

## Xerox Corporation

BLI 2024-2025 Pacesetter Award in  
Education: K-12 Schools



Xerox Corporation has won a Buyers Lab (BLI) 2024-2025 Pacesetter Award in Education: K-12 Schools thanks to its...

- Comprehensive range of hardware designed to meet the specific needs of K-12 school systems, from administrative offices to classrooms to centralized print shops
- Extensible ConnectKey device architecture and associated MFP-resident apps—several enhanced by AI—that can streamline tasks for educators
- Advanced information management solutions and services that help schools efficiently handle documents
- IT services that deliver tailored solutions including computer hardware, networking and cybersecurity, and comprehensive support services ranging from configuration to installation to warranty repair

Teacher shortages, student mental health, learning loss, and strained budgets are pushing many K-12 school systems to the breaking point. Today, education-market customers need a technology provider that can help shoulder the day-to-day operational burdens so resources can be focused on the pressing needs of students and staff.

To determine which document imaging and smart workplace vendors lead the market in providing solutions to the education vertical, Keypoint Intelligence analysts conducted an in-depth study of 40+ points of potential differentiation. Xerox stood out for its managed services, digital transformation (DX), and personalized communication tools especially suitable for the K-12 market.

“Xerox is a comprehensive provider of technology tailored to the needs of K-12 schools,” said Jamie Bsales, Principal Analyst in Keypoint Intelligence’s Workplace Group. “Thanks to wide-ranging capabilities that integrate print hardware and infrastructure management, advanced DX tools, professional services, and IT support, Xerox helps schools enhance operational efficiency.”

The company’s print and scan hardware addresses the varied demands of K-12 schools. Xerox’s managed print services (MPS) help schools reduce costs, streamline print environments, and improve efficiency. With remote monitoring and automated maintenance, downtime is minimized so staff can focus on core responsibilities.

“Xerox offers software solutions to streamline educational workflows, too,” said Bsales. “The DocuShare platform provides secure and scalable sharing and storage, making it easier for schools to manage student files and compliance-related materials.” Also, the ConnectKey suite of MFP-resident apps simplifies capture/process/route workflows and includes tools that integrate data and documents seamlessly into existing learning management systems (LMS).

Xerox IT Services leverages strategic partnerships with technology manufacturers to deliver tailored, high-quality solutions that fit each client’s needs and budget. Offerings encompass a range of computer hardware, all backed by support services from configuration to installation to warranty repair.

## About Keypoint Intelligence

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For over 60 years, clients in the digital imaging industry have relied on [Keypoint Intelligence](#) for independent hands-on testing, lab data, and extensive market research to drive their product and sales success. Keypoint Intelligence has been recognized as the industry’s most trusted resource for unbiased information, analysis, and awards due to decades of analyst experience. Customers have harnessed this mission-critical knowledge for strategic decision-making, daily sales enablement, and operational excellence to improve business goals and increase bottom lines. With a central focus on clients, Keypoint Intelligence continues to evolve as the industry changes by expanding offerings and updating methods, while intimately understanding and serving manufacturers’, channels’, and their customers’ transformation in the digital printing and imaging sector.

## About BLI Pacesetter Awards

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Based on exhaustive questionnaires, in-depth interviews, and a proprietary rating scale, Buyers Lab Pacesetter Awards from Keypoint Intelligence recognize those document imaging OEMs that have shown market leadership in a variety of categories, including technologies, services, and key vertical markets.



North America



Europe



Asia