



Industry Analysts

- Founded 1974
- Industry News
 - What's Happenin'
 - Newsletter read 70,000+ times/month
- IndustryAnalysts.com
- [Newsletter signup](#)
- [IATV](#)

About Me

- Twitter <https://twitter.com/aslawetsky>
- LinkedIn <https://www.linkedin.com/in/andy-slawetsky/>
- [LinkedIn Group](#)
- andy@industryanalysts.com

2017 BTA National Conference
August 18-19, 2017 • Mandarin Oriental • Las Vegas, Nevada

Industry Analysts, Inc.

LET ME KNOW



Website – social and fun!

Old Blood, New Blood
The Kids Grew Up





Industry Trends

- Acquisitions
 - OEMs, dealers, investment firms, VC
 - 44 so far this year
 - As of Aug. 4
 - [Click here to see the ones I've reported](#)
- Millennial Mania
 - Services
 - ECM
 - MSP
 - MPS
 - Cloud
 - Security
 - Ransomware, hacking, breaches





Biggest News 2017

- What's Happenin' with Ricoh and the rumors
- What's Happenin' at Xerox's biggest launch ever
- What's Happenin' with Ricoh's latest changes
- Toshiba America addresses Toshiba Corp rumors
- What's Happenin' with Konica Minolta's daring new direction



What's Happenin' - OEMs


○ Canon	○ Ricoh
○ HP	○ Sharp
○ Konica Minolta	○ Toshiba
○ Kyocera	○ Xerox
○ Lexmark	






What's Happenin' - Canon

- One Canon focus
- Pricing changes
- Strong hardware
- High volume driven
 - Océ
 - UVgel
- Top articles this year
 - [EO Johnson Wins Top Dealer](#)
 - [Colorado 1640 Launch](#)
 - [Canon refreshes MFP lineup](#)

What's Happenin' - HP

- Renewed focus on A3
- New laser and PageWide A3
- Samsung acquisition
- Strengthening dealer relationships
- Security
- Top articles this year
 - [HP Ships most advanced and secure A3 printers](#)
 - [What's Happenin' at HP Power of Print](#)
 - [HP PageWide VS Laser: BLI Competitive Test Report](#)





What's Happenin' - KM

- Building through acquisitions
 - Muratec
 - Telephony
 - Dealers
- Differentiating
- ALICE Receptionist, Robotics (Knightscope), 3D, Labels/Production - MGI, Workplace Hub

- Top articles this year
 - [What's Happenin' - Konica Minolta's daring new direction](#)
 - [Konica Minolta acquires Muratec](#)
 - [Konica Minolta enters Telephony Market](#)




What's Happenin' - Kyocera

- ECM push - Acquired DataBank
 - Largest Hyland OnBase reseller
- Steady MFP growth
- Investing in apps and solutions
- No production
- Strong A4

- Top articles this year
 - [Kyocera acquires DataBank](#)
 - [What's Happenin' at Kyocera's dealer meeting](#)
 - [ECOSYS P3060cdn printer launch](#)





What's Happenin' - Lexmark

- Acquired by Apex
- Sponsoring PGA Championship
- Leader in Document Imaging Security
- New SVP/CFO from China
- Recently with Cisco
- Top articles this year
 - Lexmark wins BLI Line of the Year
 - Hyland to buy Lexmark's software unit
 - Lexmark President and CEO resigns




What's Happenin' - Ricoh

- Restructured earlier this year
- Cut direct sales to SMB
- Distributed MIF to 21 dealers
- No replacement for CEO
- Top articles this year
 - What's Happenin' - Ricoh Rumors
 - What's Happenin' - Latest Ricoh Changes
 - Chairman and CEO leaves





What's Happenin' - Sharp


- Foxconn infused life into Sharp. And money.
- 5 A4 products coming from co-development
- Water coolers and beyond
- Top articles this year
 - [Sharp targets Ricoh customers](#)
 - [What's Happenin' at Sharp's new HQ](#)
 - [What's Happenin' at Sharp dealer road show](#)




What's Happenin' - Toshiba

- Parent company struggling
- Toshiba Tec independently owned and traded on NIKKEI
- elevate platform
- Signage
- Top articles this year
 - [Toshiba America addresses Toshiba Corp rumors](#)
 - [Toshiba LEAD conference details](#)
 - [Toshiba wins Better Buys award](#)








What's Happenin' - Xerox

- Big push to sign dealers
- Acquiring dealers
- New commitment to print
- Spin-off complete
- New A3 line

- Top articles this year
 - [What's Happenin' at Xerox's biggest launch ever](#)
 - [Global Imaging acquires major Ricoh dealer](#)
 - [Largest product launch in Xerox history press release](#)

Thank you!

Questions?

