InfoPrint Solutions Company Corporate Backgrounder

Industry Trends

With the amount of digital information growing exponentially, businesses face a challenge in managing the increasing complexity and cost of printed digital information output, which must be integrated into current workflows to optimize costs and to improve overall productivity. Information needs to be delivered to the right place, at the right time, in the right format and at the right speed, with controllable costs.

Personalization, color, regulation compliance and distributed user sites are key market drivers that have the potential for raising the cost per printed piece. Commercial printers and internal and external 'clients' are looking to attain competitive differentiation through personalized output and customer relationship management methods that are designed to drive business growth while keeping a check on costs.

Because consumers respond well to "transpromo" documents – heavily tailored communications – customer-oriented output is expected to be personalized and colorful. The addition of regulatory requirements such as the Health Insurance Portability and Accountability Act (HIPAA), the Patriot Act and Sarbanes-Oxley necessitate that print production centers use intelligently designed, feature-rich output solutions. Meanwhile, customers demand that print jobs are performed more quickly and at a lower total cost of ownership (TCO).

Creation of InfoPrint Solutions Company

To address the growth, complexity and design output needs of businesses, IBM and Ricoh are announcing a joint venture – InfoPrint Solutions Company, consisting of IBM's Printing Systems Division. InfoPrint Solutions Company will be a transformation of a very successful long-term relationship between IBM and Ricoh in output solutions.

InfoPrint Solutions Company will build on the combination of IBM's 40+ years of enterprise-class printing experience and Ricoh's office solutions leadership. The company will bring together the advantages IBM and Ricoh have in development, manufacturing, marketing and client-care capabilities to form a new, larger-scale, growth-oriented global enterprise that is strategically focused on the output market.

InfoPrint Solutions Company is positioned to become a leading provider of output solutions for customers of all sizes – from small businesses to large enterprises. It will be a global company with more than 1,200 employees providing a wide range of products and services to businesses.

Additionally, the extensive range of current products and services that InfoPrint Solutions Company will offer is expected to expand significantly over the next three years.

Addressing Business Needs

InfoPrint Solutions Company will leverage a full range of industry-leading technologies to deliver value to customers and help them address their toughest business challenges. The company will provide the best value with significant research and development, a broad range of products, professional services offerings, maintenance, support and financing .

InfoPrint Solutions Company will offer customers the highest-quality output solutions which optimize productivity by providing efficient workflow and, at the same time, delivering low cost of ownership and high return on investment. Building on its current offering, the company will deliver one of the industry's broadest lines of IT output solutions for the networked office, warehouse and distribution, and production environments:

Workgroup laser and multifunction printers (MFPs) – InfoPrint Solutions Company's full line of versatile, reliable and affordable color and monochrome laser printers and MFPs are designed to meet the needs of businesses and workgroups of all sizes. The company will continue to deliver grayscale and color printers with speeds up to 55 ppm in both letter and A4 page formats. They are available with scan, copy and fax multifunction capabilities.

Impact and thermal industrial printers – InfoPrint Solutions Company's line of printers for rugged environments will continue to excel in demanding situations, delivering the highest value. Its multiform, line matrix and RFID-capable thermal printers for multi-part forms, listings, labels/tags and bar codes, among many others, will be durable, reliable and quiet.

Continuous form production printers – InfoPrint Solutions Company's continuous form printers will continue to meet the distribution center's needs for high-volume statement output and on-demand publishing. They will offer exceptional 600-dpi image quality, speeds up to 1440 ipm, low TCO, quality throughput and broad media support. They will still come with MICR and highlight color options.

Cutsheet production printers – InfoPrint Solutions Company's high-speed, cut sheet production printers for data centers and departmental print on demand will continue to provide cost effective, reliable high-quality printing solution. They will continue to produce mission-critical documents with speed, accuracy, exceptional quality and a minimum of operator intervention. They will operate at speeds up to 105 ipm and perform collation, stapling, insertion and booklet making finishing features.

Printing and output software – InfoPrint Solutions Company's output software will enable scalable, and flexible solutions to transform print and electronic delivery of business critical information. The company will continue to offer a full line of print management, middleware, business communication, document design and print utilities and software tools for all major operating systems.

Output management consulting and services – InfoPrint Solutions Company's Printing Systems Professional Services group of industry-leading consultants, project managers, solution architects and software engineers will continue to help customers optimize their output environment. They will design and develop open standards-based output management solutions that can integrate seamlessly with a customers' infrastructure and third-party systems. Customers will be able to effectively manage complexity, control costs and increase their operational efficiencies.

Support and maintenance –InfoPrint Solutions Company will continue to provide maintenance services at all hours and in every region of the globe. Through its expert service support team and proven maintenance management methods, the company will help ensure customers' printers are up and running and operating at peak efficiency.

With ongoing investments in new technologies and output devices, InfoPrint Solutions Company will be well positioned to deliver value to its customers and help them address their toughest business challenges.

Headquartered in Boulder, Colorado, InfoPrint Solutions Company will be led by a team of output industry veterans:

Tony Romero, Chief Executive Officer

Bob Kilcullen, Vice President, Business Development and Alliances
Jeff Paterra, Vice President of Development, Professional Services, Software Product Management
David Williams, Vice President of the Americas