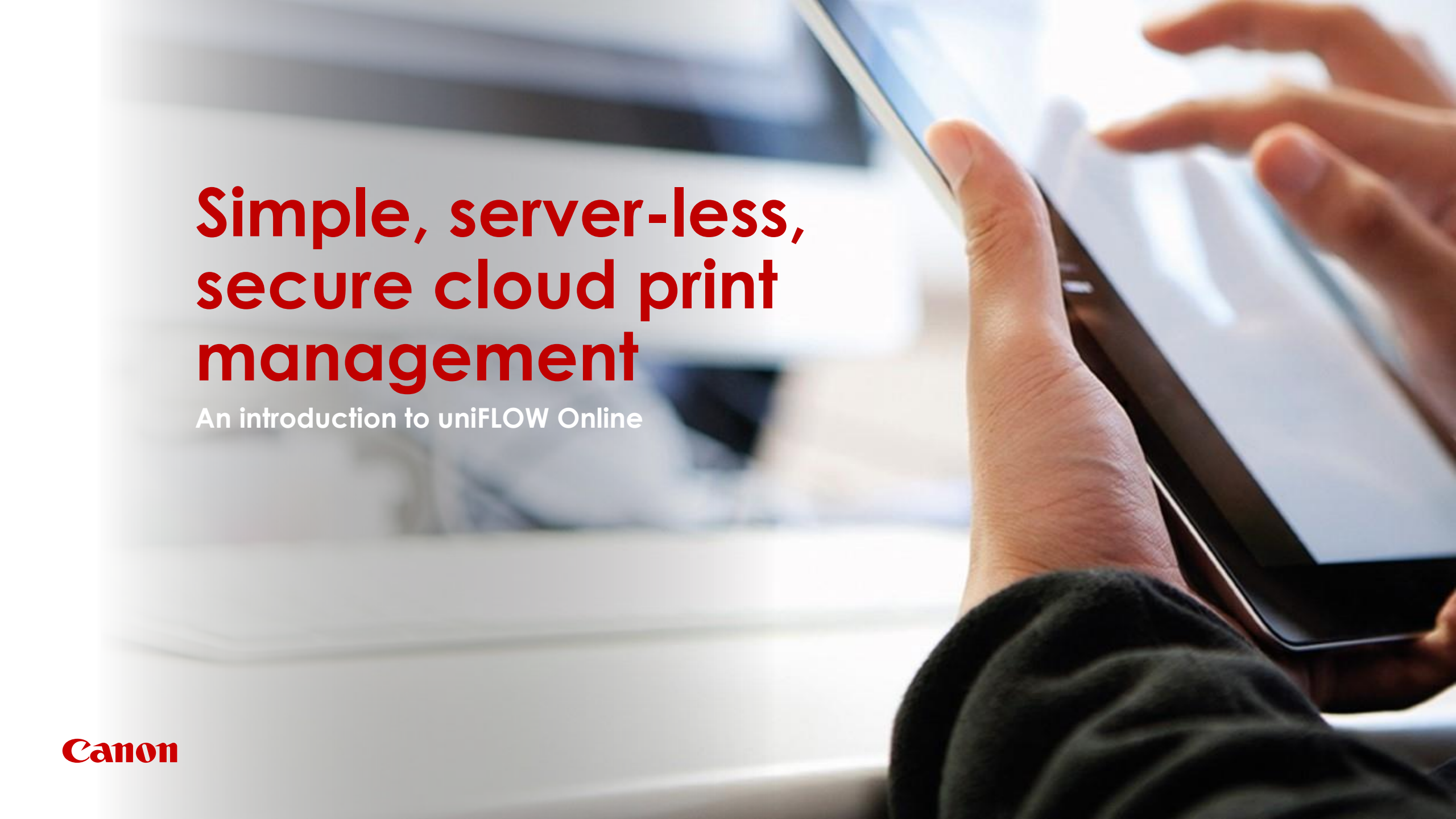
Simple, server-less, secure cloud print management

An introduction to uniFLOW Online



Canon

Is your office printing as ‘smart’ as it could be?

pro-active security

Can you protect confidential documents all the way to the output tray to prevent the wrong person taking them?

influencing user behaviours

Is all printing necessary? Is colour over-used? Could larger print jobs be diverted to lower cost devices?

one platform to track costs

Can you monitor device usage, costs and user printing?

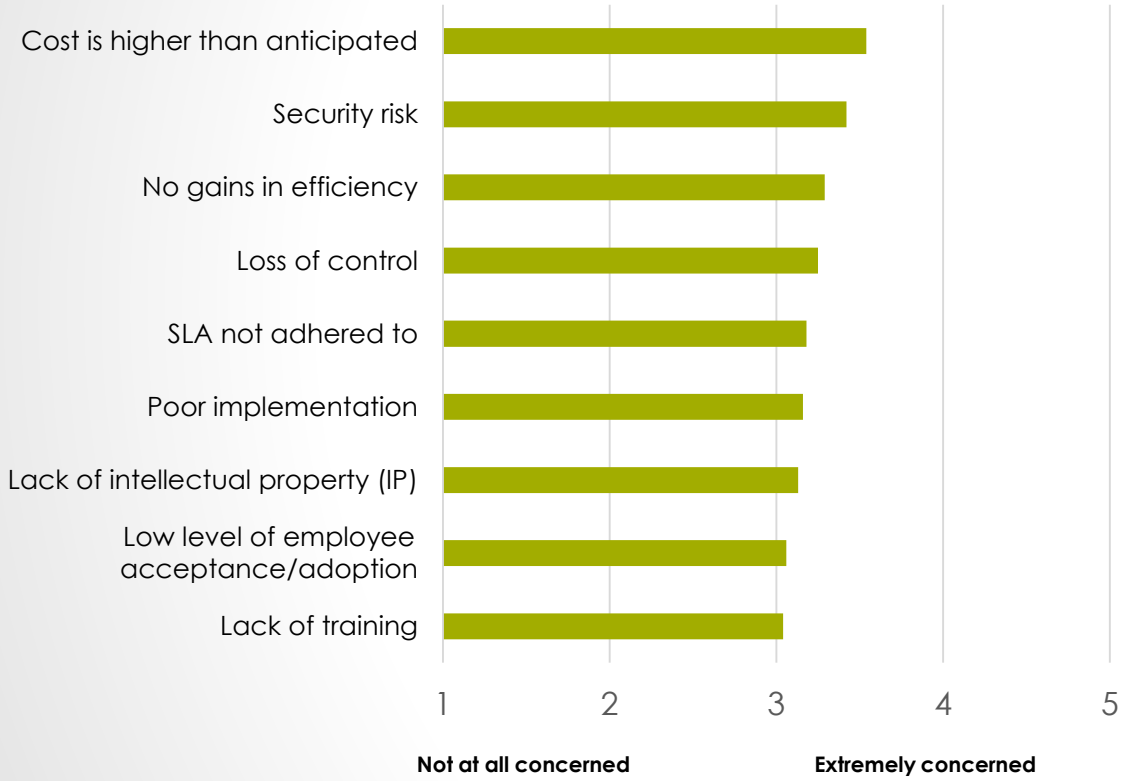
paper waste

Can you monitor and discourage hard-copy printing? Can you enforce double-sided printing?

secure release

Can users print securely anywhere to remove use of personal devices?

The issue of print management has not gone away



A recent survey on business attitudes to print management solutions highlighted the following concerns:

Print solutions will not reduce print-related costs and present a security risk.

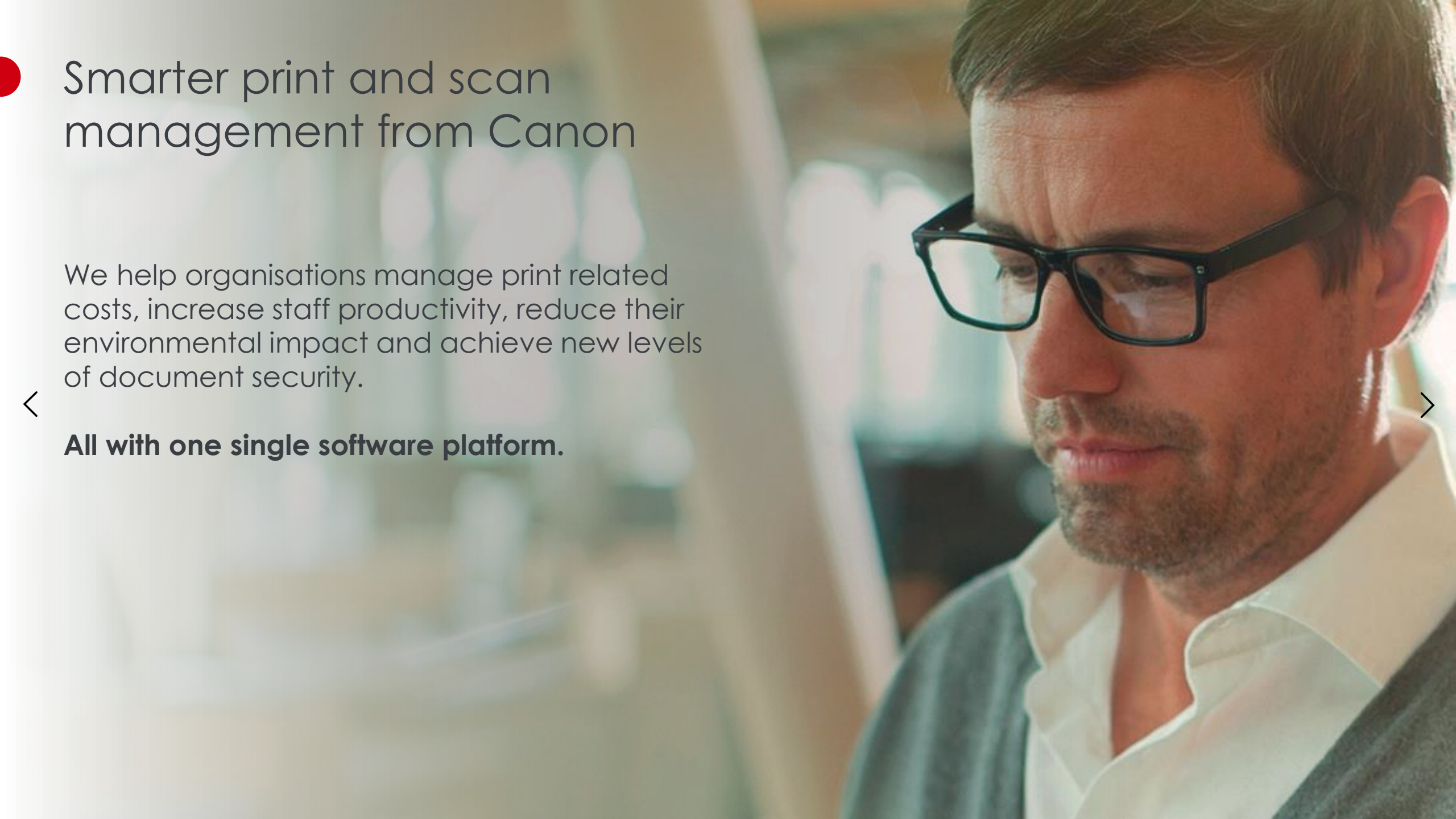
Companies fear that efficiencies might not be gained from moving to a new solution.

Source: IDC's Western European Hardcopy Survey, 2015 (n = 307)

Smarter print and scan management from Canon

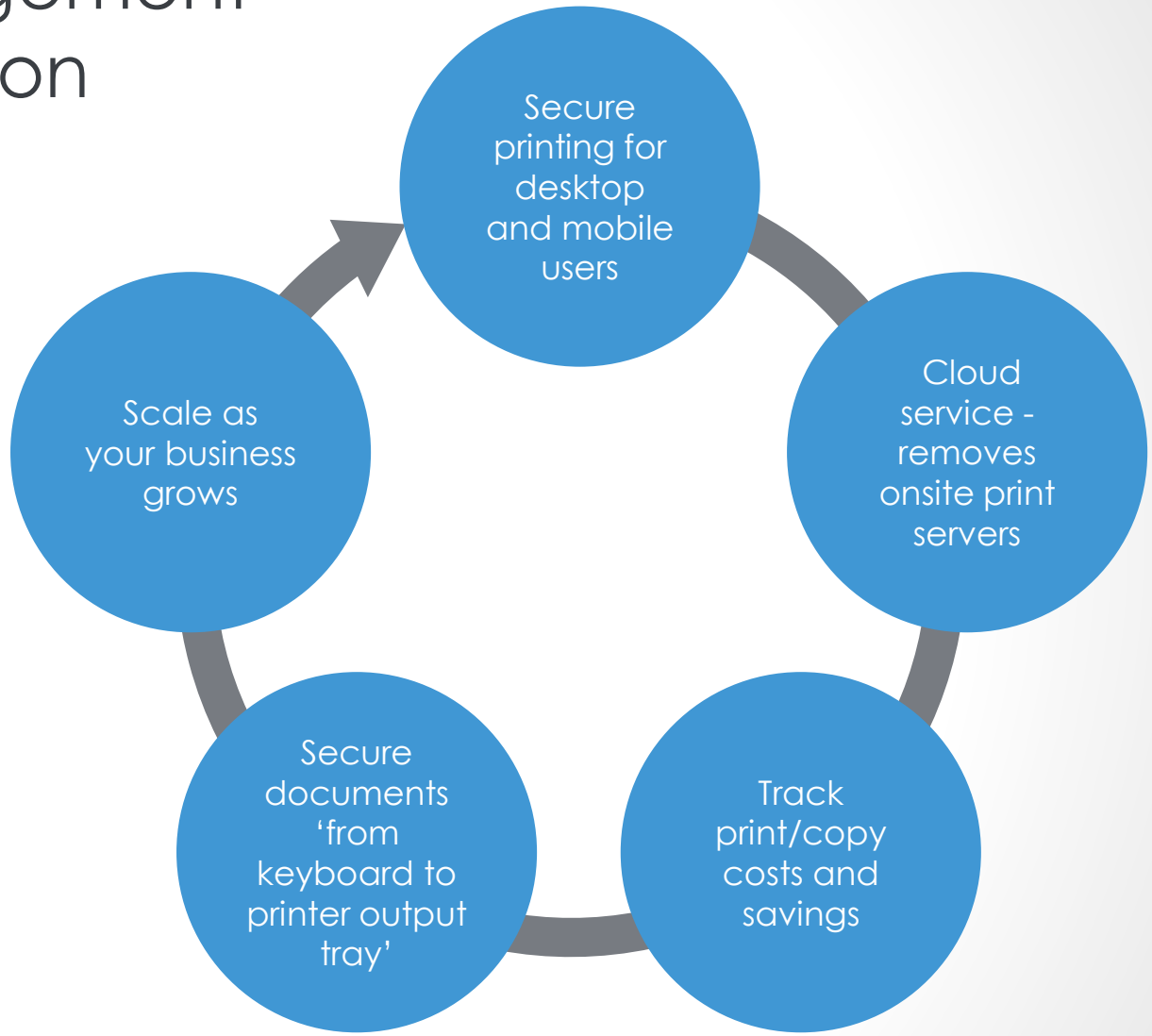
We help organisations manage print related costs, increase staff productivity, reduce their environmental impact and achieve new levels of document security.

All with one single software platform.



Smarter cloud print management and accounting from Canon

uniFLOW Online delivers powerful features to help organisations avoid the maintenance costs and headaches associated with on premise server based applications



Why Canon?

Our people and processes

- 17,000 Canon people in EMEA across 116 countries
- Dedicated team of experts in print and document distribution related challenges
- Service Management processes aligned to ITIL®, PRINCE2®, etc.

Our philosophy and expertise

- Kyosei Corporate Philosophy 'Living and working together for the common good'
- Over 75 Years Experience developing 'best-in-class' technology
- Sustainability Commitment ISO 14001 certificate, 'Green Procurement' programme, WWF support since 1998, Red Cross support since 2006, etc.

Our solutions and innovation

- Unrivalled imaging and output management solutions portfolio
- Innovation commitment – more than 8% of sales invested by Canon in R&D worldwide annually

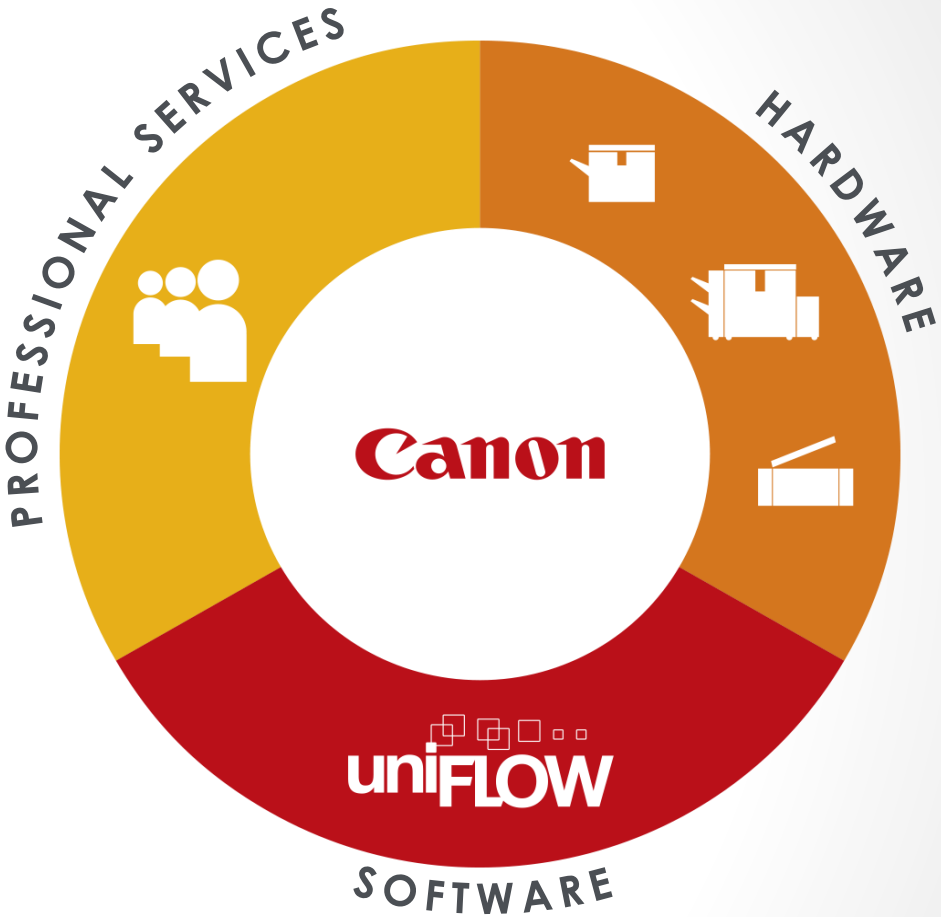
Take advantage of our business partnership

We understand your business requirements.

We offer complete solutions to meet your business needs.

We provide unrivalled professional support from knowledge experts.

We help you exploit the full potential of investments you make.



How we have helped other customers…

"60% of all printing across the firm is now double sided and we have saved over 1 million pages in the first three months. Achieving this while spending less on energy and consumables has had a positive impact on our cash flow."

David Clarkson
Commercial Director,
Armstrong Watson

"We've saved nearly £100,000 on print over the past eighteen months. The savings we have made thanks to our new print strategy have enabled us to re-invest in teaching and learning in other areas of the college."

Gary Horne
Finance and Ops,
Colchester Institute

How we have helped other customers…

"The Council is well on its way to meeting its target of a £95,000 reduction in the annual print bill. The Canon solution is essential to our new process because it tells us everything we need to know about printing and copying."

Julie Caughey
Finance Manager,
East Lothian Council

"Canon really took the time to understand what we needed to achieve and, as a result, pioneered a completely bespoke output management solution which has enabled us to enhance our services to students."

Hermann Maier
IT Director,
University of Klagenfurt

How we have helped other customers…

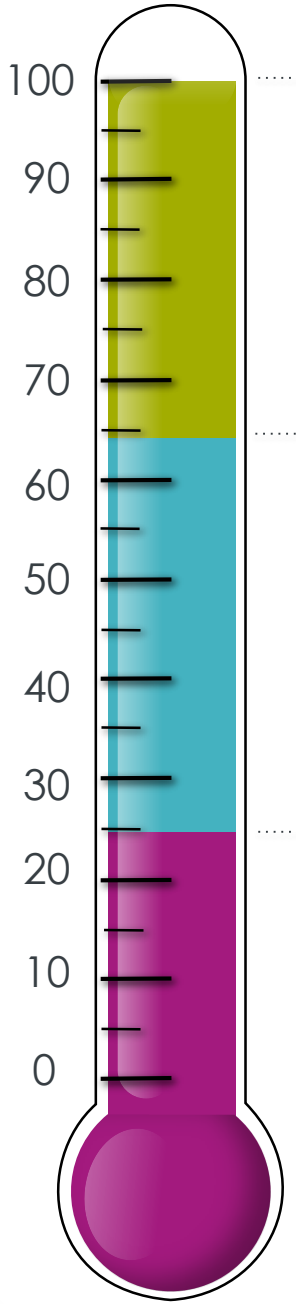
"All desktop printers automatically produce black and white duplex prints to reduce paper wastage and consumable costs. We are now saving over 60% of our previous printing and copying costs."

Horst Schlüchter
Infrastructure and Apps-Mgmt, R&V Versicherung

"In the IT department we can now focus on our core tasks. What's more, we print at lower cost than ever before. We will continue to generate great value from Canon's solution as UKE introduces new workflows."

Florian Benthin
Head of Desktop Services, UKE

Heat is turning up on cloud computing



Cloud technology is transforming how markets work

By 2018 industry cloud creation will be seen as a top market entry strategy, as IT vendors and industry domain experts team up to remove barriers to entry.

Cloud technology is transforming how businesses work

90% of digital initiatives will involve cloud in 2016, as European businesses put cloud technologies at the heart of their digital transformation strategy and accelerate cloud into mainstream.

Cloud technology investment continues to grow strongly

Cloud-related IT spending in Western Europe will grow by 27% to €37 billion euros by the end of 2016.

Source: European Cloud FutureScape 2016 IDC European Cloud Practice 21st of January, 2016

The average company uses **738** cloud services...

68 known services

THAT'S OVER

10 TIMES

more than what IT expects

670 unknown services

50%

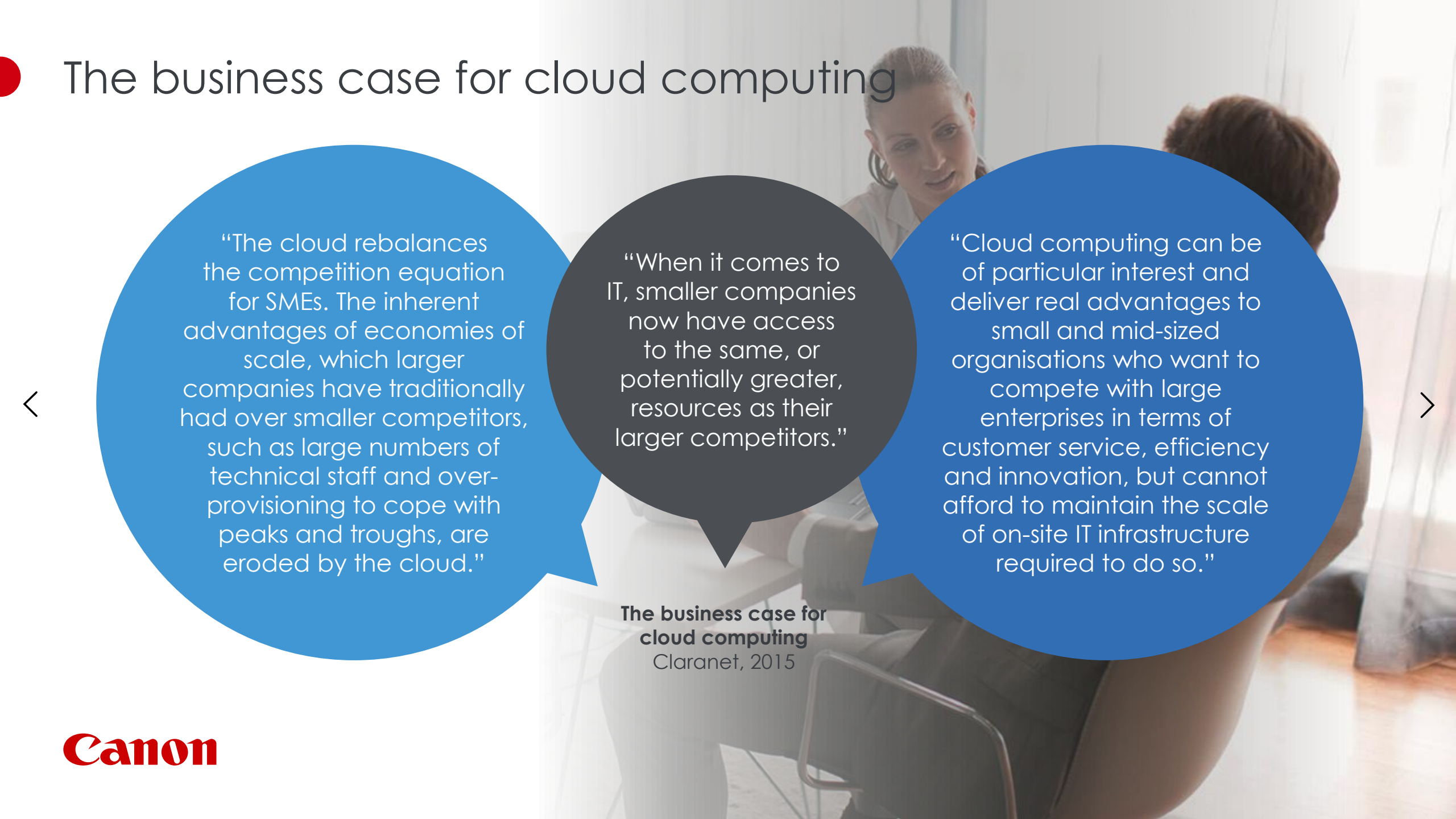
50% of IT spending will be cloud-based by 2018.

Why not have your printing managed in the clouds?

Source: IDC FutureScape Worldwide Cloud 2016 Predictions

Canon

The business case for cloud computing



"The cloud rebalances the competition equation for SMEs. The inherent advantages of economies of scale, which larger companies have traditionally had over smaller competitors, such as large numbers of technical staff and over-provisioning to cope with peaks and troughs, are eroded by the cloud."

"When it comes to IT, smaller companies now have access to the same, or potentially greater, resources as their larger competitors."

"Cloud computing can be of particular interest and deliver real advantages to small and mid-sized organisations who want to compete with large enterprises in terms of customer service, efficiency and innovation, but cannot afford to maintain the scale of on-site IT infrastructure required to do so."

The business case for cloud computing
Claranet, 2015

Canon

What smaller customers want

Customers with low numbers of Canon iR ADVANCE or Multi-vendor devices that lack internal IT or don't want internal servers

Priority areas	What about SMB priorities?	uniFLOW Online
"More control over what is printed..."	They want the same resources as large corporate enterprises but...	Fast delivery of fit-for-purpose OM services
"Freedom to print from any location to iR ADVANCE devices"	Without IT pain	+Universal driver +Mobile printing +Track printing costs +Document security with no IT required
"Secure printing from desktop or mobile…"	Without initial significant investment	Switch-on and start

Introducing uniFLOW Online

uniFLOW online

Simple, server-less, secure

Network print management and cost accounting software for smaller businesses delivered as a service by Canon.

Benefits

uniFLOW online

Flexible authentication

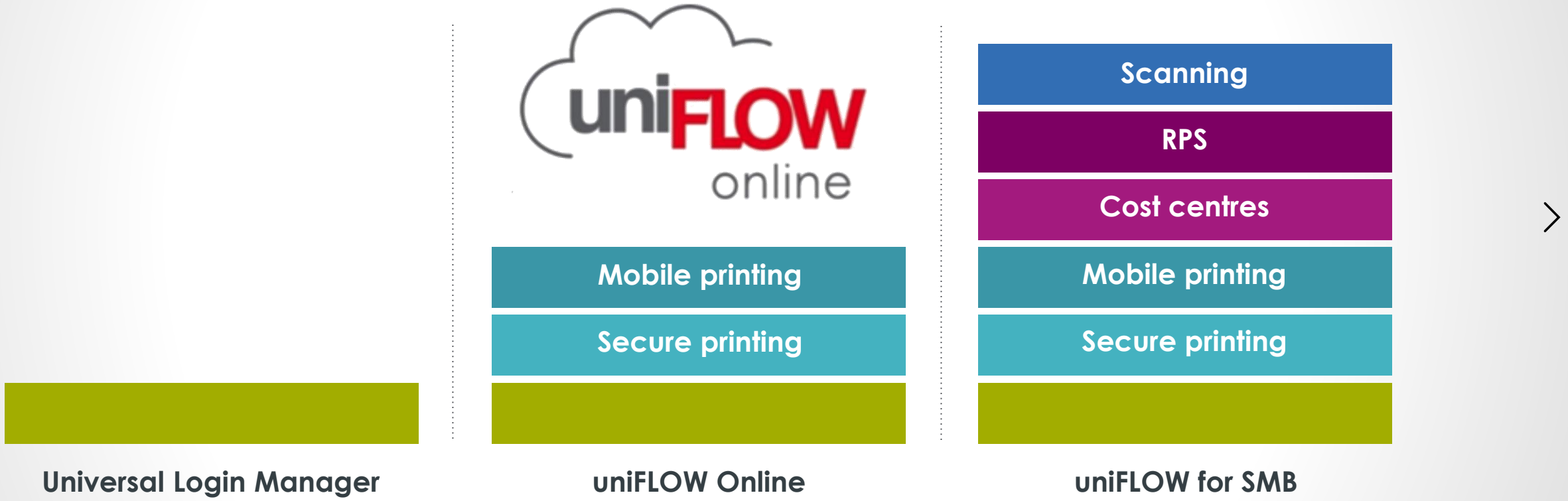
No print server requirements

Print confidential documents securely

Track printing and copy costs

Send print jobs anywhere

uniFLOW small business solutions



How uniFLOW Online helps

Take control of all costs associated with printing and scanning using just one application.

Increase staff efficiency with mobile printing.

Safeguard your data and protect your intellectual property.

Reduce the environmental impact across your entire print infrastructure.

One server-less application for all your printing and scanning needs across the organisation.

Onsite servers

Still paying for onsite servers?

uniFLOW Online means no local server needs.

Constraints & risks

Business continuity

- Single point of failure?
- Risk of floods and power-cuts
- Downtime for App upgrades
- Server OS upgrades / end of life
- Future compliance demands

IT Agility

- Integration issues
- App scaling
- Pan-regional scalability

Tangible costs

- **Disaster recovery, security, compliance**
- **Annual energy costs**
- **Annual service & support costs**
- **Buy costs**

Secure printing

Sharing printers and MFPs can expose private documents to other users.

uniFLOW Online means your teams can print documents securely.

Secure from keyboard to printer with encryption made possible by SmartClient.

Mobile printing

Are you able to meet the printing needs of mobile workers?

uniFLOW Online lets you print jobs from desktop, laptop, tablet or mobile device.

Users can print from their desktop using the SmartClient or by email from their BOYD devices.

Users can leverage our **universal driver** to print to any supported networked device.

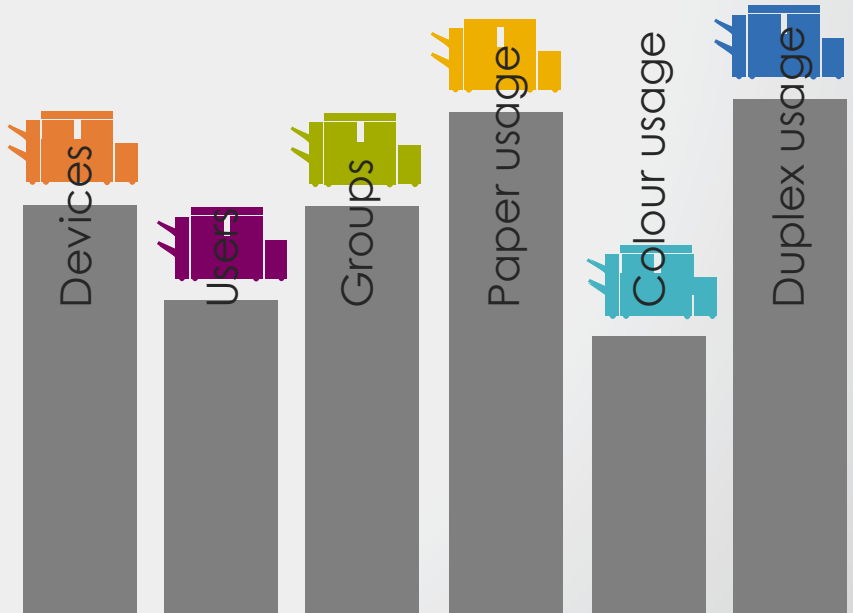
All print jobs are authenticated at the printer/MFP using a pin-code or ID-card.

Cost control

Are you lacking an umbrella view of your print related spend?

uniFLOW Online brings instant fine-grained analysis of print costs and usage.

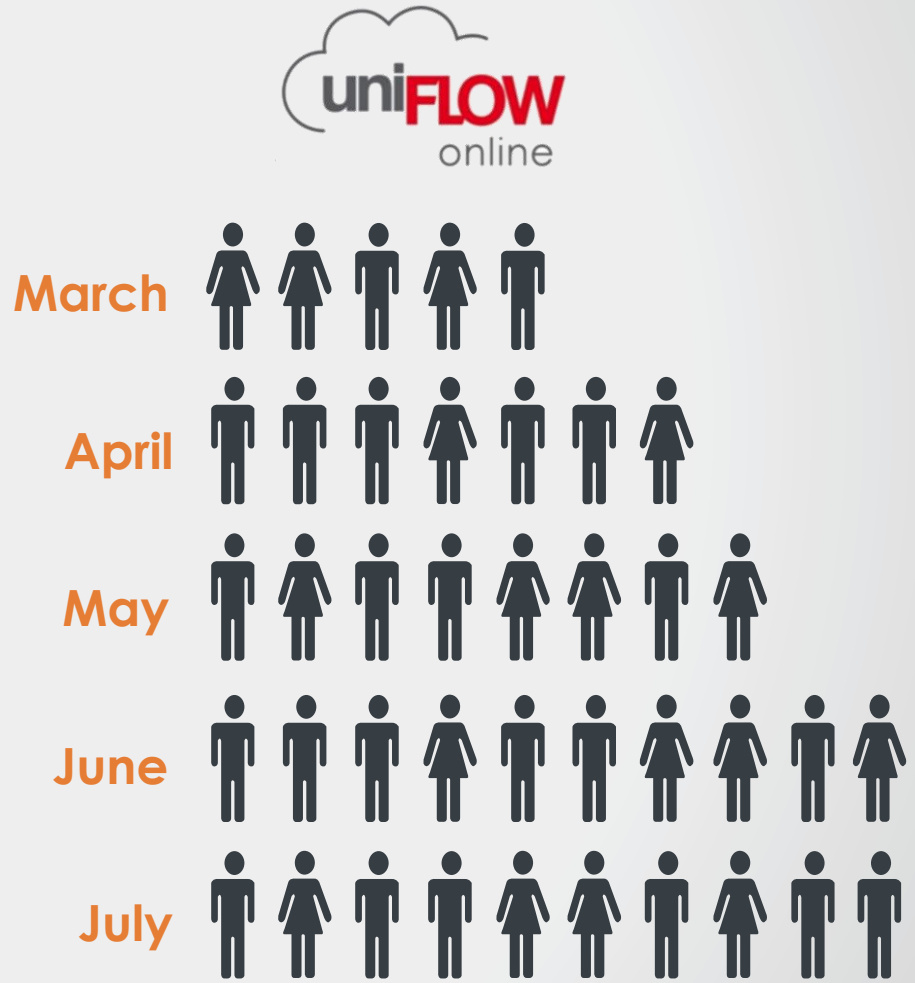
uniFLOW online



Subscriptions service

Paying too much for print management & accounting software?

uniFLOW Online is offered on a subscription – pay for what you use.



Local data centres

Is your customer data held within your region?

uniFLOW Online offers global scaling with a local personality.

uniFLOW Online is deployed on Microsoft Azure™ and is available to support your business operations around the world with local data centres

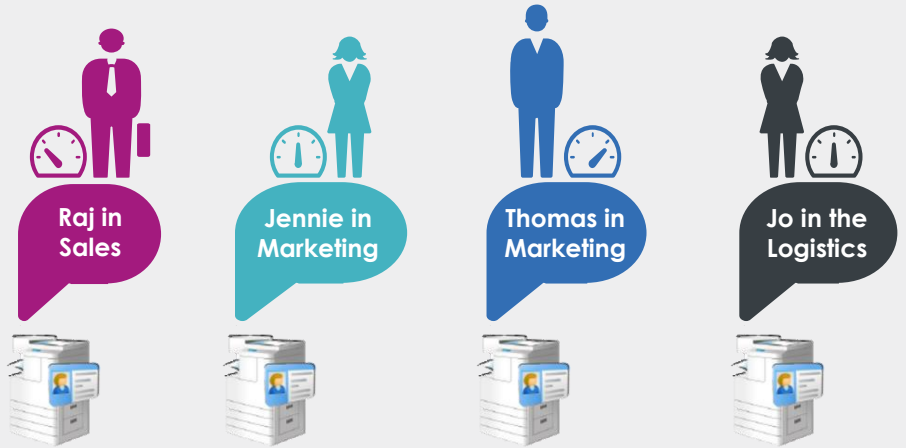
Local data protection governance is ensured

Print policies

Are you able to enforce print policies?

uniFLOW Online with Managed Print Services brings print costs under control.

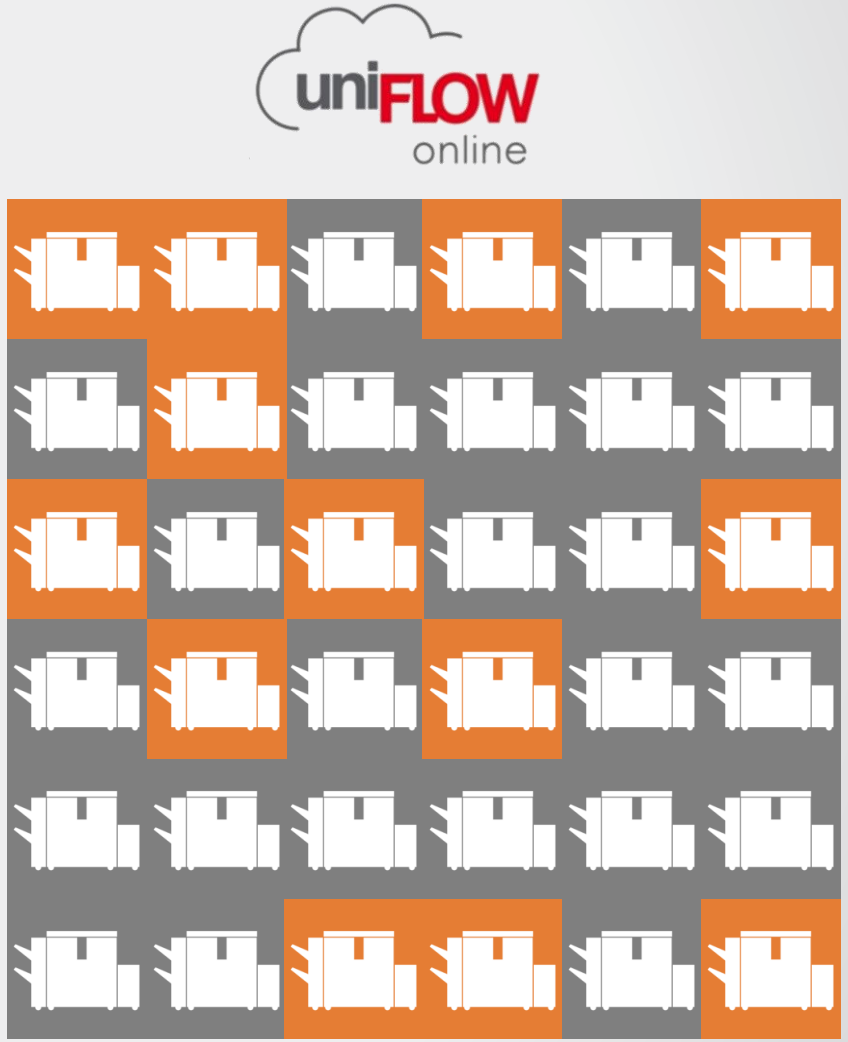
- Is print consumption exceeding your print policy?
- Are you minimising colour printing?
- Are users maximising double-sided printing to cut paper usage?
- Is on-demand printing reducing costs as planned?
- How does print usage compare to last month?



Scalable solution

Are your prepared for changing business needs?

uniFLOW Online scales as your needs adapt and grow.



Summary of benefits

In summary the benefits are

- No costs for local servers
- Secure your print infrastructure
- Increase document security
- Try before you buy
- Increase office productivity
- Control & reduce print/copy costs
- Aids print policy control
- Global support capability with local personality
- Prevent unauthorised device use

uniFLOW online

Thank you for
your time