardware vendors.

Key performance categories:

- DISTRIBUTION
- PRODUCT LINE
- INVENTORY
- DEVICES

Expanding Our Printing Portfolio

Printing Products
Production Printing

Production Inkjet Color MFP
TASKalfa Pro 15000c
15000c (146ppm)

The future of transactional print lies in inkjet production printing.

TASKalfa Pro 15000c: One of Kyocera's latest innovations.

Providing consistent quality across large quantities, the TASKalfa Pro 15000c is the solution for those looking to stunning quality, media flexibility, and cost-effective printing.

Productivity
Outstanding media flexibility.

Quality
600x600 dpi page after page

Fast warm up
First print time of just 5.5 seconds

Usability
Tablet-like panel for ease of use

Print speeds
150 prints per minute

Cut Costs
Reduced energy for lower energy bills

KYOCERA

Production Printing
Our Water-Based Ink-Jet Focus

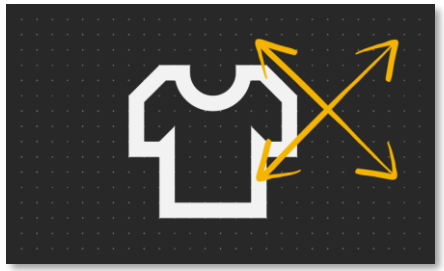
Quick drying, color fast and vibrant ink

Smear-resistant for the transactional market

Our water-based pigment ink features outstanding color and quick-drying properties. It's the best choice for the transactional market segment. Pigmented inks have a longer lifespan and are more color-fast than dyes.

A focus on the development of ink to drive the commercial and industrial print market

Document
High-speed color inkjet capabilities for transactional market.



Textile print
Wide-range fabric-printable ink will feature high gradation reproduction and enable users to print on various materials.

Label/package
Eco-friendly ink -capable of printing on a wide range of materials.

KYOCERA

KYOCERA Original Water-Based Pigment Ink

4. What We Do

4.2. Printing Software

Printing Software
Making the Most Out of Your Hardware

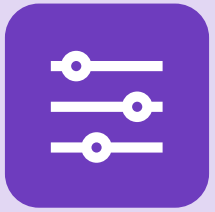
Our portfolio of printing software helps organizations reduce operating expenses, increase employee productivity, prevent the misuse or misplacement of sensitive data, and protect the environment.

Our print management solutions are segmented into four areas:

Cost Control and Security

Cloud and Mobile

Printer Management



Production Print Workflow

KYOCERA

Cost Control and Security
MyQ

Printing can be one of the more costly functions in your organization–but it doesn't have to be!
MyQ is a user-friendly solution that helps users reduce waste and prevent data leakage.

Easy to Use

Printing should be simple. MyQ allows you to print from any device, including their own, without having to find drivers, or figure out cumbersome controls.

Control Costs

Dashboards help you see who's printing the most and at what cost. Set policies to encourage black and white, and duplex printing to reduce waste.

More Secure

Your data is one of your most precious assets. With MyQ, your printed documents are only released upon device authentication.

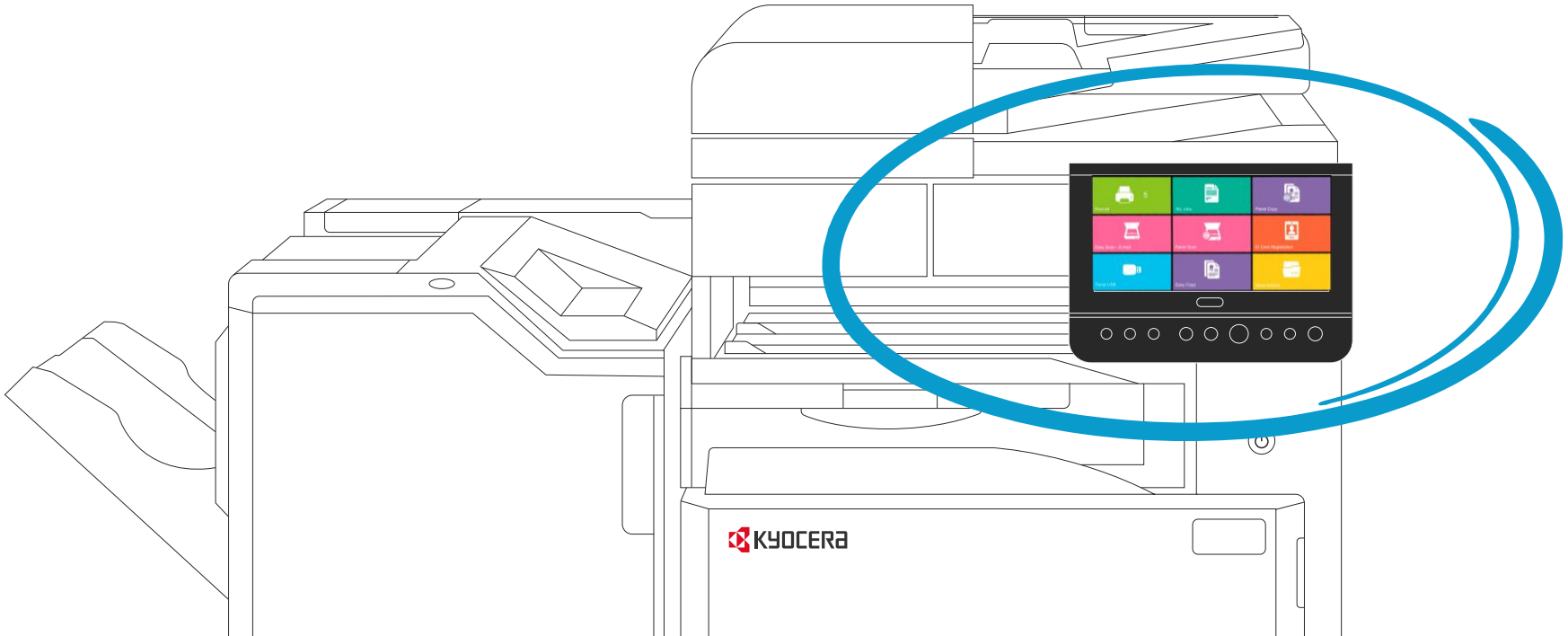
KYOCERA

Cost Control and Security
KNM and MyQ

These user-friendly print, scan and fleet management tools provide total solutions for print management, cost control and security.

Allows administrators to control and track users while fully monitoring any Kyocera fleet from one single solution.

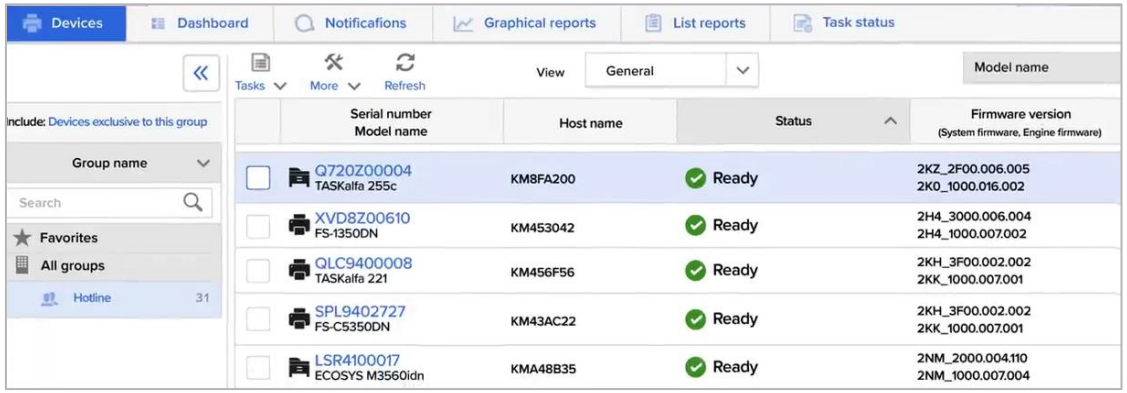
A business application that streamlines fleet management for both Kyocera and non-Kyocera devices.



KYOCERA

Printer Management
KYOCERA Fleet Services

Optimize device uptime and reduce costs with KFS, a highly secure, cloud-based monitoring solution that offers real-time visibility into a range of features.



Remote Monitoring

KFS is a cloud based, remote monitoring and support solution that **revolutionizes an organization's service model**. What's more, it can be accessed anywhere, anytime.

Real-Time Updates

Technicians can **monitor all devices in an organization in real-time**, to improve performance, proactively respond to issues, and update firmware remotely.

Use of Analytics

This **cloud management** tool uses analytics to improve end user experience.

Identify Opportunities

Sales professionals can consult customers with detailed analytics to advise on how they can **optimize their fleet, address user requirements or determine upgrade opportunities**.

Reduce Service Visits

Remote Panels lower technical burden rates by **reducing costly service visits** and reducing the time needed to handle multiple maintenance tasks quickly.

E-Automate Integration

KFS offers integration with **e-Automate** for optimized supply fulfilment.

KYOCERA

Cloud and Mobile

Kyocera Mobile Print, Mopria Print Services and Apple AirPrint

Take advantage of printing and scanning capabilities on the go from today's mobile & cloud technology.

Kyocera Mobile Print
Using the KYOCERA Mobile Print application, you can print from your smartphone or tablet in your office via a Wi-Fi network. It supports iOS and Android OS.

Mopria Print Services
A mobile printing standard that enables basic wireless printing between Android mobile devices and Mopria-certified printers from many brands. The primary benefit of a Mopria print solution is that you can print to multiple printers across printer manufacturers.

Apple AirPrint
AirPrint is Apple technology that enables printing from iOS or OSX devices without installing any applications or drivers.

Production Print Workflow

EFI Fiery

The Digital Front End (DFE) is the workflow touchpoint that accepts a print file, commonly a PDF or PostScript file in today's print environment and turns it into a format that the print engine (toner or inkjet) can use to lay down the content on the substrate.

A Fiery server is a digital front end for high production environments built to drive the TASKalfa Pro 15000c with **blazing fast processing speeds**, provide high efficiency job management tools and automate workflows for a faster turnaround time.

EFI Fiery
Benefits in Four Key Areas

Why do lots of digital printing users choose Fiery Digital Front Ends (DFE)?

Productivity

+ Fastest Raster Image Processor (RIP)
+ Fast variable data printing (VDP)
+ Automation
+ Advanced job management

Color

+ Color consistency
+ Color accuracy
+ Image quality
+ Image enhancement

Usability

+ Intuitive workflows
+ Minimal clicks
+ Short learning curves
+ Free online training and resources

Integrity

+ Integrated Fiery Workflows Suite applications
+ EFI™ MIS, Web-to-print, prepress and production workflow integration
+ Custom integration with Fiery JDF, Fiery API

KYOCERA

Production Print Workflow
PrintNet Solutions

PrintNet completely automates the electronic print job submission process.

PrintNet is a state of the art, cloud-based web to print & document management solution **designed to make print management easier, faster and more cost effective**.

PrintNet centralizes incoming job orders by providing an organized and efficient dashboard, making it easy for the print center staff to manage their incoming print orders.

PrintNet Solutions

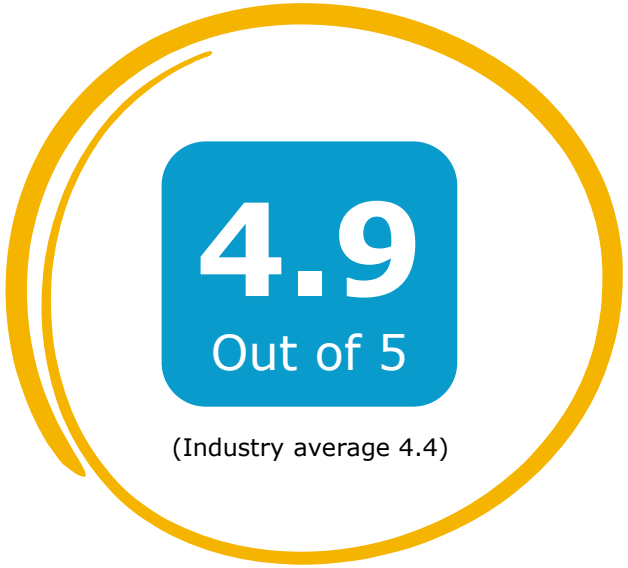
KYOCERA

Awarded for MPS
Gartner Peer Insights

Kyocera has been recognized by Gartner Peer Insights for its outstanding Managed Print Services offering.

The "Voice of the Customer" is a report that collates Gartner Peer Insights reviews into insights for IT decision makers.

Kyocera ranked highest in each of these four areas highlighted on the right.



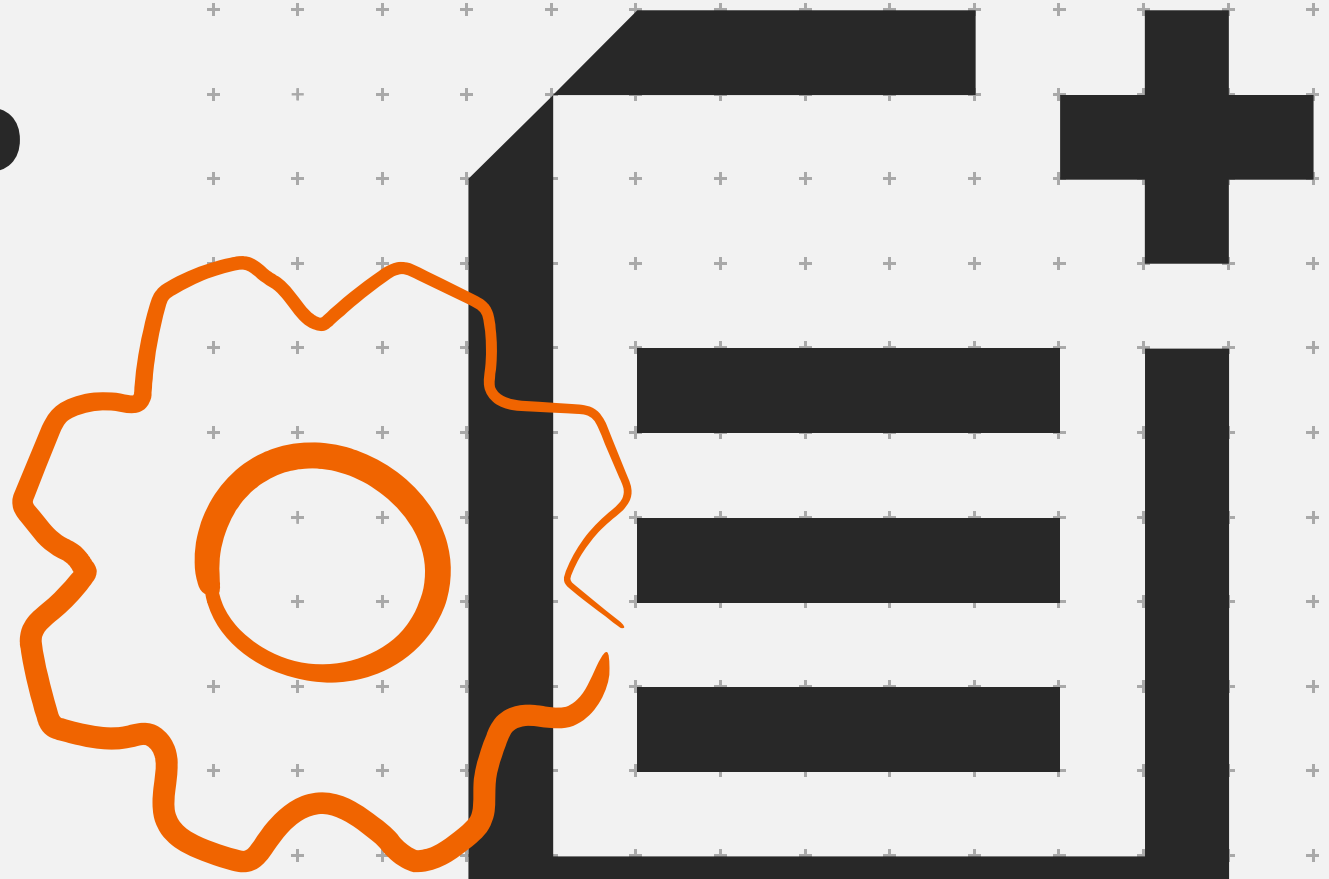
Gartner®

Key areas highlighted by users:

- Service Capabilities
- Evolution and Contracting
- Planning and Transition
- Delivery and Execution

4. What We Do

4.3. Content Services



KYOCERA

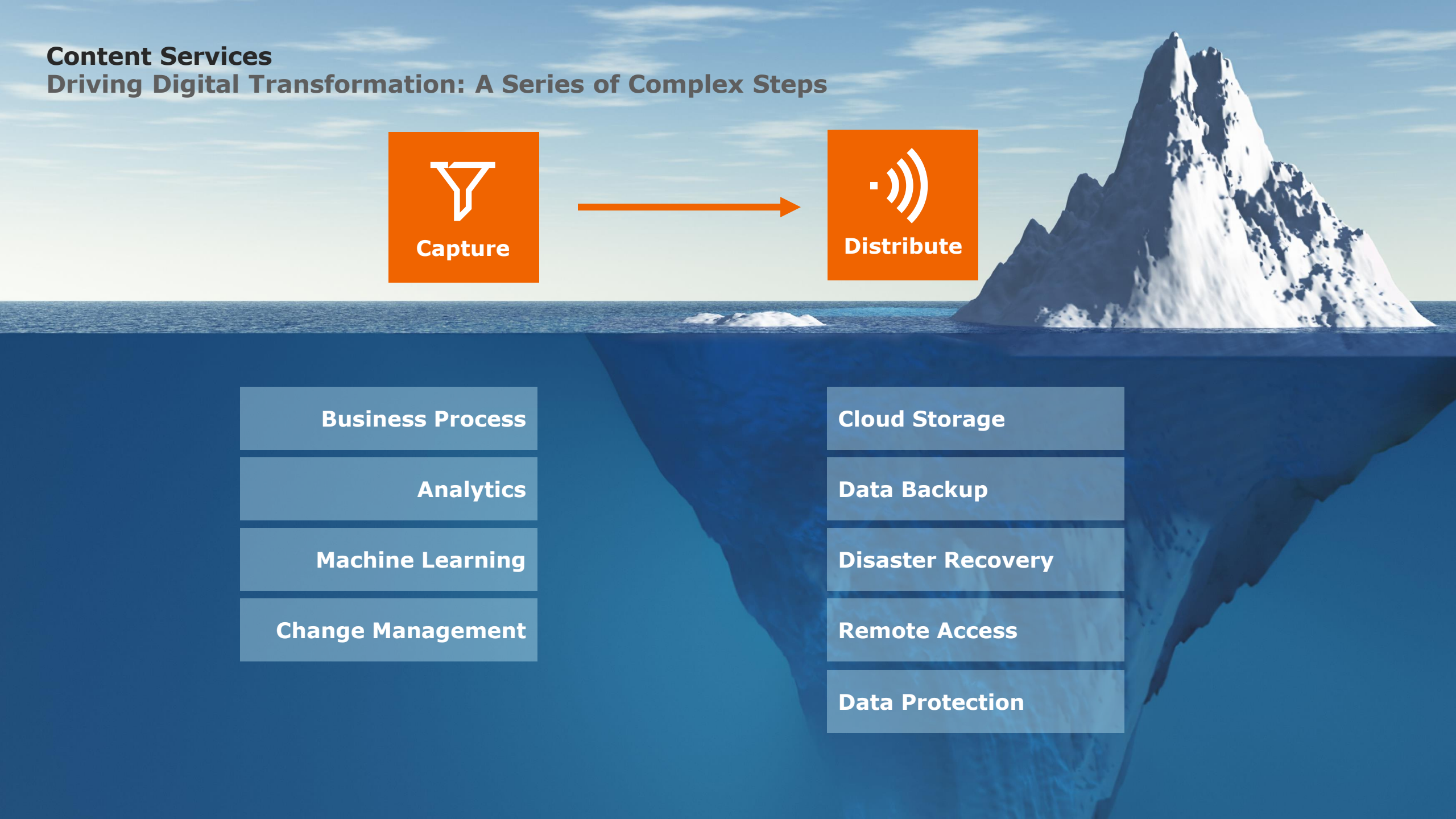
Content Services
Controlling Information

Kyocera offers solutions for your digital transformation journey.

Organizations need to know how to manage their information efficiently and securely. Digital transformation is at the heart of these ever-changing needs and content services supports those efforts.

Content Services

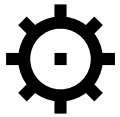
Driving Digital Transformation: A Series of Complex Steps



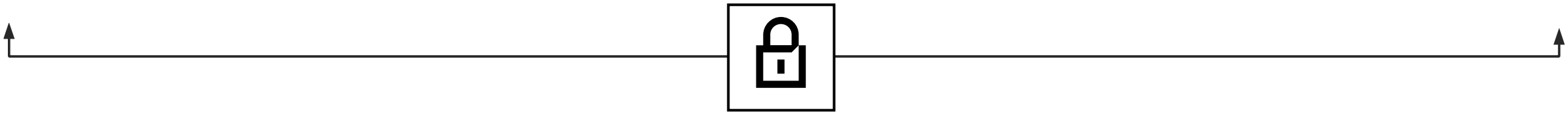
Content Services

Kyocera Helps During Every Step of the Digital Journey

Business Process & Change Management



Acquire	Assess	Process	Store	Connect
Digital Transformation starts with collecting your data, both in hard copy and electronic form and making them available for assessment.	Using pattern matching and machine learning, data is assessed to determine which workflow process the data needs to follow.	Once data has been classified, the proper workflow process is initiated, and documents can be evaluated further before being stored.	Data needs to be available to you and your knowledge workers at any time and in any place. That means storing it on-site and in the cloud.	Data needs to be accessible anywhere, at any time, and on any device. Modern networks connect your people to the data they need, securely.



Protect

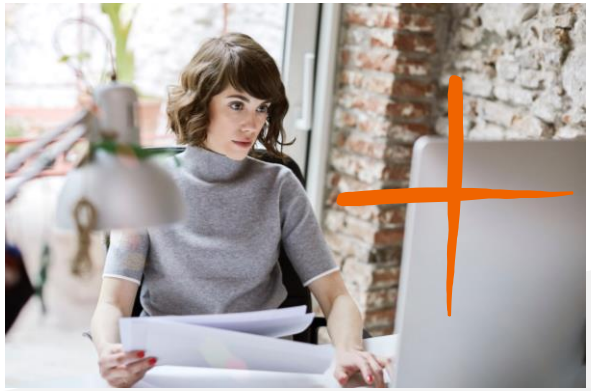
This entire process is underpinned by a robust security infrastructure. Securely capturing, processing and storing data is essential to avoid data loss, ransomware and theft.

KYOCERA

Content Services
Get the Most Out of Your Software

Improve Productivity

Keep your employees productive and get things done faster with workflow solutions.



Integrate Seamlessly

Link your data to key applications such as the cloud to reduce time transferring data manually.

Control Costs

Every penny counts. You need solutions that control costs and reduce waste.

Reduce Risk

Protect you and your clients' data from the moment it is acquired and throughout its lifecycle.

KYOCERA

Content Services

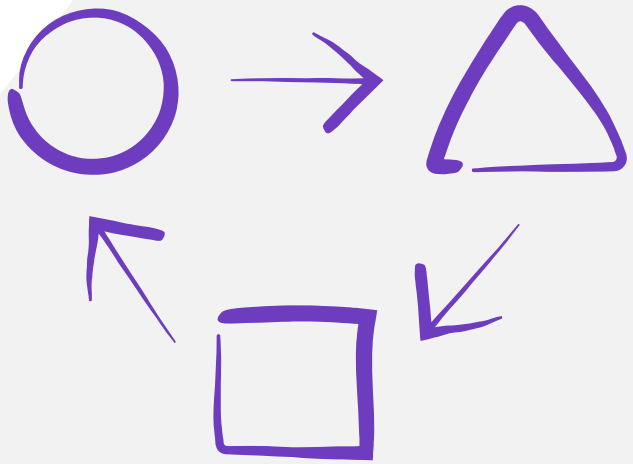
Scan & Connect, Intelligent Process Automation and Enterprise Content Management

Scan & Connect

Scan and capture solutions make sure your documents, whether they're scanned directly at an MFP, imported electronically, dropped to a folder, sent from an e-mail address or anywhere else, **are sent to the correct personnel in the format you need**.

Intelligent Process Automation

Capture processes and extract information from a variety of sources. Automatically route and store that information for digital access and action to be taken.



Enterprise Content Management

Strategies, methods and tools used to capture, manage, store, preserve, and deliver content and documents related to **organizational processes**. ECM tools and strategies allow an organization to manage unstructured information, wherever that information exists.

KYOCERA

Scan & Connect
Simple Scan – Cloud Connect - Fax

Scanning Apps

PinPoint Scan 3
Scan to any location with the touch of a button.

DMConnect
Turn hard copy information into editable digital files.

KYOCERA Net Manager
Scan via your Kyocera device and immediately send to any location.

MyQ
Scan via your any device and immediately send the file to your screen.

Connectors

Microsoft Connector
Send documents directly to OneDrive, SharePoint and Exchange

Google Connector
Send documents directly to Google Drive and Google Apps

OnBase Connector
Send documents directly to Hyland OnBase ECM

ShareBase Connector
Send documents directly to Sharebase.

Fax Connectors

AccuSender Fax Connector
Simplify faxing with your MFP

XMediusFax Connector
Integrated faxing with XMediusFax Server

RightFax Embedded
Integrated faxing with OpenText RightFax

KYOCERA

Scan & Connect
DMConnect

DMConnect is an advanced capture, distribution, and workflow solution that's powerful, easy-to-use, and capable of streamlining business processes. It's the key to document conversion, turning hard copy static images into digital, usable and editable information.

Advanced OCR

Capture documents and information from digital sources, e-mail, and directly from the MFP. Automate data extraction from forms and 2D barcodes with OCR.

Time is Money

Form Recognition lets users extract a large amount of data from a document with little or no human input, saving time and speeding up document processing.

Intelligent Routing

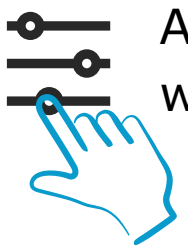
Once a document has been captured and indexed, DMConnect can automatically send it directly to your online storage, cloud or ECM solution.

KYOCERA

How three key steps will digitize your paper world:

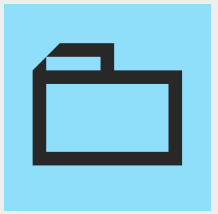
Eliminates tedious manual capture and data distribution.

Enables decentralized scanning.

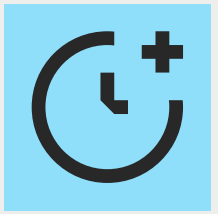


Allows users to create customized workflows.

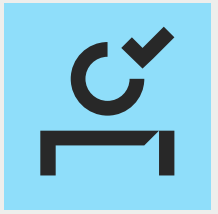
The Benefits



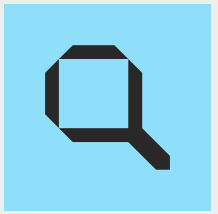
Better Allocation of Resources
Automation frees up valuable resources.



Improves Efficiency and Speeds Up Processes
Immediate capture and dissemination of information keeps workflows moving.



Assign Data to Relevant People Instantly
Information is directed to who it needs to reach in an instant.



Provides the Building Blocks to Search Digitally
The ability to quickly locate the documents you need fuels greater productivity.

Enterprise Content Management
Kyocera’s ECM strategy

Gartner, a leading industry analyst firm defines ECM, Enterprise Content Management (ECM), as something used **to create, store, distribute, discover, archive, and manage unstructured content** (such as scanned documents, email, reports, medical images and office documents) and ultimately analyze usage to enable organizations **to deliver relevant content to users where and when they need it**.

Kyocera’s software solution engineers and valued ECM partners work hard to provide your organization solutions to reduce costs, improve work efficiently and enhance security.

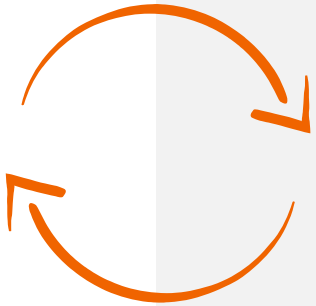
KYOCERA

Enterprise Content Management
Kyocera’s ECM strategy

Store and collaborate, manage your information, and automate your business processes.

Keep track of all content via one cloud-based drive

By centrally storing your organization's documents and information in collaborative cloud solutions you **retain control** of your data and **empower** users to work more effectively **from the office, on the road or in the field**.



Digital transformation made simple

The next level up involves managing your information and automating business processes. By doing this you can **set policies, share and send, build workflows, and interact with a document throughout its lifecycle** along with proper naming conventions for indexing. It’s a digital transformation process.

KYOCERA

Enterprise Content Management
Collaboration with Hyland

Hyland®

Kyocera Document Solutions understands that different clients require different ECM solutions. Because of this, **we've internally developed some of our own ECM solutions, while also partnering with Hyland, an industry leader, to provide a full set of offerings to our customers**. Hyland is a leading content services provider that enables thousands of organizations to focus on what they do best – we're proud to say we sell, support and have even collaborated with Hyland on our ECM product offerings.

KYOCERA

Enterprise Content Management
DataBank – a Kyocera Group Company

DataBank
A KYOCERA GROUP COMPANY

DataBank is North America's leading end-to-end business process solution provider. BPI, or business process improvement is a methodology for maximizing operational effectiveness. ECM solutions support BPI initiatives allowing organizations to increase operational efficiencies, boost productivity, reduce operating costs, enhance information security, and facilitate disaster recovery.

OnBase PLATINUM PARTNER

DataBank is a Platinum Onbase Partner and the #1 OnBase Reseller in North America.

Hyland DIAMOND SUPPORT PARTNER

DataBank has also received recognition as a Hyland Diamond Support Partner. As a Diamond Support Partner, DataBank meets the highest standards when it comes to customer retention, the ratio of employees providing support to customers and of customers using the latest software release.

In 2017, Kyocera acquired DataBank – North America's leading ECM solutions provider and the largest reseller of Hyland software.

KYOCERA

ScanDirect™

Powered by DataBank IMX

ScanDirect allows traditional dealers to quickly and easily offer clients a simple document scanning solution as a part of their total offering.

This solution uses a strict set of parameters that allow the consultant to present a conversion option without involving multiple resources. These include:

- **Allowed Documents:** Specific page sizes, the use of folders, bound documents instead of books.
- **Transportation:** DataBank ships boxes and corresponding return labels directly to the client.
- **Scanning:** Documents will be scanned in duplex mode and in B&W at 300 DPI.
- **Indexing:** Documents will be indexed by Box, Folder Number, and Contents.
- **Output:** Output will be in the form of Named PDFs.
- **Delivery:** DataBank will place the exported files on its SFTP site to be downloaded by the dealers' PS teams.
- **Document Requests:** All request are completed via a Document Request Form.

Storage and Collaboration
Sharebase

ShareBase® by Hyland

ShareBase is Hyland's cloud-based sharing and collaboration software that creates a space where businesses can share content, collaborate on documents and even share assets inside and outside of the organization securely when necessary.

Employees need to share content and collaborate

KYOCERA

Enterprise Content Management
OnBase

OnBase® by Hyland

An ECM Solution designed for **large enterprise organizations** looking to revamp a number of their consuming business processes.

A single enterprise information platform that centralizes your important business content in one secure location and delivers relevant information to you when you need it, wherever you are.

How OnBase Manages Information:	
	Capture documents & data
	Manage information in one system
	Access content from anywhere
	Integration friendly
	Measure process & system performance
	Store, protect & destroy content

KYOCERA

Enterprise Content Management
Square 9

square9 softworks

+ Square 9 automates paper-intensive processes while improving the storage, organization, and monitoring of documents.

+ It is a complete digital transformation solution for managing the entire document/content lifecycle, from capturing documents and data, routing, until document destruction.

+ Square 9 has options for advanced process automation, systems integration, approvals and more.

+ Square 9 helps users to quickly and accurately retrieve, manage, and share business data and documents.

KYOCERA

GlobalCapture

Document Capture Automation

Transforming content into high value information

GlobalCapture >

GlobalAction

Business Process Management

Putting information into motion

GlobalAction

GlobalSearch

Enterprise Content Management

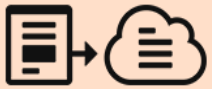
Secure access, storage, and retrieval of business-critical documents

GlobalSearch

GlobalForms

Web Forms Management

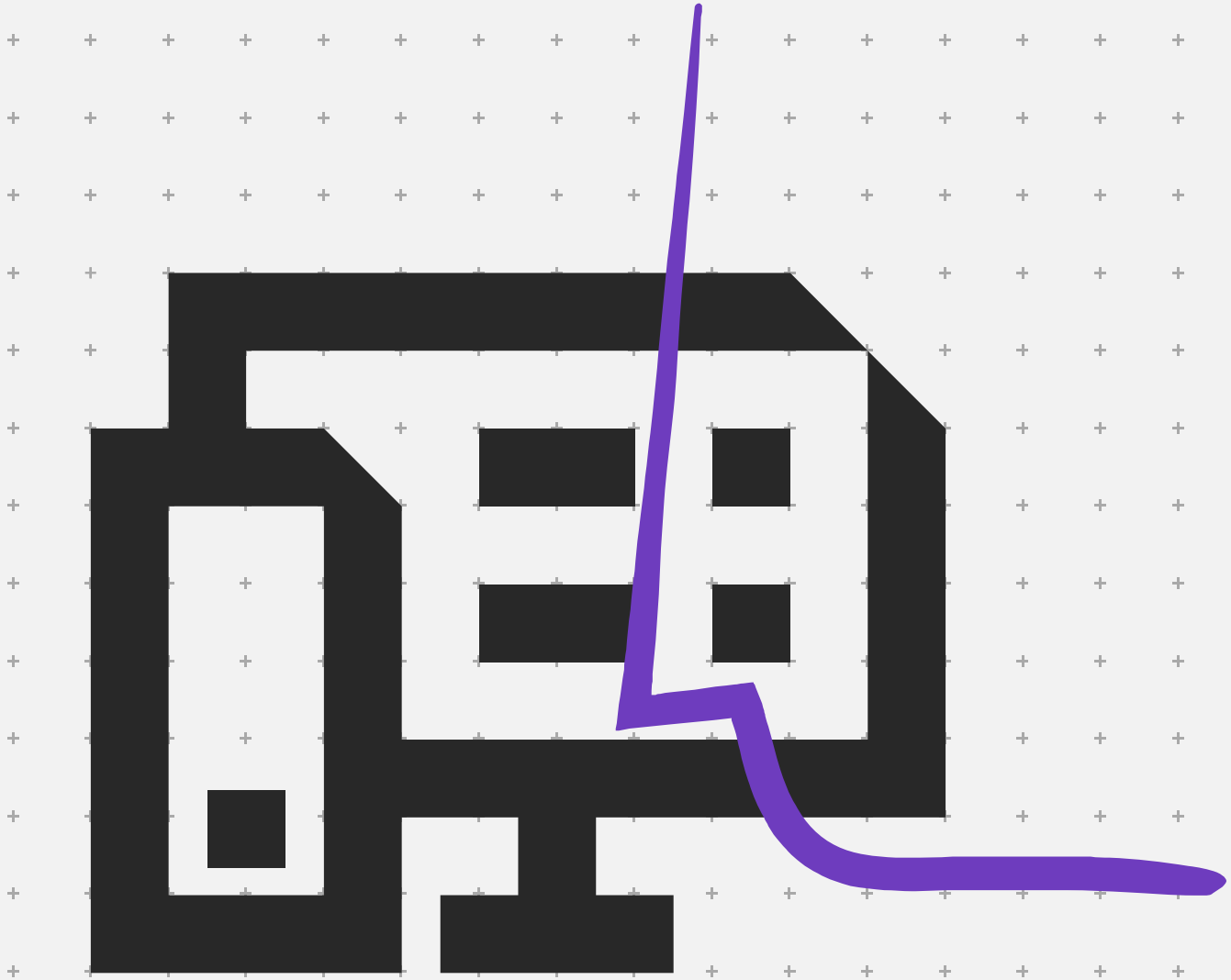
Highly-efficient information capture



GlobalForms >

4. What We Do

4.4. Information and Communications Technology (ICT)

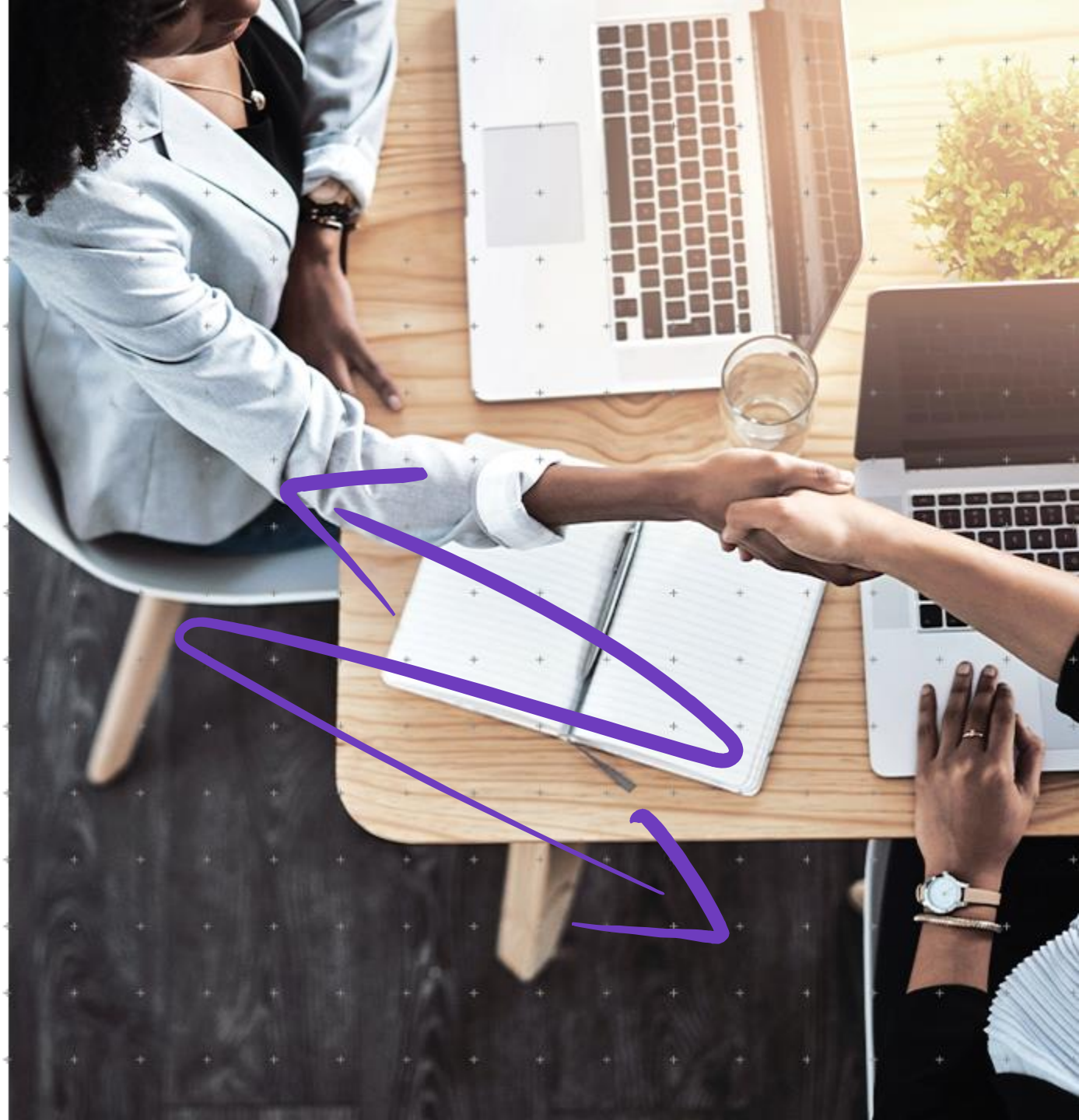


KYOCERA

ICT Solutions
Partnership Support

Kyocera’s IT Solutions are designed to help today’s businesses put knowledge to work.

The next step in our ongoing diversification of products and services is a wider-ranging implementation of ICT solutions. Expanding upon our software expertise within content services, ICT solutions help businesses to use technology more efficiently in order to get more out of the data and gain a competitive advantage.



ICT Solutions - Challenges Facing Modern Businesses

Forget about transformation...can you even keep up?

Today's solutions won't guarantee future success

As technology evolves, where will you find the innovative solutions required to transform your business?

The cloud is no longer optional

With the rise of ICT as a service, how will you keep up as the competition moves towards hybrid ICT?

The cybersecurity landscape is evolving

As the threat of ransomware evolves, how will you protect your data and remain compliant?

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ICT Solutions
All About Your Data

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How Do We Put Knowledge to Work?

The Cybersecurity Journey

Acquire	Process	Store	Connect	Share
Capture and output solutions to get a hold of your data.	Productivity and workflow solutions to keep your business moving.	Store, retrieve, back up, and archive your critical data.	Access your data anywhere and on any device.	Collaborate on documents and connect seamlessly.
Document Management Solutions	Workflow and Application Solutions	Cloud and Storage Solutions	Network Infrastructure Solutions	Collaboration Solutions

Cybersecurity Solutions

Protect your data at every stage of its journey.

KYOCERA

ICT Solutions

Helping to Optimize Your Digital Transformation

Technology Solutions

We provide cutting-edge technology solutions to help you get the most out of your devices.

+ Cloud & Data Centers
+ Network Infrastructure
+ Cybersecurity Solutions
+ Collaboration Solutions

Consulting and Advisory Services

Our team is ready to help your business get the most out of your technology investment.

+ IT Health Check
+ CIO as a Service
+ Healthcare Compliance
+ Backup and Recovery Planning

Professional Services

We help you to implement ICT solutions from start to finish.

+ Design and Architecture
+ Project Implementation
+ Project Management

Managed Services

Our team knows how to run IT so you don’t have to.

+ Managed Services
+ Help Desk Services
+ Onsite Support

KYOCERA

ICT Solutions

Technology That Delivers What You Need

Features:

Cloud and Data Centers

Network Infrastructure

Cybersecurity Solutions

Collaboration Solutions

Outcomes:

Optimize Your Investment

Work smarter and more efficiently with complete software solutions.

Robust Infrastructure

We help you build strong networks and foundations that cover all IT needs.

Improved Security

Stay protected with the most up-to-date solutions for extra peace of mind.

Greater Collaboration

Enjoy reliable, safe, and seamless unified communications across your organization.

Our Approach

We conduct an on-site assessment

We understand your needs and where to gain benefits.

We recommend new technology to streamline how you work.

Continue to innovate and become more efficient.

KYOCERA

ICT Solutions
Consulting and Advisory Solutions

Features include

- Network Assessments
- Application Assessments
- Virtual CIO
- IT Roadmap Planning
- Security Assessment
- Cloud Backup and Disaster Recovery Planning

The outcomes you want

Drive Efficiency

We understand how users utilize technology and applications to get their work done.

Secure Your Data

We review the security state of your existing IT to identify any risks present to your business.

Fit Into Your Systems

We work with your team to look at the whole solution, and then make recommendations tailored to your business.

A Sustainable Future

We build a technology roadmap to help you plan out your future IT expense on a budget you can live with.

Our approach

KYOCERA

ICT Solutions
Professional Services

Features:

Fixed Price and Hourly Projects

Project Management

Retainer-based Billing

Expertise Across Technologies

Remote Staging

Outcomes:

We Implement For You

Spend less time implementing technology and let our engineers do the heavy lifting.

Make Life Easy

Our project management methodology helps keep your project running smoothly.

Inform Your Team

We test our solution and perform handover training so you can get working right away.

Fixed Costs

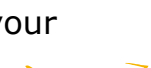
Fixed Price Projects mean you pay one fee and we do the work in scope, not matter how long it takes.

Our approach

We scope the solution and agree on the price.

We plan the project and align on milestones.

We implement your new solution.



Our Managed Services can run the solution for you.

KYOCERA

ICT Solutions
Managed Services

Features:

Remote Monitoring and Management

Proactive Security Updates

Proactive OS Patching

Help Desk Support

After Hours Emergency Access

Deskside Support

Outcomes:

Focus on What You Do Best

We take care of IT, so you don't have to worry and challenges are kept to a minimum.

Reduced Risk

Keep downtime to a minimum so your business keeps running with our expert technicians handling issues.

The Perfect Fit

We assess your environment in order to customize a solution for you.

Predictable Costs

Predictable costs that help to keep your business expenses in line.

Our approach

We conduct an onsite assessment → We recommend technology if needed → Our professional services deploy the solutions → Your services are activated

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ICT Solutions

Benefits of Proactive Versus Reactive

	Reactive Model
1	A problem is detected.
2	You contact your provider.
3	You troubleshoot the issue with the provider.
4	If the issue cannot be resolved remotely, the provider travels to your site.
5	Once there, the issue is diagnosed.
6	The issue is resolved.

	Proactive Model
1	Our remote, continuous monitoring detects a problem and notifies the NOC.
2	We use remote access to diagnose the issue.
3	We solve the problem.

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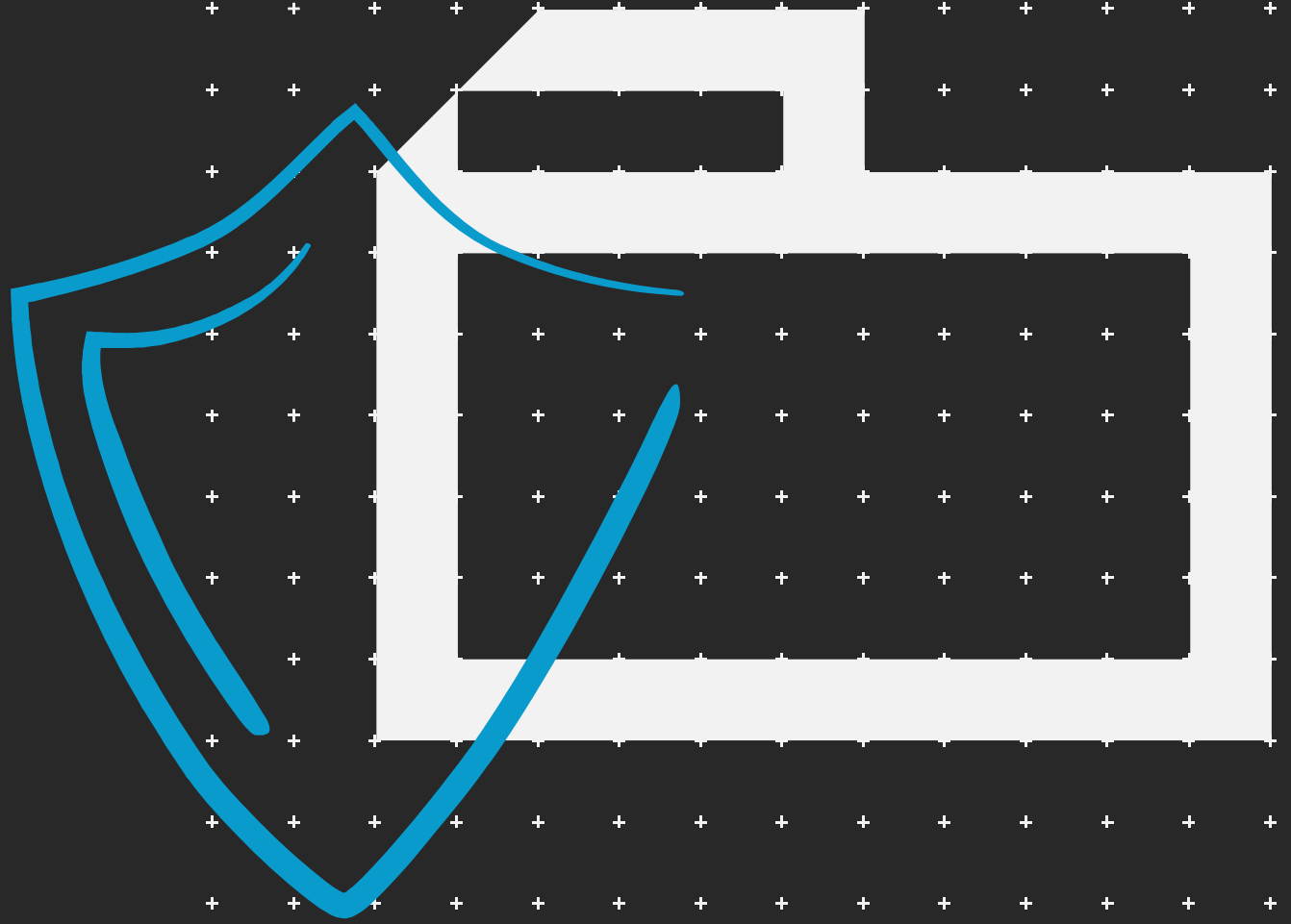
Dedication to Security



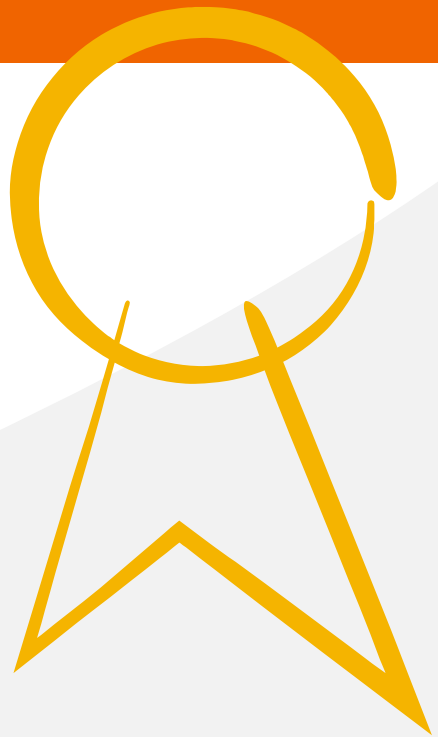
KYOCERA

Our Awarded Dedication to Security

IDC Recognition

Our strengths:

- Holistic approach to print and document security – looking beyond the hardware
- Expertise in document workflow and process optimization
- Portfolio of owned IP and partner-enabled solutions
- Ability to specifically address needs within the SMB sector



IDC Recognition

The IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of ICT (information and communications technology) suppliers in a given market.

Kyocera is a Major Player in IDC's MarketScape for print and document security solutions and services worldwide.

Security
Keeping Documents and Data Safe

What you need…

Data protection

Compliance with national standards

The ability to prevent and detect threats

Minimizing business disruption

….our features will provide

1. Device Hardening
Kyocera provides a list of all ports and protocols that can be enabled or disabled. Over 40 different configuration and security selections can be set on the Kyocera Device.

2. Encryption
Copy, print, and scanning functions employ 256-bit encryption and 7 times overwrite for memory, storage, and communications. Designed to meet ISO, DOD FIPS and HIPPA standards.

3. Monitor and Audit
Clients can use their existing tools or Kyocera Net Manager to monitor and audit their environment to detect unauthorized access.

4. Securing the configuration
Kyocera devices can be configured to lock users out after a set number of failed attempts and log the users address to prevent unauthorized changes

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Security
Kyocera End-to-End MFP security

Built-in Security

Kyocera MFPs have security features built right into the hardware to help you prevent unauthorized access.

Secure Operations

Our solutions help you prevent new threats and counter security attacks remotely so you can monito and protect your fleet wherever you are.

Best Practices

Our security features are robust and compliant with national regulations without complication. Kyocera security best practices help you find the balance between security and simplicity.

End of Life

Every device has a memory and printers are no exception. Kyocera devices have built-in sanitation capabilities and utilize end of life sanitization, so when your device is ready for upgrade no data is left behind.

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Security
Hardware Security

Secure Boot Feature

Secure Boot means that your device performs a comprehensive check at start up to ensure your platforms are at 100% integrity.

This includes Firmware and Bios, Kyocera Proprietary LINUX Platform, and Kyocera Proprietary Java platforms.

Run-time Integrity Checks

Run-time Integrity checks are performed periodically to safeguard the firmware, including the Java, LINUX Platforms and Bios to confirm that there has been no compromise during the operation of the MFP.

Trusted Platform Module Chip (TPM)

The Kyocera TPM chip is an encrypted key used to prevent unauthorized access to data if the built-in storage device is removed. If the TPM is not present, all data is inaccessible. It protects HyPAS applications, address books, logs, image data, as well as document boxes and user lists.

White List Applications

White List Applications detail a list of acceptable applications. This approach helps prevent non-approved applications from being loaded. Furthermore, it ensures that Malware applications cannot be run on the devices.

KYOCERA

Hardware Security
End-of-life Sanitization Process

01 Set the sanitization date for the end of device's lease or end of life.

02 Auto-generated e-mail sent to admins when process is started.

03 Data is low-level formatted seven times to prevent recovery.

04 The MFP prints a confirmation report after the process is complete.

05 Display permanently indicates that the sanitization process was performed.

06 The MFP is disabled successfully.

The End-of-Life Data Sanitization (EOLDS) is designed to ensure your Kyocera MFP will be cleaned of all user-level data completely before the device is disposed of or removed from your locations saving valuable time and resources while protecting your information.

Reactivation of formatted MFP for lease returns is only possible by authorized Kyocera Technicians

KYOCERA

Software Security
Secure Applications

Cloud and platforms

Document solutions

Professional services

Device and security management

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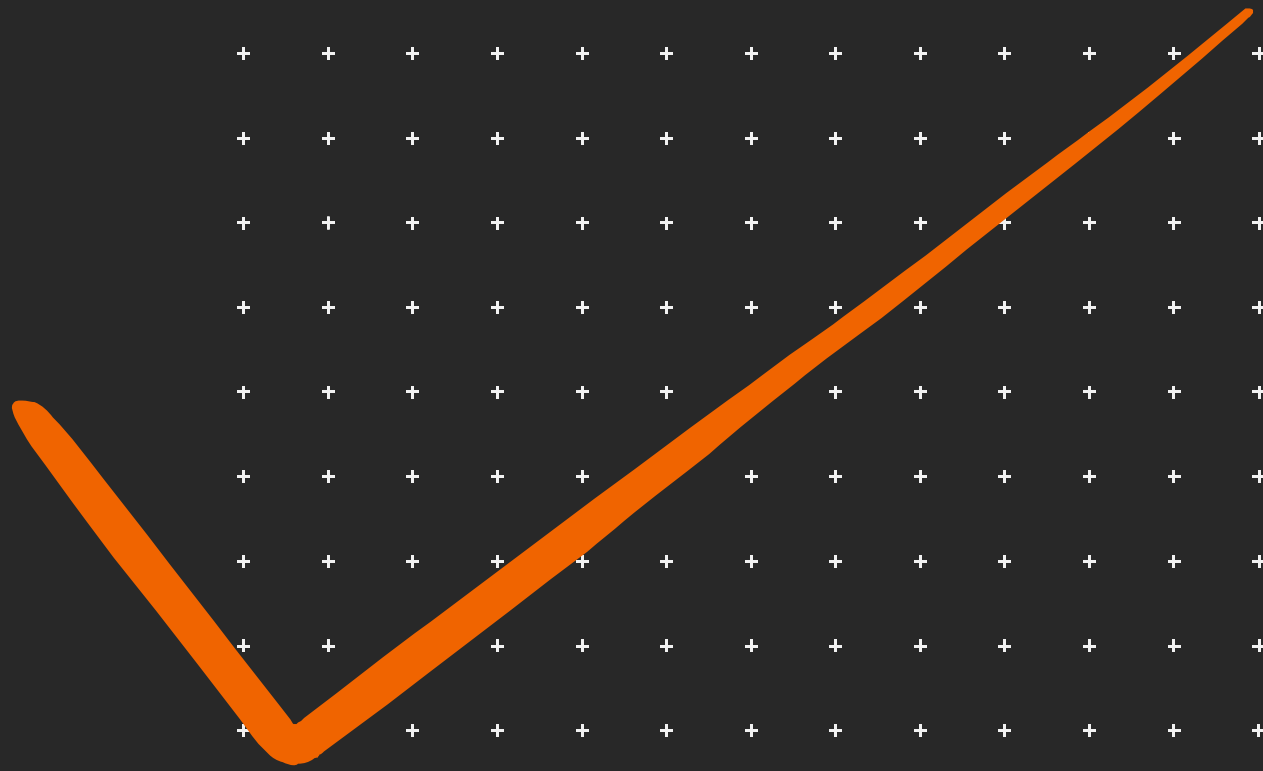
Thank you!

KYOCERA Document Solutions America
225 Sand Road, PO Box 40008,
Fairfield, New Jersey 07004-0008, USA

Tel: 973-808-8444
Web: kyoceradocumentsolutions.us