

## Xerox Corporation

2014 Document Imaging Solutions  
Line of the Year



# xerox



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Software and services are an integral part of the document imaging ecosystem, required in order to solve customers' business challenges. Therefore equipment makers and resellers have learned they cannot live by hardware alone. Among the leading document imaging OEMs, Xerox Corporation has been honored as the recipient of BLI's "2014 Document Imaging Solutions Line of the Year" award thanks to its exceptional portfolio of document imaging software. The honor extends to Xerox's North American and European local operating companies in the markets BLI serves.

Given once a year, this award recognizes the document imaging vendor that offers the strongest solutions portfolio across the range of software categories BLI covers on its Solutions Center subscription service. To determine the Solutions Line of the Year award recipient, BLI's highly experienced staff of technicians and editors considered the imaging software each leading printer and MFP OEM officially sells and supports via its direct and independent sales channels.

"In the document imaging business today, OEMs and their reseller partners need a complete and compelling solutions portfolio to augment their hardware offerings," said BLI Senior Editor Jamie Bsales. "After careful evaluation of the company's in-house developed and third-party partner offerings, including lab-based testing of its latest products, BLI analysts feel that Xerox's solutions line-up is the most comprehensive based on our judging criteria."

The analysis took into account both the breadth and quality of those offerings. For the breadth of the portfolio, BLI considered how complete each vendor's line is across the most important document imaging software categories, including document management, document capture and workflow, cost accounting and recovery, print management, mobile

printing and more. Another consideration was the variety of offerings in each of those categories to suit the needs of different size organizations, from small businesses to global enterprises. Judgement on the quality of the solutions was based on the overall rating received by any products that had been submitted to BLI for lab-based evaluation, which takes into account a solution's feature set, value, ease of use and other attributes.

Helping put Xerox out front in this analysis were the strong collection of the company's own solutions, including the DocuShare family of document management products, Xerox Mobile Print Cloud and Mobile Print Solution in mobile printing, Xerox ConnectKey for SharePoint and Share to Cloud in the document capture/workflow category, and Xerox Scan to PC Desktop Professional 12 among desktop productivity solutions. Xerox also benefitted from its excellent range of third-party partner solutions, including Nuance's Equitrac print management offerings, NSi AutoStore and Nuance eCopy ShareScan capture/routing products, Print Audit's accounting and fleet management tools, and a host of others.

"Businesses are looking for ways to make their processes simple so more attention can be spent on what matters most—being productive and profitable. When customers combine Xerox's technology with our solutions they can create a work environment that fosters success," said Karl Dueland, vice president, Solutions Delivery Unit, Office & Solutions Business Group, Xerox. "Offering innovative solutions that improve how works gets done is a priority our solution partners share with us."

## About **BLI Pick Awards**

Once a year in conjunction with its Winter "Pick" awards, BLI gives special recognition to the OEMs whose product lines stand above the rest in the various document imaging arenas BLI covers: MFPs, Printers, Scanners and Solutions. The "Document Imaging Solutions Line of the Year" award takes into account the breadth and depth of an OEM's solutions portfolio—both home-grown solutions and officially sanctioned third-party partner solutions sold by the OEM—in the software categories covered on BLI's Solutions Center subscription service ([www.buyerslab.com/solutions](http://www.buyerslab.com/solutions)). More importantly, the quality of those offerings is taken into account, as those solutions that have been submitted to BLI's lab for evaluation—and rated in key areas such as feature set, value, ease of use and ease of setup/administration—carry the most weight in BLI's evaluation.

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