



# A partnership with rewards that grow.

Make the smart move. Join our  
Channel Partner Program as we  
lead the way in transformation.

[kyoceradocumentsolutions.co.uk](http://kyoceradocumentsolutions.co.uk)



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# About us.

- + About us
- + Sustainability

# About us.

## Top 100 global innovator

As a world-leading manufacturer of high-tech ceramics, electronic components, solar cells and office equipment, Kyocera Corporation has been recognised as one of the top 100 global innovators for four consecutive years\*.

## To us, the customer is always first

In everything we do, our pioneering spirit is focused on delivering products and services for the customer, through our 'Customer-First' principle. How we act is important to us and always has been.

## Thinking green, acting green

We're using our collective strengths, passion to be green and our deep-seated values to be environmental pioneers.

## Making a difference

What are we doing to contribute to a greener world? Our latest CSR Report from Kyocera Document Solutions explains all. We reveal how we are making our products more eco-friendly, such as our new energy-saving toner that works at 30°C less than conventional products.

\* Kyocera Corporation awarded Top 100 Global Innovators in 2014, 2015, 2016 and 2017.



**We employ 75,940 people in 231 companies, all working to create a sustainable world and make our customers' lives easier.**





# The Kyocera philosophy.

## Pioneering spirit: it's in our DNA

### **Our quest to make working spaces smarter**

We make life easier by making workplaces smarter, putting knowledge to work for competitive advantage. As a relentless pioneer and innovator for 60 years, we're leading transformation in document control and information management to make businesses more agile, run more efficiently and be more customer-centric.

### **It's how we work with you that matters**


Kyocera Document Solutions may be global and forward thinking, but the way we work with you and your customers is personal and hand-in-hand, as human to human. Our philosophy and values help us strive to live the right way and act responsibly, changing things for the better and respecting people and our precious environment. Only then can we meet your hardware and software needs, prove to be your trusted, valued business partner and make a difference, together.



# “Respect the divine and love people.”

The philosophy of our founder, Dr. Kazuo Inamori, said Kyocera’s mission is “to do what is right as a human being”, a concept we include in all our decision making. By showing the importance of fairness and diligent effort, it serves as a paradigm for our conduct.

# Smarter partnerships, smarter solutions.



**We partner with you and your customers to create competitive advantage, turning information into knowledge.**

## **Aiming to be a valuable partner that grows together with you**

We deliver products and services that delight our customers, we take the 'Customer-First' Principle as our top priority. For more than 20 years, we have minimised environmental impact by developing long-life, low-waste printers and multifunctional products.

## **We evolve as your needs change**

Our strong foundation of hardware sales and maintenance, extensive consulting services and business applications enables us to understand your needs and solve document-related issues through our Total Document Solutions approach.

Kyocera Document Solutions will continue to grow together with you, and be a partner that will contribute to your business growth.

"We combine professional expertise with a human kind of partnership."

## **We support all business needs**

At Kyocera Document Solutions, we use our innovative ideas, award-winning hardware and smart software to deliver value, overcome your challenges and put your organisation's knowledge to work for competitive advantage.

# Working towards a sustainable world.

**We aim “to do what is right as a human being”, a concept we include in all decision making.**

## **Less waste, long-life, low cost**

Our ECOSYS printers create less waste and have the lowest cost per print against comparable devices. We were the first to develop a cartridge-free system for laser printers and we focus our innovative thinking on reducing environmental impact (Ecology), minimising running costs (Economy), and ensure effortless integration with information networks (Systems).

## **See the light**

Kyocera views solar as crucial for the future of our society. We are innovating to reduce our planet’s dependence on conventional energy sources, with ideas such as floating solar power plants to solar ventilation in the Toyota Prius.

## **We practice what we preach**

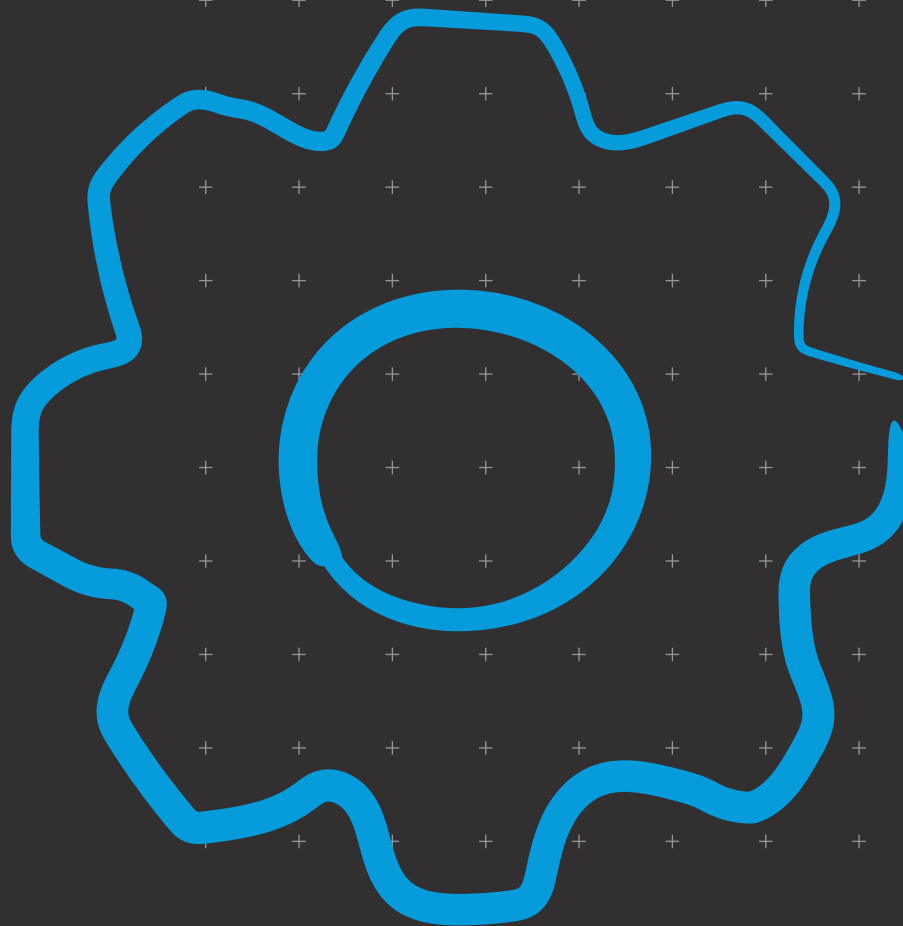
We purify water used in our factories so that it’s cleaner when we’ve finished with it than the water in the public water supply. We work hard to make our factories and offices ‘green’, with rooftop solar power systems and ‘green curtains’ planted to grow over windows and outer walls, helping reduce our energy consumption. We also contribute to biodiversity conservation.





# Products.

- + Printers
- + Multifunctional
- + Production Printers
- + Software
- + Kyocera Toners
- + Peripherals & Accessories



# Printers , MFPs & production printing.

## Printing solutions to make a business run smoothly

At Kyocera Document Solutions, we have a long history of building things to last. Our MFPs and printers combine advanced functionality and award winning reliability with impressive eco-credentials. This makes us the perfect choice for businesses looking to maximise their productivity while minimising their environmental impact.

Faster, better and greener; take your business activities to the next level with MFPs and printers from Kyocera Document Solutions.



# Printers.

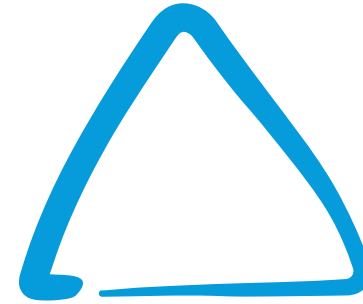
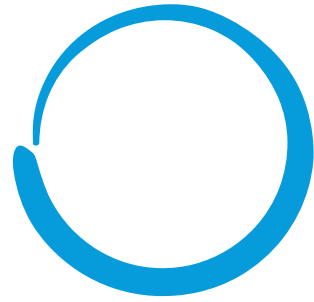
## ECOSYS Printer series — the sustainable solution

Kyocera's ECOSYS branded printers and MFPs provide customers with a printing solution that incorporates long life components and one of the lowest costs per print. By eliminating the need to continually replace costly components, ECOSYS printers do their part in helping to reduce environmental and financial waste. Not only economy and ecology, Kyocera's ECOSYS branded products offer customised solution to comply with various IT environment for long-term benefit of investment.



# MFP's.

## TASKalfa MFP Series



The award winning TASKalfa line of MFP's are the pinnacle of document imaging because each business-critical task is seamlessly delivered with unsurpassed performance and superior image quality. Being equipped with unique long life ECOSYS Technology, Kyocera's TASKalfa MFPs offer outstanding efficiency by minimizing cost and waste and help elevate office productivity to new heights by turning various complex document workflows into simple processes.

# Production printing.

## TASKalfa Pro 15000c - Production Printing System

### A revolution in high-speed printing:

This superfast inkjet production printer offers a cost-efficient alternative to conventional printing in transactional, trans-promotional and direct mail applications. Built for speed and reliability, it features unique print head and ink technologies developed by Kyocera.

To meet our customers' needs, Kyocera Document Solutions created the TASKalfa Pro 15000c which has both affordability and high productivity.

The ability to offer variable data printing unlocks the customers' full potential, and helps expand overall growth.







# Software.

**Turn otherwise complex workflows into simple processes and bring true innovation to the office environment.**

Kyocera has pioneered the development of creative, scalable business applications that set the standard in document workflow optimisation. With superior engineering expertise, Kyocera is capable of tailoring solutions to address specific workflow needs.

Kyocera's Business Applications and third-party software applications seamlessly integrate with Kyocera's award-winning MFPs and laser printers. By harnessing the capability of Kyocera devices complex workflows are turned into simple processes, delivering true efficiency to every office.



# Kyocera Genuine Toners.

**Only genuine Kyocera toner guarantees print quality, reliability and environmental standards.**

Kyocera has spent decades developing technologies that consistently deliver lower running costs than our competitors. Toner is not a “one size fits all” consumable and there is only one supplier who can deliver the quality, economy and reliability you expect when you purchase a KYOCERA device.

An average competitor's toner container includes 60 separately manufactured components, while an original Kyocera toner cartridge can have as few as four parts, all easily recyclable.

#### **Toner recycling free for customers**

We have a free-of-charge direct collection scheme of toner cassettes for thermal recycling for Kyocera clients across Europe.

# Comprehensive services.

+ Content Services/ Unified Comms/ ICT/ Managed Services



# Comprehensive services.

Kyocera has expanded its solutions portfolio to include Comprehensive Services (Content Services, ICT, Unified Communications) and services to support our customers across all of our operations.



## Print

- + Print hardware & software
- + Touchless printing & scanning with apps
- + Cloud hosted print managed solutions
- + Print for remote workers



## Content services

- + Scan, file & store documents to the cloud
- + Business analysis
- + Process transformation
- + Case management for departments - finance, HR etc.
- + Streamlining manual or cumbersome processes to efficient workflows



## Unified Comms

- + Telephony
- + Collaboration
- + Mobile
- + SIP trunking
- + MS Teams integration
- + Compliance



## ICT

- + Data connectivity
- + Data backup & recovery
- + IT infrastructure
- + Microsoft application management
- + Network security
- + Managed cloud



## Managed services

- + 24/7/365 UK-based service centre
- + Professional consultancy & services
- + Operations management
- + Security analysis
- + Combined service delivery

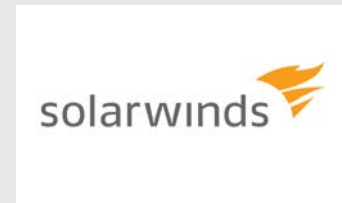
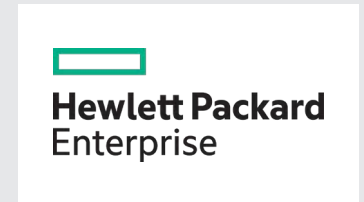
**All-in-one services / Complete digital transformation**



# Peripherals & accessories.

- + Personal computing
- + Business mobile
- + Accessories
- + Audio visual

Current brands





# Become a partner.

- + Partner benefits
- + Partner support
- + Customer support



# Partner benefits.

Take advantage of the powerful changes taking place in the document management industry with KYOCERA. Based on three strong elements – Growth, Guidance and Gain - we help boost your business and growth potential.



**Faster growth. Trusted network.**

## **Growth**

We offer an attractive sales incentive, plus a growth plan to drive mutual business and provide impactful marketing development funds to help drive brand visibility and foster lead generation.

## **Guidance**

You'll receive daily content on our products, business trends and industrial insight. All qualifying partners receive marketing collateral and channel marketing assets to build successful product launches and training to successfully sell our solutions.

## **Gain**

All qualifying partners receive tools, financial benefits and other professional services to build KYOCERA service capabilities and status. We offer a licence to sell programme and training development as well as pre-sales training to gain insight and expertise in our technologies.



# Partner support.

## Marketing

Kyocera Marketing as a Service works collaboratively with our partners to maximise marketing investment, generate demand and capitalise on market opportunities.

- Lead Generation – convert your target audience into leads
- Lead Progression – support customers through the sales cycle
- Digital Marketing – reach more end users
- MDF Management – increase marketing effectiveness and ROI
- Marketing Consultation – discover new ways to grow
- Partner Program – equip customers throughout the sales cycle
- Campaign Metrics – track marketing analytics



# Partner support.

## Training and enablement

Our Technical Training Academy has training suites in Reading and Pershore where we run industry accredited training courses that cover our product portfolio for internal and partner teams.

Our blended learning courses combine classroom and elearning, and are designed to be focused, relevant and feature up to date content to meet our enviable reputation within the industry. Attendees will receive course material and collateral to support their learning and upon completion, will have the knowledge and confidence to install, maintain and deliver on product.

Unlike other manufacturers who enforce a formal training route by product, we offer a flexible approach. We publish a three month rolling training schedule and deliver courses led by instructors with extensive industry experience, so you can get the best support possible when it's convenient for you.

Our Learning Management System (LMS) enables a diverse range of training, and provides our platform for booking courses and monitoring training records and account status.



# Customer support.

We're global and always personal

Benefit from exceptional service and tailor-made solutions that best support your clients business – regardless of size.

Kyocera has a robust and highly motivated Service Management team based out of our head office. The purpose of the team is to deliver service excellence and manage all elements of Service Incidents, Requests, Communication and a point of Escalation. Our ethos is to ensure customer satisfaction and value to the highest level at all times, building on Kyocera's reputation in the ICT Service space, in addition to its core Print business.





# Customer support.

## **Kyocera Connect – Account Services**

Enables your customers to do online tasks such as enter orders, price and availability queries, price list requests, order enquires and more.

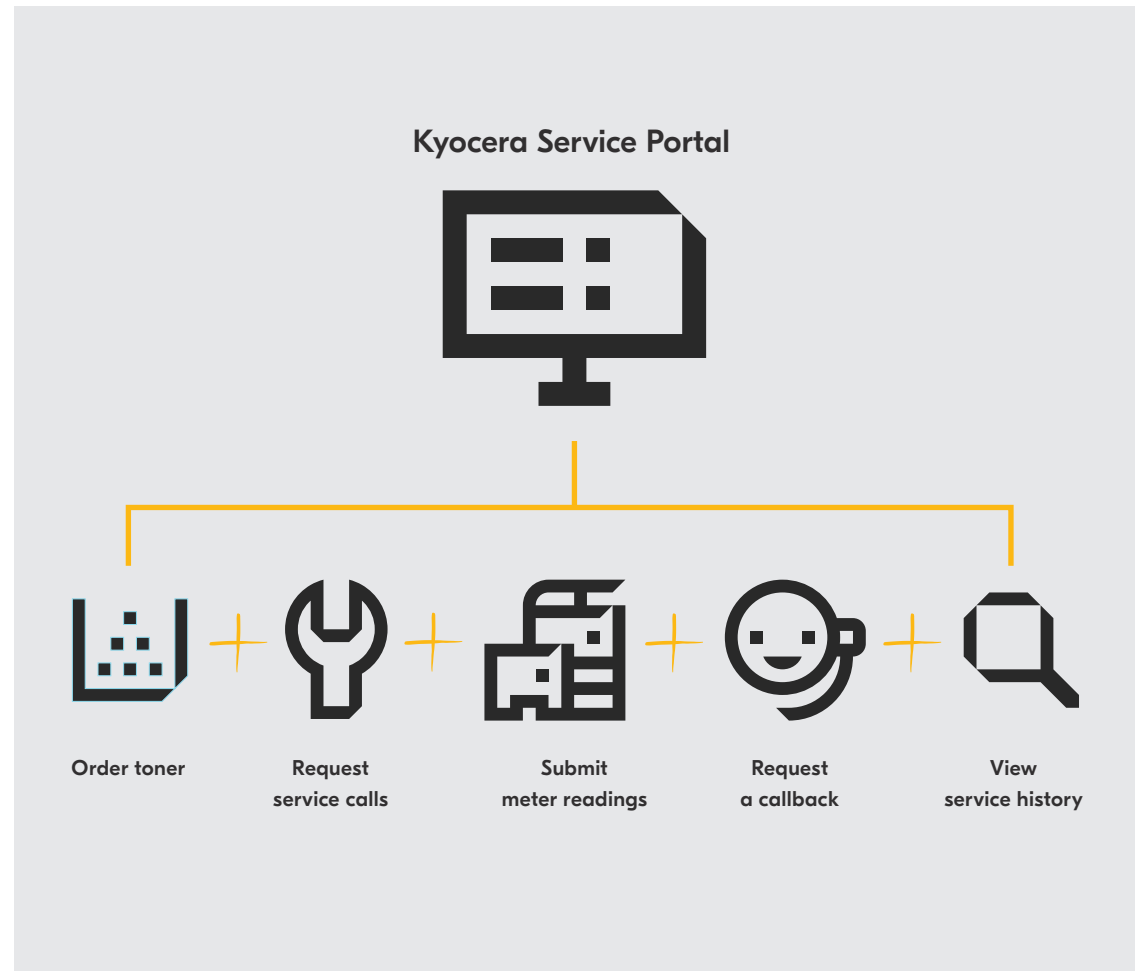
## **Kyocera Connected – Sales and Marketing App**

The Connected app and web portal provides access to a wealth of information from product details and specifications to datasheets, white papers, video content and much more.

## **Kyocera Service Portal**

The portal allows customers to see real time updates as well as the ability to add and view comments relating to the call. They can also view historic calls and requests including closed and completed tasks.

We're global and always personal



Kyocera Document Solutions has championed innovative technology since 1934. We enable our customers to turn information into knowledge, excel at learning and surpass others. With professional expertise and a culture of empathetic partnership, we help organisations put knowledge to work to drive change.

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