



KONICA MINOLTA

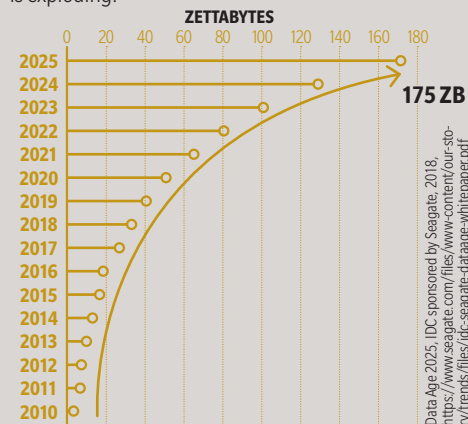
FACTS & FIGURES

INFORMATION MANAGEMENT

INCREASE OF IMPORTANCE OF INFORMATION MANAGEMENT SOLUTIONS

ANNUAL SIZE OF THE GLOBAL DATASPHERE

The importance of Information Management is rapidly increasing to manage data effectively, as data volume is exploding.



72%
OF THE COMPANIES
BELIEVE THAT
BUSINESS AT THE
SPEED OF PAPER WILL
BE UNACCEPTABLE IN
A FEW YEARS' TIME.

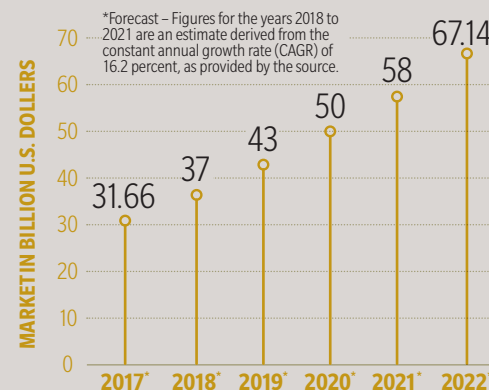


MANDATES FROM
ABOVE ARE THE
DECISIVE STEP TO
PAPERLESS PROCESSES
FOR **48%**
OF ORGANISATIONS.

NOW is the Time to Break Free of Paper, AIIIM, 2018
https://cdn2.hubspot.net/hubfs/332414/Market-Intelligence/Tipsheets/Tip%20Sheet%20-%20Apr%20-%20Now%20is%20the%20Time%20to%20Break%20Free%20of%20Paper.pdf?_e_hssc=10372202.15.1554383085778&_hstc=10372202.d74deb8be-f0e360bd85d7671c4a35b83.1553783557405.1554281642439.1554383085778.6&_hsfp=2287553353&hsCtaTracking=431b9c3d-cc1c-4f5d-bb34-df40f4ddb118%7C9eed-cf4b-d942-458b-9196-2fb0f4ee6c48

MARKET POTENTIAL

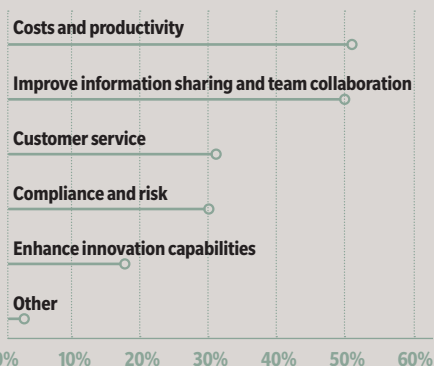
Size of the enterprise content management (ECM) market worldwide from 2017 to 2022.



Size of the enterprise content management (ECM) market worldwide from 2017 to 2022 (in billion U.S. dollars), Statista, 2017, <https://www.statista.com/statistics/506914/enterprise-content-management-market-size/>

VALUE DRIVERS

When you consider digital transformation-related projects, what is the most significant business driver for your organisation?



Are businesses digitally transforming or stuck in neutral?, AIIIM, 2017, <https://info.aaiim.org/2017-state-of-information-management>

TOP 5 CHALLENGES FOR INFORMATION MANAGEMENT



41%
WIDE ACCESS



34%
GOOD SEARCH



34%
INTEGRATING DOCUMENT
SERVICES A SEAMLESS BUT
SECURE WAY



31%
INCREASING
VOLUMES &
SECURITY



28%
GDPR

CAPTURE-ENABLED PROCESS APPLICATIONS



29%
ACCOUNTS PAYABLE



12%
ACCOUNTS
RECEIVABLE



10%
CUSTOMER SERVICE /
CASE MANAGEMENT



8%
HR SYSTEM



37%
NO CAPTURE-ENABLED
APPLICATION

CONTRACT MANAGEMENT: CLEAR BENEFITS BUT STILL MANY TRADITIONAL PAPER-BASED PROCESSES



85%
OF COMPANIES
STILL USE MANUAL
PROCESSES TO
MANAGE SALES
CONTRACTS.



73%
OF ORGANISATIONS
FIND IT DIFFICULT
TO OR IMPOSSIBLE TO
RUN REPORTS THAT
SHARE INFORMATION
ABOUT TERMS IN
THEIR CONTRACTS.

BENEFITS



55%
IMPROVEMENT
IN COMPLIANCE



50%
REDUCTION IN
CONTRACT CYCLE TIMES



25%
IMPROVEMENT
IN CONTRACT
RENEWAL RATES



1-2%
IMPROVEMENT
IN REVENUE

Conspic Consulting & Konica Minolta, Improving and automating business operations through information management - a benchmarking survey, 2018, <https://newsroom.konicaminolta.eu/konica-minolta-information-management-survey/>

Sirma Enterprise Systems, What you need to know about contract management, 2018, <https://www.sirmaenterprise.com/what-you-need-to-know-about-contract-management/>

Sirma Enterprise Systems, What you need to know about contract management, 2018, <https://newsroom.konicaminolta.eu/konica-minolta-information-management-survey/>

LOOKING THE NEEDLE IN THE INFORMATION HEYSTACK:

DOCUMENTS THAT CANNOT BE FOUND CAUSE COSTS AND UNNECESSARY DOUBLE WORK



44%
OF COMPANIES ADMIT THEY PROVIDE THEIR USERS WITH POOR OR NOT AVAILABLE SEARCH.

Comspec Consulting & Konica Minolta, Improving and automating business operations through information management – a benchmarking survey, 2018, <https://newsroom.konicaminolta.eu/konica-minolta-information-management-survey/>



86%
OF WORKERS EXPERIENCE CHALLENGES WHEN IT COMES TO SEARCHING FOR INFORMATION.

Intelligent information management benchmark report 2019, M-Files, 2019, https://go.m-files.com/Global-IIM-Benchmark-Report-EN-US.html?utm_source=blog&utm_medium=blog-cta&utm_content=iimbenchmarkreport-stats&utm_campaign=blog-cta



EMPLOYEES SPEND 1.8 H
OF THEIR WORKING DAY WITH SEARCHING AND MANAGING DOCUMENTS.

Top 3 Reasons Why We Spend So Much Time Searching for Information, Under the Radar Conference, 2018, <https://declara.com/content/61X13Eo1>



EACH MISFILED DOCUMENT COSTS AN AVERAGE OF \$125.

NOW is the Time to Break Free of Paper, AIIM, 2018, <https://info.aiim.org/now-is-the-time-to-break-free-of-paper>

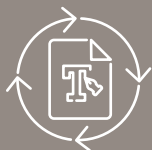


UNFINDABLE DOCUMENTS COST \$700.



7.5 %
OF THE DOCUMENTS GET LOST COMPLETELY IN ORGANISATIONAL PROCESSES.

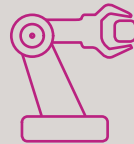
Document Management, Ecopapyrus, 2017, <http://ecopapyrus.com/>



83%
OF WORKERS HAVE TO RECREATE A DOCUMENT WHICH ALREADY EXISTS BECAUSE THEY ARE UNABLE TO FIND IT.

Intelligent information management benchmark report 2019, M-Files, 2019, https://go.m-files.com/Global-IIM-Benchmark-Report-EN-US.html?utm_source=blog&utm_medium=blog-cta&utm_content=iimbenchmarkreport-stats&utm_campaign=blog-cta

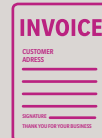
BOOSTING PERFORMANCE WITH DIGITAL INVOICE MANAGEMENT



58%
OF ORGANISATIONS IN NORTH AMERICA STILL HAVE NOT IMPLEMENTED INVOICE WORKFLOW AUTOMATION.

AUTOMATION CAN SIGNIFICANTLY REDUCE INVOICE PROCESSING DAYS

FROM **20.8**
TO **3.8**



AUTOMATION CAN INCREASE INVOICES HANDLED FROM

100 INVOICES PER
PER DAY TO **3,000** EMPLOYEE

Four strategic benefits of purpose-built intelligent invoice management systems, Digitalist Magazine, 2018, www.digitalist.com/einvoicing_market_overview_2018.pdf

LESS TIME AND PAPER WASTED – WITH DIGITAL PERSONNEL FILES



85%
OF COMPANIES HAVE MOVED TO DIGITAL PERSONNEL FILES.

These are the 4 biggest HR software trends by 2020, HR Software Monitor, 2018 <https://www.hr-software-vergleich.de/aktuelle-nachrichten/hr-software-monitor-das-sind-die-4-groessten-hr-software-trends-bis-2020/>



USERS OF DIGITAL PERSONNEL FILES SAVE ON AVERAGE **3H** EACH WEEK.

Use And Value Contribution Of The Digital Personnel File For Personnel Service Providers, Tutum, 2018, <https://www.tutum.de/studie/>

76.9% OF COMPANIES USING DIGITAL PERSONNEL WERE ABLE TO HEAVILY REDUCE SPACE PROBLEMS CAUSED BY GROWING VOLUMES OF PAPER.



Use And Value Contribution Of The Digital Personnel File For Personnel Service Providers, Tutum, 2018, <https://www.tutum.de/studie/>

INFORMATION MANAGEMENT BY KONICA MINOLTA

Konica Minolta Business Solutions optimises your business with business solutions such as:



IDC MarketScape named Konica Minolta a Major Player in Workflow Services Hardcopy in the Western European market. Konica Minolta was especially commended for the growing ECM focus within its customer base and channels.

IDC MarketScape: Western European Document Workflow Services Hardcopy 2016 Vendor Assessment



19,500
CUSTOMERS IN EUROPE TRUST IN KONICA MINOLTA'S INFORMATION MANAGEMENT SERVICES

It was time to change the contract estimation process and Konica Minolta provided a new intelligent approach through cloud technology. We have noticed a significant improvement in various areas of the process and a significant relief for employees, who can now focus on our main business.

Thanos Kanatas,
IT Manager, Frezyderm, Greece

<https://www.konicaminolta.eu/eu-en/success-stories/frezyderm>

