

What's Happenin' in the Office Equipment Channel

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October 13, 2023



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What's Happenin'

- Industry Trends
 - [Acquisitions](#) 28 dealer/14 OEM YTD
 - AI
 - Security
 - E-commerce
- Ricoh
- Toshiba
- Xerox
- Sharp
- RISO
- HP, Lexmark, Brother, Epson



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What's Happenin' Acquisitions

Dealers

- POA, FTG, 2 Novatech, ACP, Marco, DME, Kelley Connect, Atlantic TO
- Stargel, Waltz/DSC, ABM, WiZiX, DBB
- Pearson Kelly, 2 Braden, TDSiT, Fisher's
- Zeno, Standley's, ADS, GoodSuite, Nauticon
- Edge, DBS, DocuGraphics

Vendors

- Konica Minolta; Force Security, Xerox Sells ADDiTec, PARC, Acquires UK MPS
- Ricoh EU; 2 IT Services Companies, DocuWare; DocuScan
- Elatec, BEI/NEXERA (Valsoft)
- Keypoint; ProPrintPerformance, Kyocera; Inkjet Company, Kodak

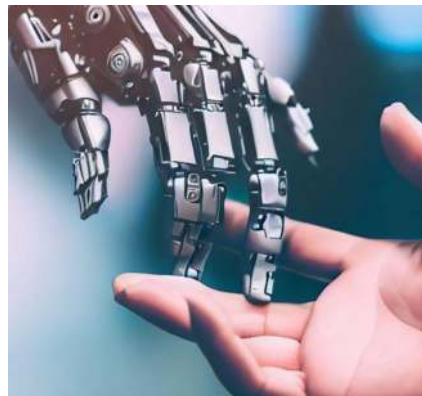


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AI

- ChatGPT
- Global AI market
 - \$327B 2021
 - \$1.3T by 2029



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Security

- Ransomware
 - 427 attacks in Sept.
 - Hospitals in 3 states closed
 - MGM & Caesar properties
 - Sony



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E-commerce

- 95% of all purchases will be e-commerce by 2040
- E-commerce industry growing 23% YoY
- Global e-commerce market is \$6.3 trillion in 2023



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What's Happenin' Ricoh

- October conference
 - Production
 - Making it easier to do business with
 - Organizing marcom
 - DocuWare push
 - Cloud fax

Top News

- Ricoh Toshiba
- UK Managed Services Acquisition
- New color production



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What's Happenin' Toshiba

- September conference
 - A4 Brother, Lexmark
 - Elevate cloud brand
 - DocuWare
 - Labels

Top News

- Ricoh Toshiba
- Expands printer availability through distribution partnership (Distribution Management)
- New Chief Rev Office



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What's Happenin' Xerox

- June conference

- AI
- Production
- We Are Xerox
- New President COO

Top News

- Icahn out
- PARC donated
- Sale of ADDiTEC



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What's Happenin' Sharp

- April conference

- ConnectWise collaboration
- Digital presses
- New displays and projectors
- Dynabook
- Sharp A4

Top News

- Printing United
- Kodak Alaris Alliance
- Phasing out Lexmark?



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What's Happenin' Others

- RISO
- Lexmark
- HP
- Brother
- Epson



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