How to leverage on cloud and mobile technology to improve our business efficiency and productivity?

More and more companies are jumping into the cloud to help streamline workflows and bring mobility to their workforce. Over 80 % of cloud adopters saw improvements within 6 months of moving to the cloud. Companies are saving time and making their organizations more efficient with the cloud, which is saving their organization even more money.

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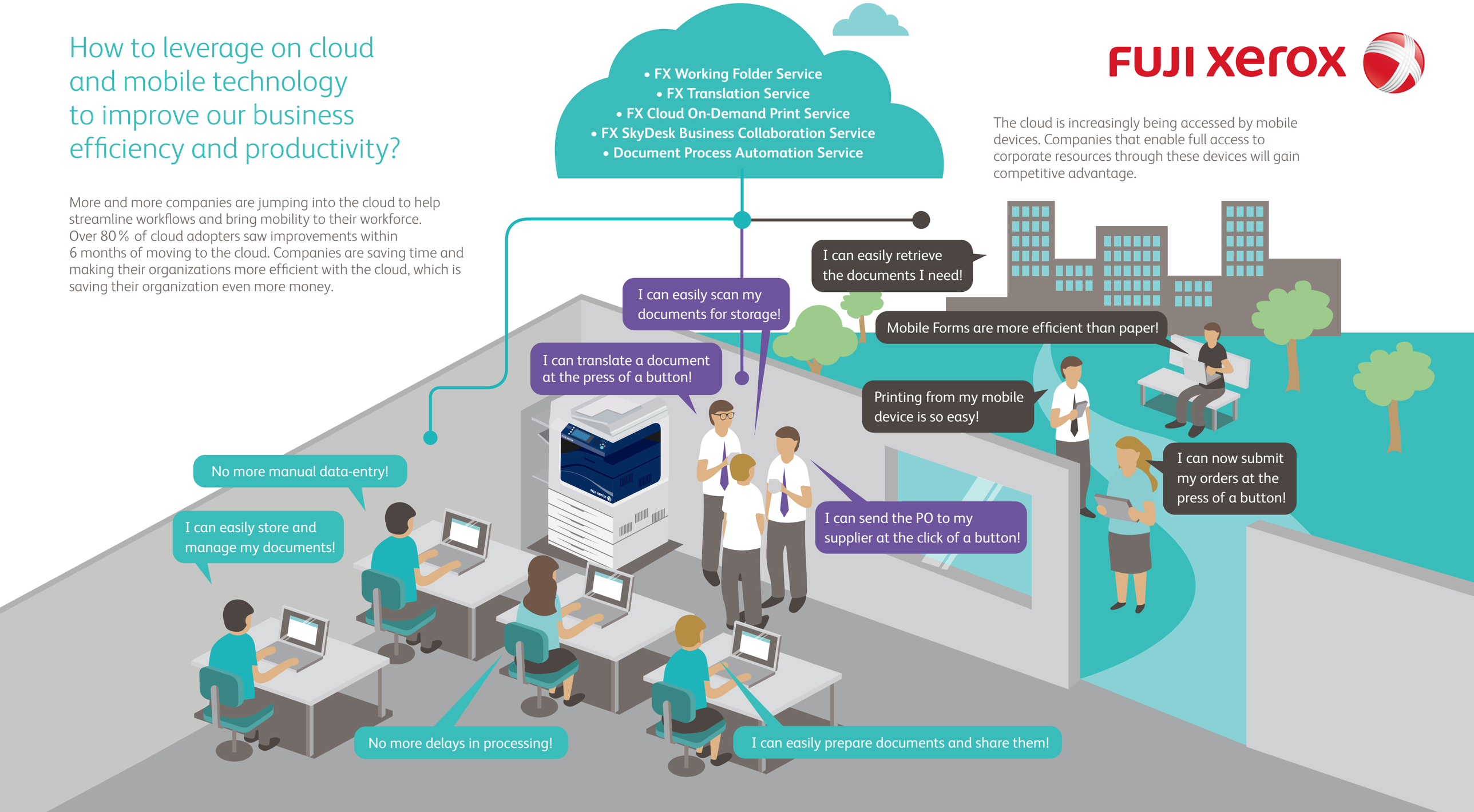
The cloud is increasingly being accessed by mobile devices. Companies that enable full access to corporate resources through these devices will gain competitive advantage.



How to mitigate risk of information leakage?

Organizations spend lots of money on data and infrastructure security. However, **80% of information leakage** occurs from within the office with unsecure paper media cited as the main cause.

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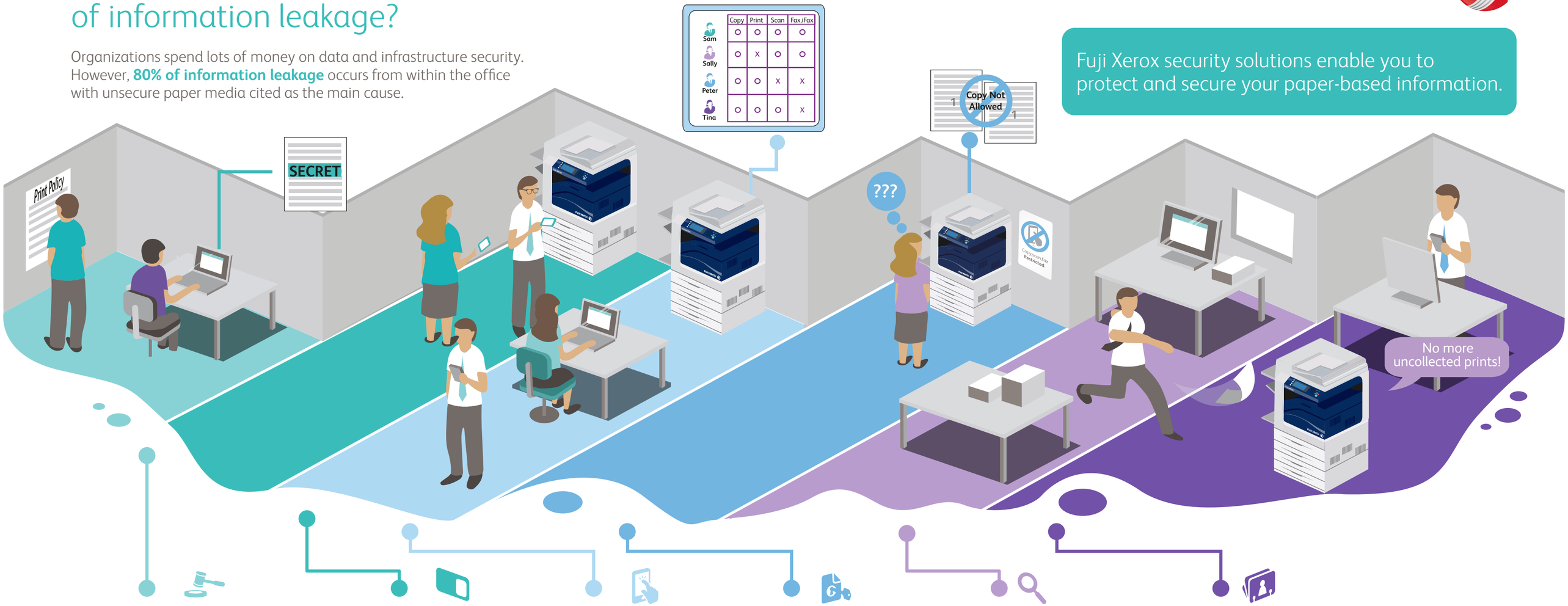
Fuji Xerox security solutions enable you to protect and secure your paper-based information.



1. Print Control

Setup print policies to prevent unauthorised printing of sensitive documents. Print Rules can be setup to trace for any “content” in the printed document and routed for approval or auto-rejection.

2. User Authentication

User authentication by Access Cards ensures that only the authorized personnel have access to your multifunction devices.

3. Access Control

Manage and control “who can do what” on your multifunction devices.

4. Copy Protection

Protect your sensitive or confidential documents with “embedded digital codes” to prevent copying, scanning or faxing.

5. Follow You Print

Ensure documents are no longer left uncollected. Print jobs are stored in a secured print queue and will only be printed when the user authenticates himself and releases the print job.

6. Image Logging

Ensure that all “document activities” performed on the multifunction devices are tracked and logged to provide you with an audit-trail including the images of the documents processed.

How to increase ROI and gain more value from your multifunction device at the same time?

Most organisations use the multifunction device (MFD) mainly to do copy, print, fax or some scanning. Did you know that you can get more ROI and business benefits by deploying your MFD as a Document Portal?

By linking your multifunction device to your business applications, you can do more to improve your business processes.

Data Capture

Eliminate manual data-entry
- Scan forms such as invoices, DO, PO etc

Automated Data Capture
- Reduce time required for manual data-entry.

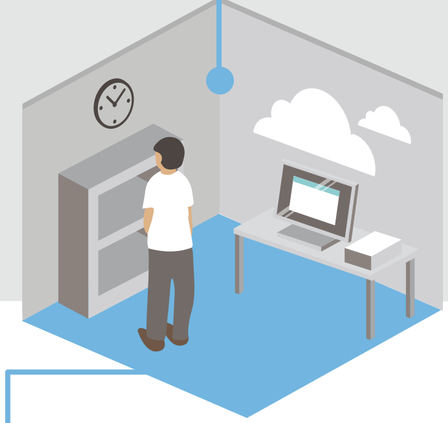
Scan-to-OCR
- Easily convert paper-based information into Word or Excel formats.

Document Automation

Link multifunction device to BPM, workflow or other business systems
- Easily scan and route documents for approval or processing.

Automatically archived to document repository or DMS.
- Eliminate manual paper process.
- Reduce tedious and time consuming paper-work and delays.

Document Management



Scan connectors provides a better way to scan documents directly to DMS
- Direct scan to DMS such as FX DocuShare and MS SharePoint and others
- Reduce manual steps and saves valuable time
- Easier, faster and more efficient way to scan

Accounts Payable/Receivable

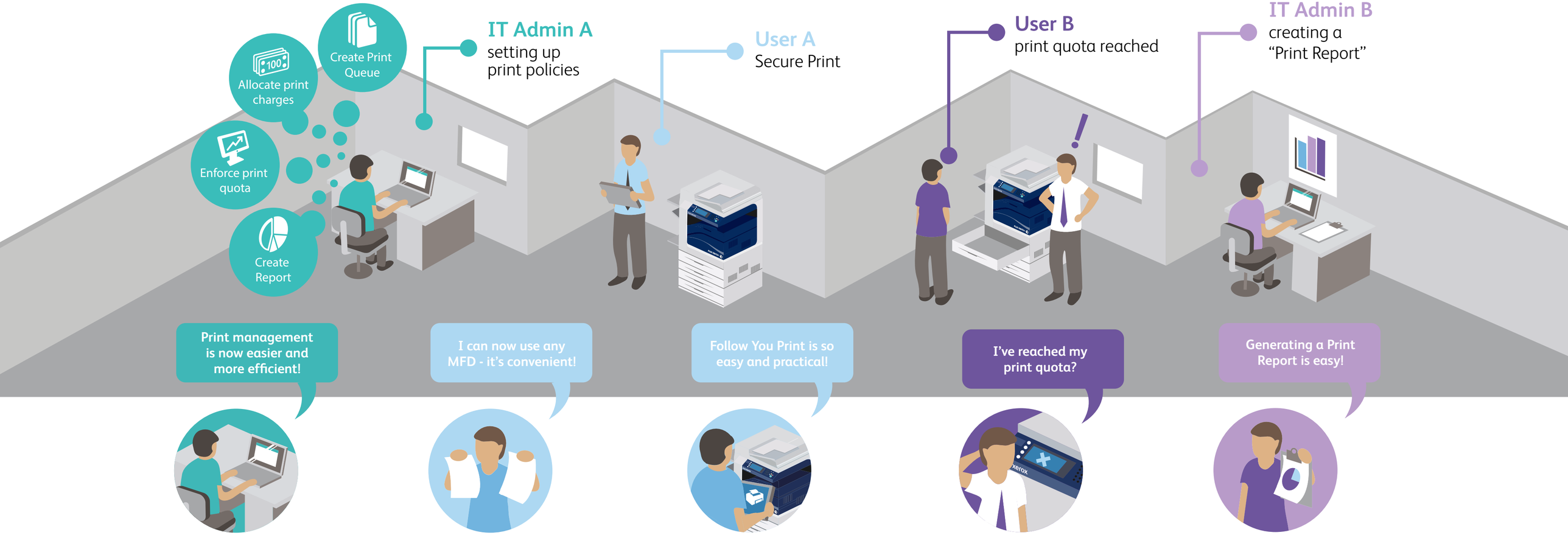
Turns multifunction device into a "digitization and processing" portal for critical documents
- Scan Invoices, Purchase Orders, Dos for processing
- " Auto-extraction" of data increases productivity
- Data can be validated on-line
- Documents can be routed for approval
- Import data to other systems eliminating the need for manual entry.

How to provide a secure and simple print service with efficient print management and accounting?

- Fuji Xerox Print management software helps companies gain control and management of their printing to reduce costs, increase document security and enable sustainability programs.

Secure Follow You Printing

Allows users to print from anywhere, anytime and pick up the documents when and where they want. All while eliminating the risk of private information being left at a printer - and reducing wasted paper, resources and time from unclaimed documents and inefficient print workflows.



Delight Your Customers

Fuji Xerox enables effective communications through targeted personalized communication, cross media communication, making it easier to do business with customers and improving overall response time to customers.

FUJI Xerox

How can we improve targeted personalized communication so as to delight our customers?

The answer can be

Through 1 to 1 Marketing

How can we use Cross Media Communication to delight our customers?

The answer can be

Through Customer Communication Management

How can we make it easier for our customers to do business with us and delight them in the process?

The answer can be

Through Web to Print Solutions

How can we improve our response times to customers so as to delight them?

The answer can be

Through Output Management Solutions

Improve Operations

Fuji Xerox enables more efficient and effective operations through the use of workflow and automation solutions that meet the needs of the customer.

Solutions that help customers improve their operations.

MIS- Management Information Systems
Allows for accurate quotation, charging and collection of payment for services rendered by a print provider

Color Management Solutions and Consultancy
Accurate and consistent colour output produced through an industry standard process

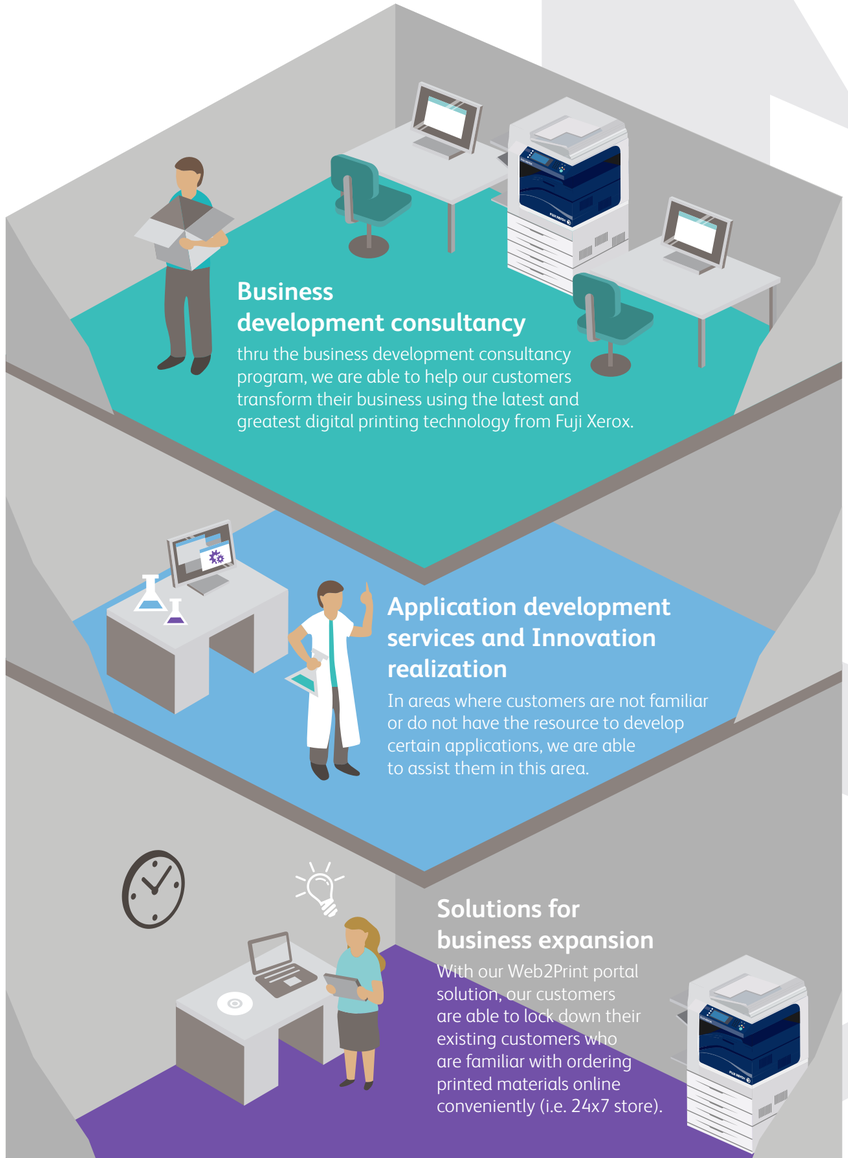
Process Automation
Automated and efficient turnaround of print jobs regardless of complexity

Finishing Solutions
Efficient turnaround of professional print jobs regardless of complexity of finishing e.g. hole punching, stapling, laminating etc.

Document Automation
Reduction of preprinted stationary and efficient and effective distribution/ archive/capture of documents

We help our customers grow their business

FUJI Xerox



Business development consultancy

thru the business development consultancy program, we are able to help our customers transform their business using the latest and greatest digital printing technology from Fuji Xerox.

Application development services and Innovation realization

In areas where customers are not familiar or do not have the resource to develop certain applications, we are able to assist them in this area.

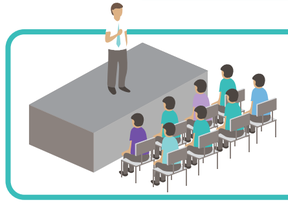
Solutions for business expansion

With our Web2Print portal solution, our customers are able to lock down their existing customers who are familiar with ordering printed materials online conveniently (i.e. 24x7 store).

Networking platform, industry share

- Almost once every 2 mths, we organize webinars which last about 1hr with different topics and extend them to customers. The speakers are from diversed background and the topics related to their GC business.

- We also organize half yearly Learning series for our loyalty group of customers. We shared best practices in different areas gearing towards “Sales Excellence and Operation Excellence”. The sessions usually last a morning and past turnout are in the range of 40-50pax.



- Customers who sign up as premier partners are eligible for the annual premier partner conference. Usually held outside Singapore. The conference provide a platform for the premier partner customers to learn from the 1 day conference, site visits to printing companies in the GC space and more importantly, networking with the other premier partner customers in the region.

Create The Future Today

Vision | Partner our customers for future growth

Mission | Bring to market technologies and solutions that transform how businesses operate.

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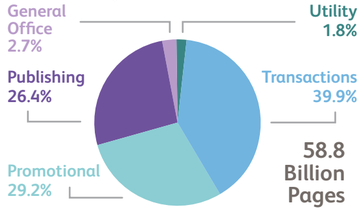
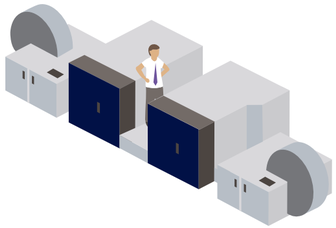
New Markets

Breakthrough Technologies

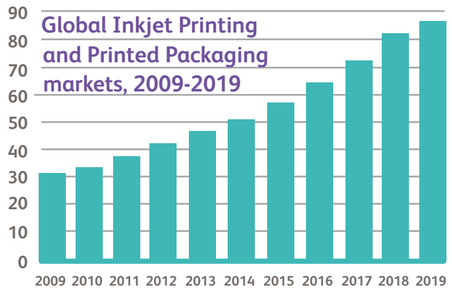
Production colour Inkjet



Source: U.S. Digital Production Printing Applications



The Inkjet Expansion Continues



Source: Smithers Pira, The Future of Inkjet Printing to 2019

GLOBAL INKJET MARKET

Market is expected to grow rapidly at an average annual growth rate of 12.7% in volume terms between 2014 and 2019.

Key Applications

Transaction:
Bills, Statements, Checks, Sys-out, TransPromo

Promotional:
Brochures, catalogs, direct mail, inserts, coupons, posters, banners, signage

Publishing:
Brochures, catalogs, direct mail, inserts, coupons, posters, banners, signage

General Office:
Business cards, CAD/renderig, Letterhead, reports, other office documents, Presentations, proposal

Utility:
Security Print, Forms, Proofing

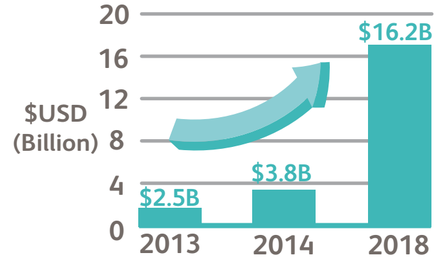
3D Printing

Future

GLOBAL 3D PRINTING MARKET

Canalys predicts the global 3D printing market will grow from $2.5B in 2013 to $16.2B by 2018.

GLOBAL 3D PRINTING MARKET
Estimates & Forecast (2013 -2018)



Source: Canalys estimates and forecast, Canalys 2014

GLOBAL 3D PRINTING MARKET APPLICATIONS

- Consumer Products
- Defence
- Healthcare
- Education and Research
- Industrial Products
- Aerospace
- Automotive
- Others

Business Expansion

Adjacent Technologies

Digital Finishing

Cutting

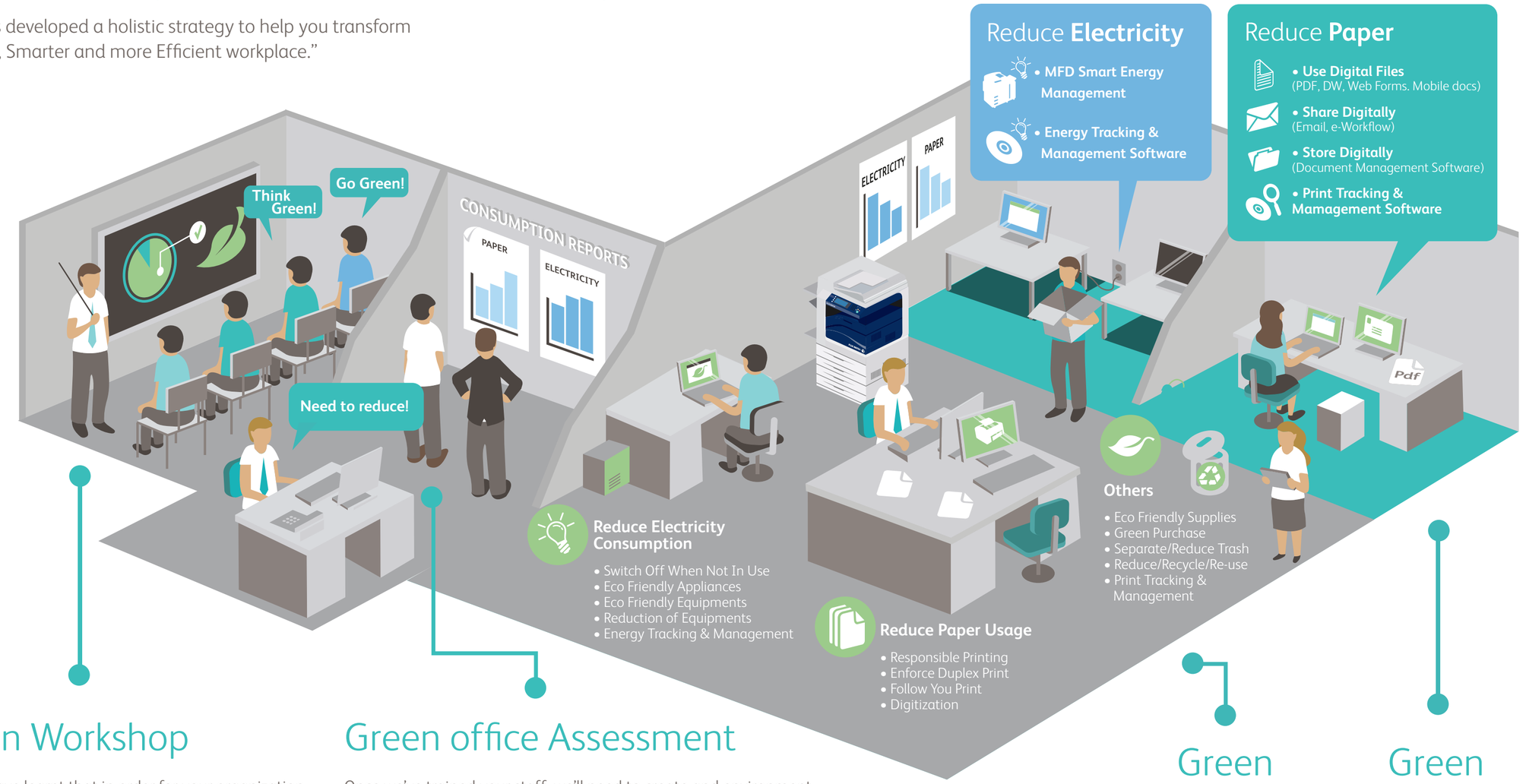
Coating & Laminating

Binding

Multi-Finishing

How do we go green and promote sustainable practices in our workplace?

Fuji Xerox has developed a holistic strategy to help you transform to a “Greener, Smarter and more Efficient workplace.”



Go Green Workshop

At Fuji Xerox, we have learnt that in order for your organization to fully go green, you’ll need to change the behavior of your staff. Our green workshop will empower staff to transform your organization to be greener, smarter and more efficient.

Green office Assessment

Once we’ve trained your staff, we’ll need to create and environment within the office that promotes the culture and mindset you are looking instill within the organization.

Green Practice

Green Solution

How can we leverage on outsource services to reduce operational and labor costs , improve our efficiency and enable us to focus on our core business processes ?

FUJI Xerox

IT Services -

Taking care of your infrastructure and IT services anytime, anywhere.

- IT CONCIERGE (ICS)
- IT ANSHIN
- Data Centre Services

Managed Services -

Improving your overall print efficiency, incremental savings and business process improvement.

* MPS / MCS (Managed content services)
* Print Room
* Mail Room

Device Remote Support Services

Providing proactive and efficient support services for your fleet of equipment.

Remote monitoring
* EPBB (MFD)
* PRS (PSBG)
* Proactive monitoring
* Consumables tracking
* Fault tracking and reporting
* Green report
* LODEM

Marketing Communications Services

Transforming your business's marketing and communications with more efficient processes.

* CMS (Communications & marketing Services)
* FXDMS
* Mediaswitch Services

Imaging & Document Management Services

Streamline your document workflow for optimal cost efficiency and response time.

* Scanning services
* Indexing services
* Document management services
* OCR Services

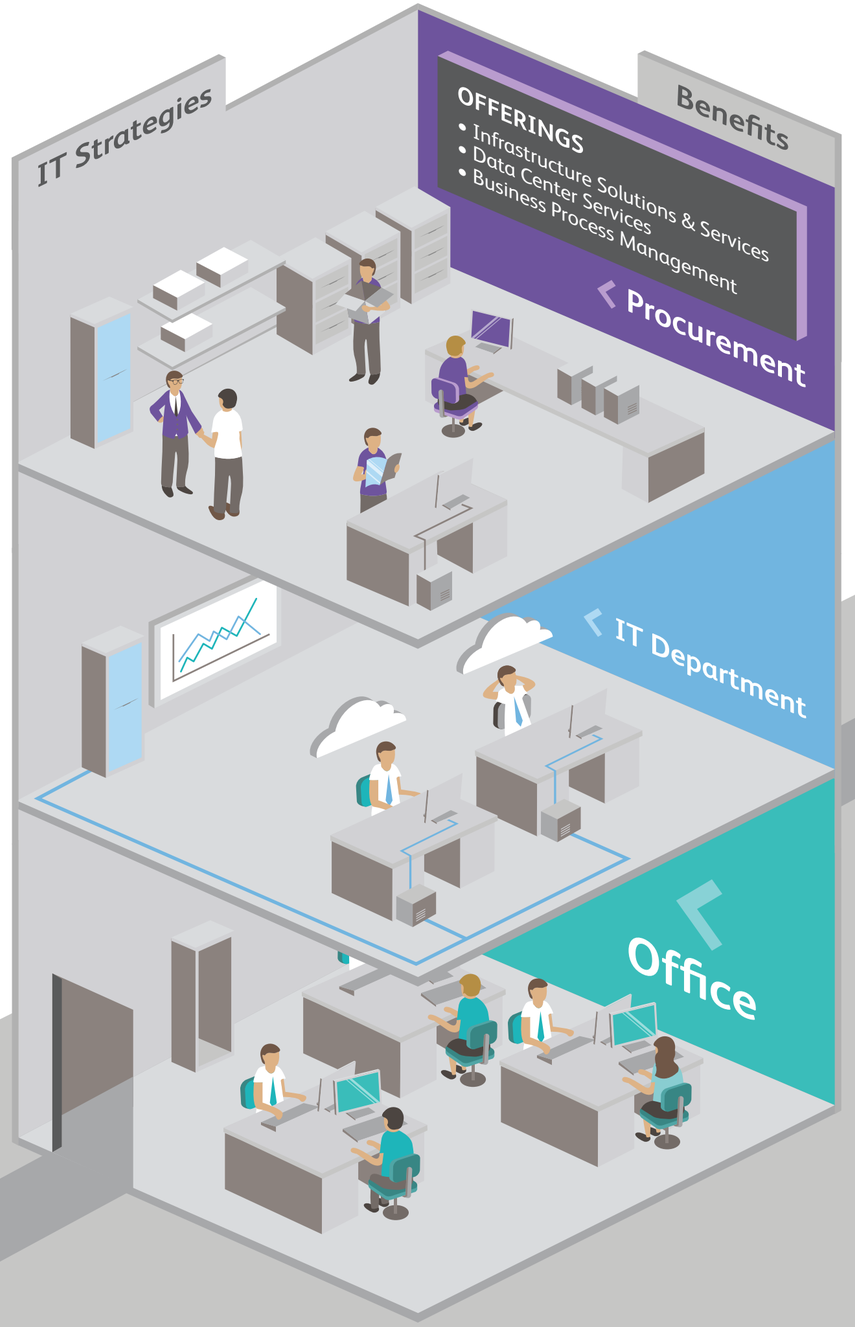
How do we leverage IT automation and Cloud technology to increase revenue growth and lower operating cost?

FUJI Xerox

- Trusted Partner
- Single Interface
- Secure & Low Risk
- Flexibility
- Business Friendly

- Lower Operating Cost
- Flexibility
- Scalable IT growth
- Increase Compliance
- Business Resilience

- Reduce Cost
- Better Security
- Increase Productivity
- Better Customer Experience
- Increase Compliance



- One stop shop
- Hardware, software services
- End to end Solutions

- Private Cloud
- Less Resources
- Less IT equipment

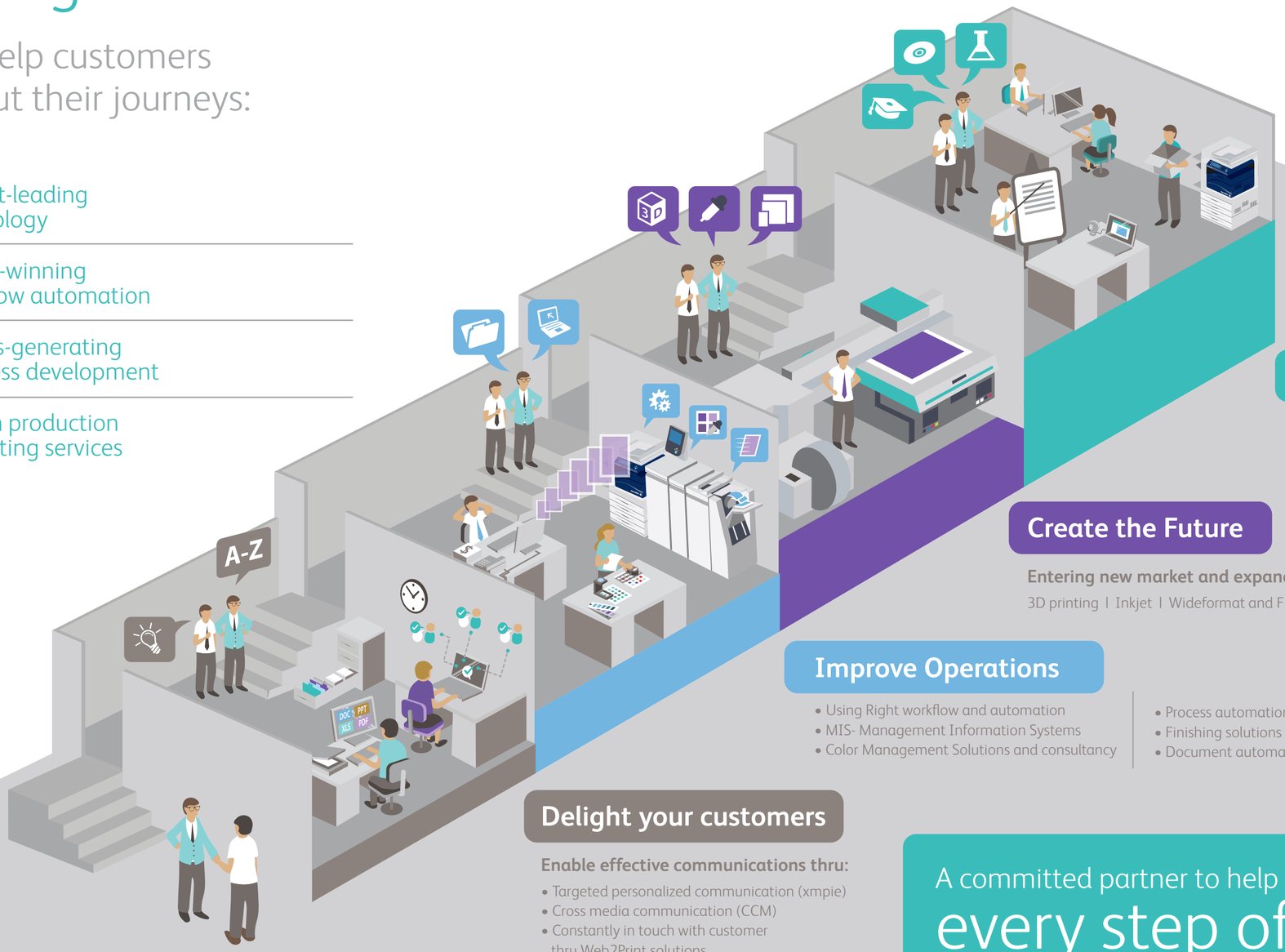
- Paperless
- Automated
- Integration

Focusing on what matters most

FUJI Xerox

How we help customers throughout their journeys:

- Market-leading technology
- Award-winning workflow automation
- Results-generating business development
- Proven production consulting services



Grow your business

- Business Development consultancy
- Application Development services
- Innovation realization
- Solutions for business expansion (W2P)
- Networking platform, industry sharing

Create the Future

Entering new market and expanding current offering

3D printing | Inkjet | Wideformat and Finishing

Improve Operations

- Using Right workflow and automation
- MIS- Management Information Systems
- Color Management Solutions and consultancy
- Process automation
- Finishing solutions
- Document automation

Delight your customers

Enable effective communications thru:

- Targeted personalized communication (xmpie)
- Cross media communication (CCM)
- Constantly in touch with customer thru Web2Print solutions
- Improving respond time to customer

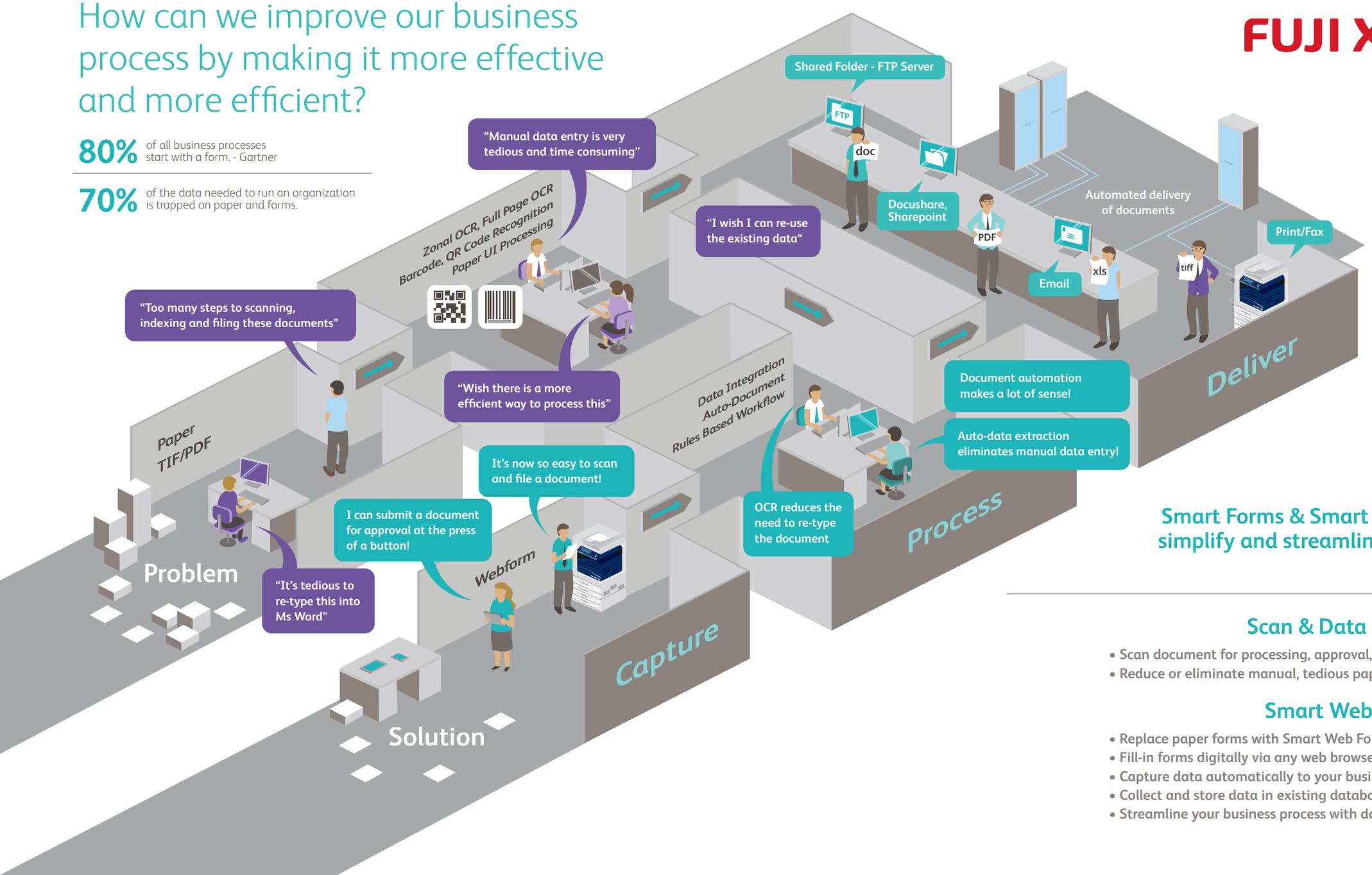
A committed partner to help customers succeed…

every step of the way.

How can we improve our business process by making it more effective and more efficient?

80% of all business processes start with a form. - Gartner

70% of the data needed to run an organization is trapped on paper and forms.



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Smart Forms & Smart Capture enables you to simplify and streamline your business process

Scan & Data Capture :

- Scan document for processing, approval, archival or routed for distribution.
- Reduce or eliminate manual, tedious paper work and data entry.

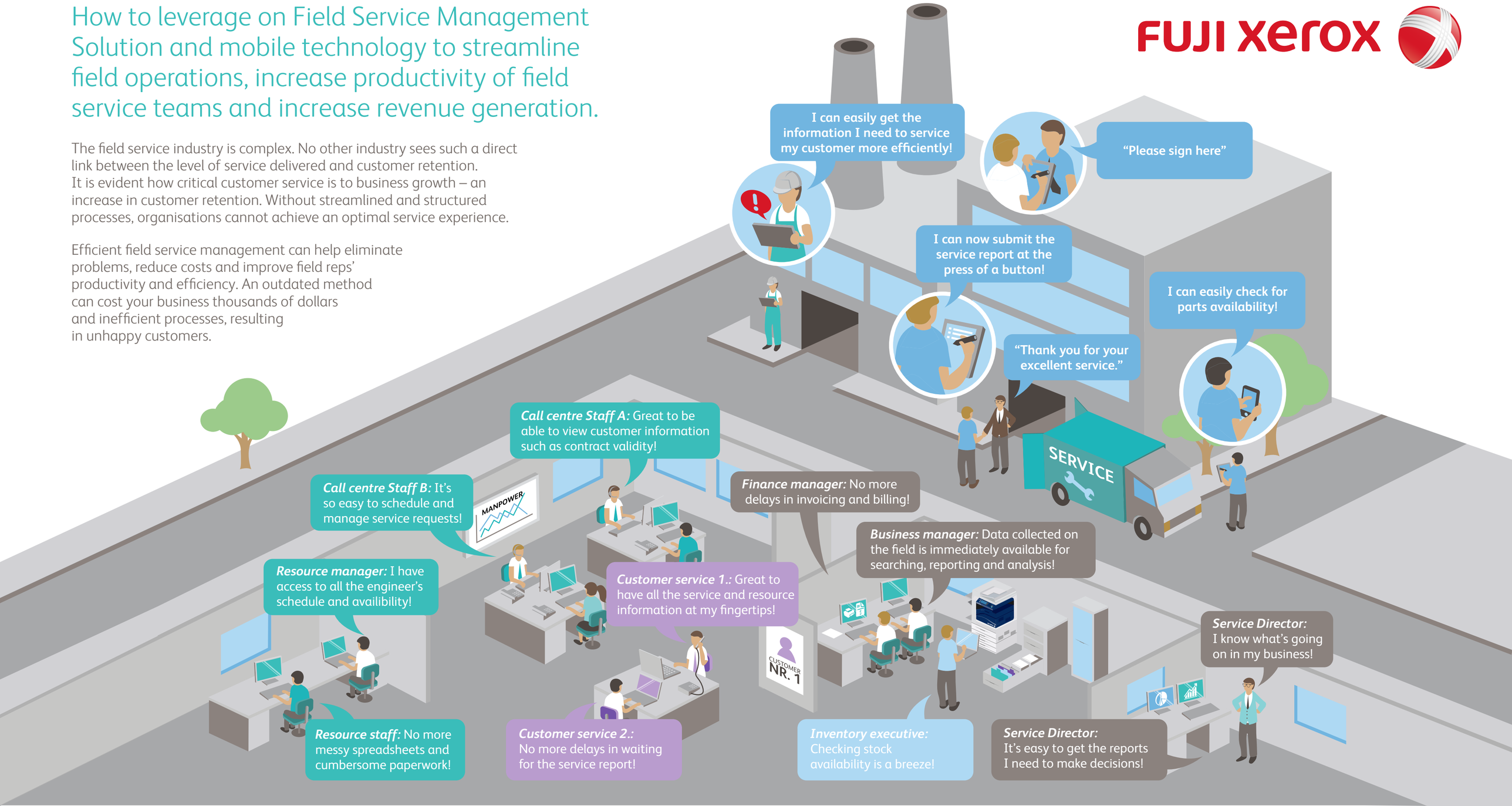
Smart Web Forms:

- Replace paper forms with Smart Web Forms
- Fill-in forms digitally via any web browser or any mobile device.
- Capture data automatically to your business system
- Collect and store data in existing databases and other data sources
- Streamline your business process with data accuracy and speed.

How to leverage on Field Service Management Solution and mobile technology to streamline field operations, increase productivity of field service teams and increase revenue generation.

The field service industry is complex. No other industry sees such a direct link between the level of service delivered and customer retention. It is evident how critical customer service is to business growth – an increase in customer retention. Without streamlined and structured processes, organisations cannot achieve an optimal service experience.

Efficient field service management can help eliminate problems, reduce costs and improve field reps' productivity and efficiency. An outdated method can cost your business thousands of dollars and inefficient processes, resulting in unhappy customers.



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