

## Xerox Corporation

2015 Document Imaging Solutions Line of the Year



# xerox



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Software solutions have become an integral part of the document imaging ecosystem, helping to streamline critical business processes, free up knowledge workers from menial or repetitive tasks, increase productivity and improve access to data across the organization. Digital imaging equipment OEMs deliver these benefits through the mix of solutions they offer to customers, and among them Xerox Corporation stands out for its exceptional portfolio of document imaging software. Accordingly, the analysts at Buyers Lab LLC (BLI) have named Xerox as the recipient of BLI's "2015 Document Imaging Solutions Line of the Year" award.

Given once a year, this award recognizes the document imaging OEM 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 experienced staff of analysts considers the imaging software each leading printer and MFP OEM officially sells and supports via its direct and independent sales channels. The OEM's own products, as well as products from partner ISVs (independent software vendors), were taken into account in categories that include Document Management, Document Capture & Workflow, Print Management, Device Management, Mobile Printing, MFP Connectors and others.

"For the second year in a row, the broad range of solutions Xerox makes available to its customers helped propel it to the front of the pack among document imaging OEMs according to our judging criteria," said Jamie Bsales, senior editor for solutions coverage

at BLI. “Xerox is particularly adept at developing solutions that address customers’ ‘pain points’ to solve business challenges, as well as at partnering with third-party developers to offer best-of-breed solutions.”

To determine the “Solutions Line of the Year” recipient, BLI’s analysis takes into account the completeness of the OEM’s solutions portfolio along with the overall excellence of those solutions. For the breadth of the portfolio, BLI analysts consider how complete an OEM’s line is across the most important document imaging software categories. Judgement on the quality of the solutions is 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 key attributes.

Xerox benefitted greatly in this analysis from the strong portfolio of solutions it has developed in-house, including ConnectKey for SharePoint and ConnectKey Share to Cloud for delivering scanned documents directly from the MFP to popular repositories, Xerox App Studio for creating MFP-embedded connectors to streamline document capture/delivery chores, Xerox Mobile Print Solution and Mobile Print Cloud for enabling mobile print functionality across an entire organization, and the Xerox DocuShare family of document management products tailored to a wide variety of needs and budgets. Xerox also benefitted from an unsurpassed roster of third-party partner solutions it offers to customers, including Nuance Communications’ Equitrac print management offerings and AutoStore and eCopy ShareScan document capture/processing routing products, Print Audit’s accounting and fleet management tools, output management products from A.N.D. Technologies and PaperCut and a host of others.

“Our customers are raising the bar on expectations around efficiency and productivity. Xerox has consistently strived to meet or exceed those expectations by offering the most advanced multifunction technology, built around our ConnectKey ecosystem, and a complete set of solutions that demonstrate our commitment to innovation,” said Siddhartha Bhattacharya, director of Global Office Marketing, Office and Solutions Business Group, Xerox. “Being awarded back-to-back BLI Solutions Line of the Year awards is validation of the continuous focus Xerox and third-party partners have had on simplifying the way our customers work and helping our partners and resellers deliver unique and differentiated workflows through the Xerox App Studio and ConnectKey apps.”

## About **BLI's Line of the Year Awards**

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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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