In-Map and Konica Minolta Business Solutions Asia Sign deal

June 2013

Konica Minolta Business Solutions Asia has signed a contract with In-Map Ltd; a UK based leading developer of automated sales proposal and mapping software, to use their software in the pursuit of potential MPS engagements. Konica Minolta Business Solutions Asia will utilise In-Map for its countries within the ASEAN region to enhance its Optimized Print Services sales.

"A picture paints a thousand words or so they say" commented Jan De Kesel, Managing Director of In-Map Ltd. "Everything now begins with the map, In-Map turns the whole current engagement and approach to Managed Print Service's on its head and Konica Minolta Asia after testing of In-Map realised that this would give them a significant advantage in providing a professional MPS solution for their customers and keep them ahead of the competition"

The In-Map software is used in conjunction with fleet management tools such as FMAudit and PrintFleet to collect customers' print data (e.g. device model, device volume, etc.). The data forms the baseline for customers' current environment, and is analysed using either the end users own cost or relevant market price from In-Map or Konica Minolta's device database repository to compute the current cost of ownership.

To aid visualisation of the current environment, Konica Minolta Business Solutions Asia uses the In-Map mapping function to place devices on floor-plans, digitally representing their actual location, in the end users environment. Once all requisite data is compiled, Konica Minolta Business Solutions Asia will perform fleet optimization, proposing future device layout and analyse cost (direct and indirect) to craft the most cost and process efficient business case for the customer, utilising the features from In-Map.

The In-Map generated reports for both the current and proposed environment with the use of floor-plans and TCO financial figures enhance end-users understanding of their current situation and how our proposals can improve their print environment. These professional looking reports are delivered in Konica Minolta Business Solutions Asia's own company style, colours and layout, having been created ready to view by end-users from popular formats such as MS Word and MS PowerPoint.

The automation from using In-Map reduces time and inaccuracy from manual effort (i.e. MS Excel). With this time saving, Konica Minolta Business Solutions Asia can generate more scenarios, from which the best can be selected. Additionally, end-users can also expect consistency in the data findings and report presentation across different sites/regions.

In-Map

In-Map has a proven track record since 2005 and has pioneered leading edge print assessment solutions and sales tools that have helped define the managed print services industry. Today, the company develops and supports an industry leading portfolio of managed print services software tools and solutions. For more information, visit www.in-map.com or contact In-Map at info@in-map.com or by calling +44 (0)161 298 0820.

Konica Minolta Business Solutions Asia

Konica Minolta Business Solutions Asia Pte Ltd
30 Pasir Panjang Road, #06-32, Mapletree Business City, Singapore 117440
Tel: +65-6361 2800
Web: www.konicaminolta.asia/business