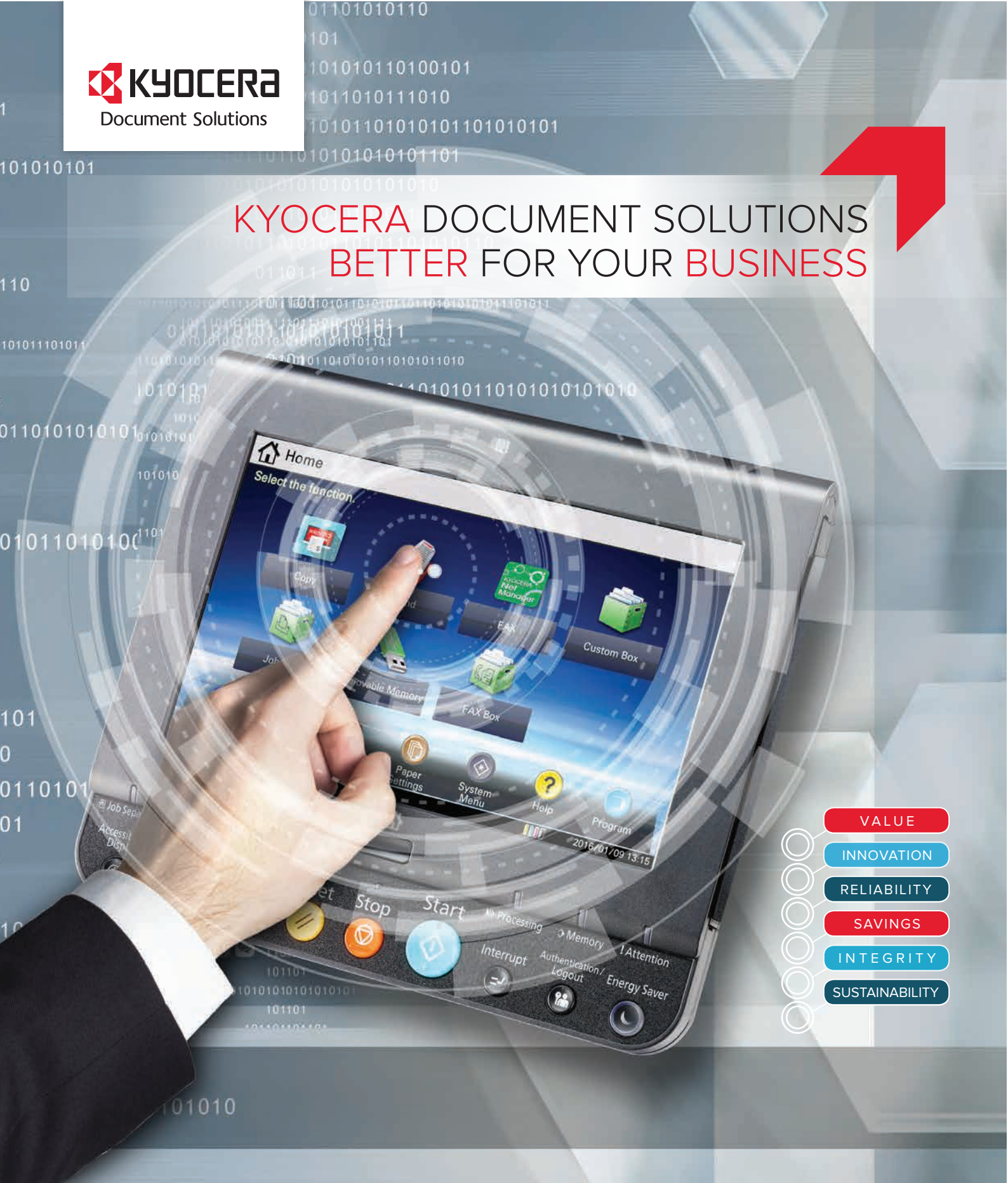# KYOCERA DOCUMENT SOLUTIONS
BETTER FOR YOUR BUSINESS

VALUE
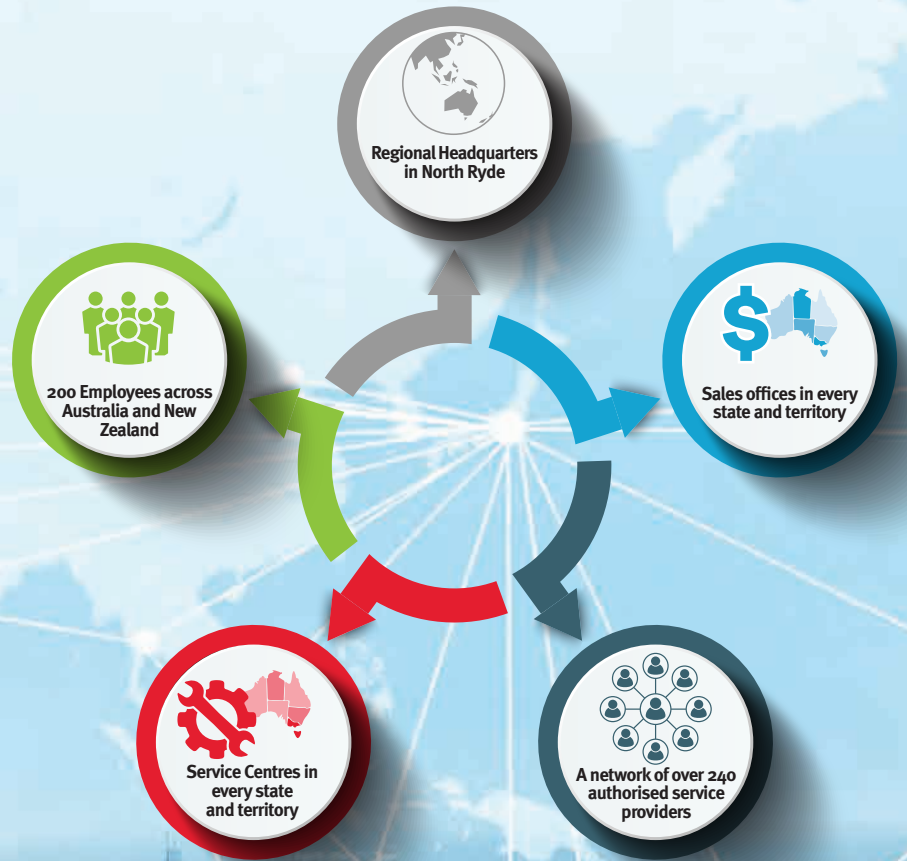
INNOVATION

RELIABILITY

SAVINGS

INTEGRITY

SUSTAINABILITY

ABOUT KYOCERA

Kyocera Document Solutions is a leading provider of imaging solutions and document management systems, including colour and monochrome multifunctional devices and printers. KYOCERA's products are renowned for their unique long-life imaging components that provide greater reliability, less waste - resulting in a lower Total Cost of Ownership (TCO) over the life of the product.

The KYOCERA Document Solutions portfolio does not stop at hardware. A full suite of business applications and consultative services allow customers to optimise and manage their document workflow, unleashing the full potential of their hardware investment.

SYSTEM

TCO

ECONOMY

ECOLOGY

Regional Headquarters in North Ryde

200 Employees across Australia and New Zealand

Sales offices in every state and territory

Service Centres in every state and territory

A network of over 240 authorised service providers

KYOCERA GLOBAL CAPABILITIES

Smart Phone and Feature Phones

Solar Energy

Document Solutions

Crystal Devices

Telecommunications Engineering

Automotive Components

Kyocera is synonymous with cutting-edge products and services across a wide range of fields, with the view of creating a sustainable world of better health, safety, comfort and convenience.

We service four principal markets:

Information & Communications
- connecting people and devices

Automotive
- helping to make the "car of the future" a reality

Environment & Energy
- contributing to a healthier global environment

Medical & Healthcare
- improving and extending human life

WHY KYOCERA?

VALUE

At the core of every business is information; a vital asset that is captured, stored and shared in electronic and paper documents. Therefore, it is essential that the document imaging technologies you employ to generate and distribute information are up to task. Kyocera's innovative services work to optimise performance through speed, logic and protection.

KYOCERA Document Solutions deliver innovative office solutions that can:

Streamline communications

Gain efficiencies which increase productivity

Reduce operating expenses

Improve employee satisfaction

INNOVATION

As we understand the needs of each business are unique, we look carefully at each operating requirement so we can offer continuous improvements to meet your needs.

Our innovative document solutions eliminate operational issues by assessing your document environment and identifying strategies to reduce costs and improve productivity.

Product Technology: We create and deliver advanced document imaging and workflow solutions which improve end to end business processes.

Business Applications: We add value to your equipment and document workflow through our HyPAS software solution development platform and device customisation capabilities.

Managed Print Services: We offer a distinct return on investment driven model for managed print services – the model for how companies will manage the costs of creating and sharing their ideas, both now and in the future.

RELIABILITY

We have the industry's most reliable, intelligent and practical suite of hardware, software and services. It's our cutting edge print technology that sets us apart from the pack and delivers a measurable difference:

Long-life expectancy means greater efficiency and more economical to run

Extremely robust amorphous silicon drums ensure a lifespan 30-50 times longer, compared to previous technology

This results in less maintenance, and **increased reliability**

SAVINGS

With revolutionary Kyocera technology powering every stage in the document lifecycle, our products and services provide unprecedented value, low total cost of ownership and a unique, deeply integrated corporate wide business philosophy.

Print and Multifunction Devices: Reduced running costs and therefore, lower cost of ownership

Document Management and Workflow Solutions: Reduced operating expenses and reduction of inefficient business processes

Managed Print Services: Reduced internal resources to manage your print network

SUSTAINABILITY

Kyocera focuses on ecological thinking in every step of the process, from material procurement to manufacturing through to end-of-life and recycling.

The result is ground-breaking products that can reduce e-waste by over 80% and when combined with 100% recyclable packaging, a 100% Restriction of Hazardous Substances compliant product range and a 0% waste to landfill recycling program, Kyocera should be your first choice for environmentally-friendly document solutions.

INTEGRITY

Our company is the sum of our people. We are led by a corporate philosophy to "Respect the Divine and Love People". We are a collection of independent thinkers who harness individual strengths for the greater good of our company and our customers.

KYOCERA DOCUMENT SOLUTIONS

Kyocera reviews both the business and individual user's document environment to assess each operating requirement. From here we can identify strategies and workflow solutions to help reduce costs and improve productivity.

Integrating mobile and cloud solutions, increasing document security and bespoke application integration are just some of the ways we can drive efficiency in your office.

Our open-platform approach to solution design means innovative solutions can be 'off the shelf' or tailored to your business.

- Streamlined processing times for support divisions such as HR and Accounts
- Improved governance with consistent approval workflows
- Increased data and information accuracy
- Increased network security
- Reduced device downtime
- Greater mobile access and process flexibility
- Reduced print wastage

HYPAS (HYBRID PLATFORM FOR ADVANCED SOLUTIONS)

Kyocera's HyPAS software platform enables detailed customisation to support the development of applications that are built into multifunctional systems. Integration with other IT systems, such as mobile devices and the cloud, promotes data sharing and boosts workflow efficiency.

KYOCERA SERVICE CAPABILITY

At Kyocera, we value Service Excellence and pride ourselves on delivering the highest levels of service to all our customers.

Fast Response for Support Enquiries

Kyocera's team of well-trained Helpdesk Agents are located in Sydney and will provide either phone or email support, providing assistance when you need it.

Our Service Engineers are based in all the major capital cities and are factory trained on all Kyocera equipment including software. They are managed via the latest Service Management System, ensuring your job is dispatched in real time to the most suitable engineer for the fastest response.
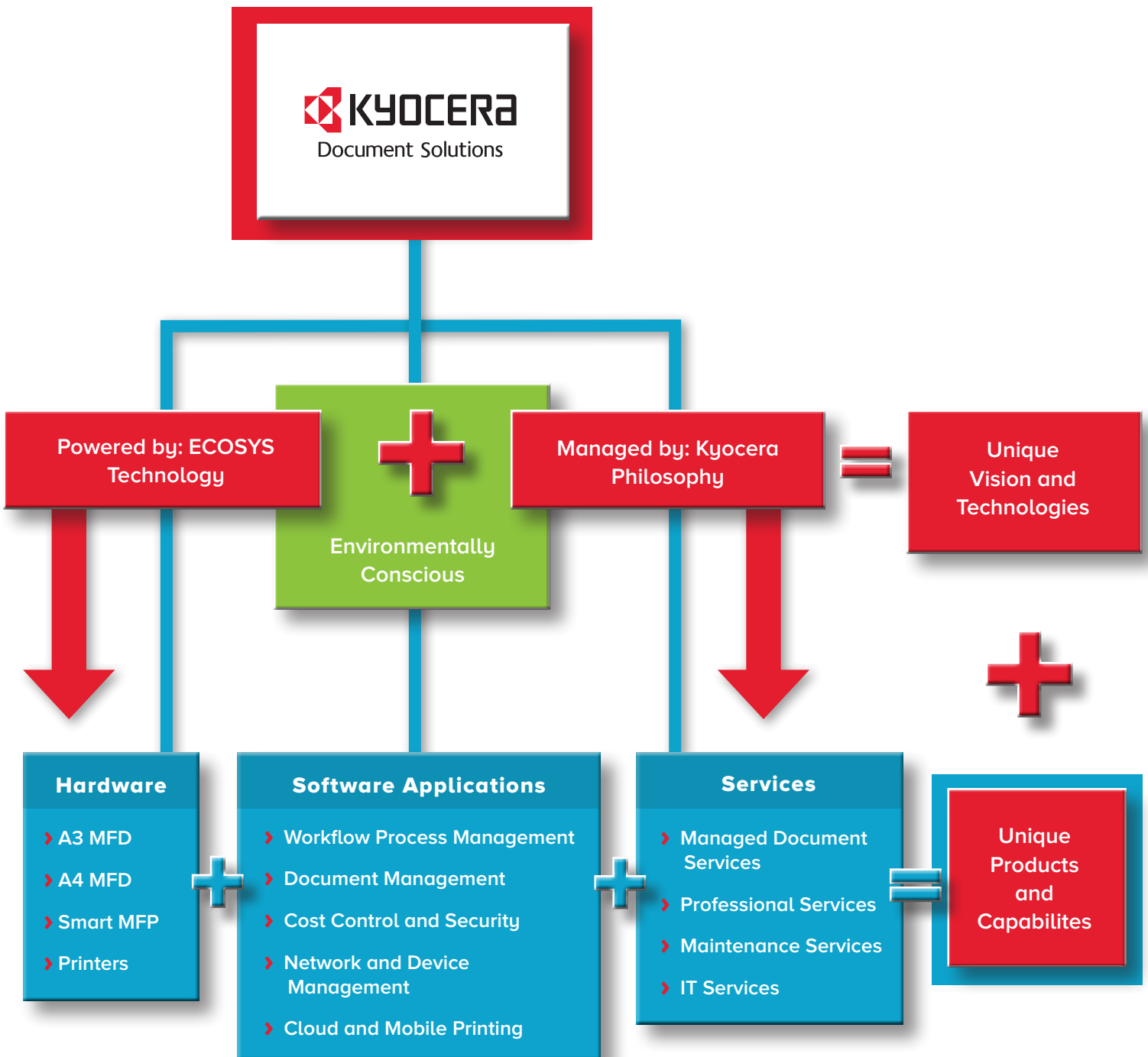
KYOCERA FLEET SERVICES

To complement our service team, Kyocera also has one of the best Fleet Management Tools available for your Kyocera device. Not only can we provide automatic toner replenishment and meter reading collection, the Kyocera Fleet Service software provides a comprehensive remote maintenance feature.

Remote maintenance is the service of the future, having the ability to evaluate the device remotely means less downtime and greater productivity.

KYOCERA'S UNIQUE PRODUCT AND SERVICE CAPABILITY

KYOCERA Document Solutions

Powered by: ECOSYS Technology

Environmentally Conscious

Managed by: Kyocera Philosophy

Unique Vision and Technologies

Hardware
> A3 MFD
> A4 MFD
> Smart MFP
> Printers

Software Applications
> Workflow Process Management
> Document Management
> Cost Control and Security
> Network and Device Management
> Cloud and Mobile Printing

Services
> Managed Document Services
> Professional Services
> Maintenance Services
> IT Services

Unique Products and Capabilites

TIMELINE

Early 90's — › Kyocera Electronics launched business in Sydney, Australia

1998 —
› Queensland and Western Australia Branches Open

› Launch New ECOSYS Technology

2000 —
› Kyocera purchases MITA and merge business

› Kyocera MITA Australia offers A3 for the first time

› Kyocera opens in New Zealand

2000 - 2014 — › Kyocera began their 14 year partnership with Clean Up Australia

2003 — › Kyocera launches first ECOSYS A4 colour printer

2004 — › Kyocera purchases GBM which became Kyocera's South Australian branch

2007 — › KYOCERA rolls out first Fleet Management Services for MPS

2008 —
› Global Headquarters R&D Centre completed in Japan

› KYOCapture Document capturing technology released (Nuance AutoStore)

› Kyocera purchases Action Copiers and creates a regional VIC branch

2009 — › Launched Kyocera's flagship A3 MFD - TASKalfa

2012 — › Company name changed to KYOCERA Document Solutions

2014 -2016 — › Official Sponsor of the Manly Warringah Sea Eagles

2015 —
› Ceyoniq Group (Germany) becomes a wholly owned subsidiary offering world class Document Management systems and ECM

› Kyocera launches KFS – Cloud based fleet management with remote servicing capability

2016 — › Launched first A4 TASKalfa Device with the power of A3