

Industry Update

Andy Slawetsky
President
Industry Analysts, Inc.



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[Old Blood, New Blood](#)
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What's Happenin'

Subject: What's Happenin' at Kyocera, SummerOne Acquires, New Lenmarks

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Printer Benchmark



The screenshot shows a benchmark report for five printer models: HP Color LaserJet Enterprise MFP E72520, and HP Color LaserJet Enterprise MFP E72520. The report includes a table with columns for 'Model', 'Type', 'Color', 'Resolution', 'Print Speed', 'Print Volume', 'Monthly Duty Cycle', 'Energy Star', 'Features', and 'Price'. The data is organized into sections for 'Basic Information', 'Performance', 'Energy Efficiency', and 'Features & Options'.

◆ Copier/MFP/Solutions comparisons

What's Happenin' - OEMs

- ◆ Canon
- ◆ HP
- ◆ Konica Minolta
- ◆ Kyocera
- ◆ Ricoh
- ◆ Sharp
- ◆ Toshiba
- ◆ Xerox



What's Happenin' - Canon

- ◆ Service and Sales Road Shows
- ◆ Dex?
- ◆ Strong hardware
 - ◆ 3rd Gen imageRUNNER ADVANCE
 - ◆ Océ
 - ◆ A4 Improving
 - ◆ uniFLOW
- ◆ Top articles 2019
 - ◆ [RJ Young Acquires 3rd This Year](#)
 - ◆ [RJ Young Acquires In Louisiana](#)
 - ◆ [What's Happenin' at Canon, 2019](#)



What's Happenin' - HP

- ◆ Major inroads with dealers
 - ◆ Renewed focus on A3
 - ◆ Laser and PageWide A3
 - ◆ Samsung acquisition
- ◆ Xerox Partner?
- ◆ Acquisitions
 - ◆ Apogee, others?
- ◆ Security - [Wolf videos](#)
- ◆ Top articles this year – 20,000+ reads YTD
 - ◆ [HP and Xerox Expand Business Relationship](#)
 - ◆ [HP Reinvents Print Experiences for Architecture, Engineering and Construction Pros](#)
 - ◆ [HP Debuts World's First Toner Tank](#)



What's Happenin' - KM

- ◆ Building through acquisitions
 - ◆ [Muratec, MWA](#)
 - ◆ Telephony
 - ◆ Dealers
 - ◆ IT Acquisitions in US and Europe
- ◆ Differentiating
 - ◆ ALICE Receptionist, Robotics (Knightscope), 3D, Labels/Production – MGI, Workplace Hub, security/Mobotix
- ◆ Top articles this year
 - ◆ [What's Happenin' at Konica Minolta US Dealer Conference 2019](#)
 - ◆ [Konica Minolta Acquires ECM Business](#)
 - ◆ [Konica Minolta awards top performing channel partners at its 2019 Dealer Conference](#)



What's Happenin' - Kyocera

- ◆ ECM push –
 - ◆ Ceyoniq Group, Germany 2015
 - ◆ Acquired DataBank 2017, Largest Hyland OnBase reseller
- ◆ Investing in apps and solutions
 - ◆ Strong focus going forward on software
- ◆ Finally Production
 - ◆ Homemade inkjet coming this year
 - ◆ Relabeled Ricoh monochrome
- ◆ Strong A4
- ◆ Oscar makes his mark - cuts
- ◆ Top articles this year
 - ◆ [Kelley Imaging Systems Acquires!](#)
 - ◆ [KYOCERA Named an MFP Leader in Western Europe](#)
 - ◆ [KYOCERA to Acquire Southern Carlson, Inc., a U.S.-based Distributor of Fasteners, Tools and Packaging](#)



What's Happenin' - Ricoh

- ◆ Replaced US President and CEO 2018
 - ◆ Cut Federal specialists in 2018
 - ◆ Cut Marketing and other support areas 2019
 - ◆ Dealer meeting in Autumn
 - ◆ \$1.7 billion impairment loss
 - ◆ Production
 - ◆ Not diversified
- ◆ Top articles this year
 - ◆ [Ricoh Relocating NJ Offices](#)
 - ◆ [UBEO Acquires 2; Now Largest Independent In Texas](#)
 - ◆ [Ricoh Relocating NJ Offices](#)



What's Happenin' - Sharp

- ◆ CEO Change (US)
 - ◆ Albrechts Out
 - ◆ Marusic In
 - ◆ Foxconn infused life into Sharp. And money.
 - ◆ At the adult table
 - ◆ [Amazon example](#)
 - ◆ Money to "buy whoever we want"
 - ◆ 5 A4 products from co-development
 - ◆ Water coolers and beyond
 - ◆ Security
 - ◆ Office appliances
- ◆ Top articles this year
 - ◆ [Sharp Acquires; Expands Direct Sales in TN and VA](#)
 - ◆ [Sharp Acquires California Managed Network Services Company](#)
 - ◆ [Sharp Launches 2 Amazon Alexa Equipped A4 MFPs](#)



What's Happenin' - Toshiba

- ◆ Parent company was struggling
 - ◆ Toshiba Tec independently owned and traded on NIKKEI
- ◆ *elevate* platform
- ◆ Green MFP
- ◆ Digital Signage
- ◆ Contreras leaves
- ◆ Partnership with PSIGEN for Capture
 - ◆ PSIGEN turmoil
- ◆ Top articles this year
 - ◆ [Kelley Imaging Acquires MNS Company!](#)
 - ◆ [Activist fund Argyle asks Toshiba to exit TEC business to boost margins.](#)
 - ◆ [Toshiba LEAD Event Strikes Gold – Another Award!](#)



What's Happenin' - Xerox

- ◆ Stock progress, but is it fixed?
 - ◆ Visentin gets \$23 million bonus
 - ◆ Good quarter-ish
- ◆ New commitment to print...again
 - ◆ Big push to sign dealers
 - ◆ Acquiring dealers again
- ◆ Fujifilm suit still ongoing
- ◆ HP
- ◆ Top articles this year
 - ◆ [Bye Bye Global Imaging – Xerox Rebrands GIS](#)
 - ◆ [Xerox restructures its business to create a holding company](#)
 - ◆ [Judge Rejects Xerox Bid to Dismiss \\$1bn Fujifilm Lawsuit](#)





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