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Message from the MD, Alan Griffith

Being cautiously optimistic as I am, I have to concede that things are getting better. There has been a definite upturn in the *enquiry book* as well as an ever increasing *back order book* which means that we will have to start increasing our orders on Japan.

The situation with regard to stock will be tight for a couple of months if this increase in demand continues. You have to bear in mind that we have a three month lead time in the production process and therefore our stockholding will not be able to be improved overnight.

I am sure you will all agree with me, to manage a slight out of stock situation is a far better position to be in than the terribly depressed market, that we have had to endure for the last twelve months.

Here's looking on the bright side.

Regards

ALAN GRIFFITH
Managing Director

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A class of its own - Konica Minolta's bizhub PRO 1200 series sets new standards in quality and modularity

Konica Minolta South Africa has launched the bizhub PRO 1200 series, a high-end production printing system delivering quality and modularity as yet unseen in the market.

Due to the latest technologies, the monochrome printing device offers maximum performance and finishing variety such as GBC smart punching and an inimitable combination of stapling and perfect binding. The new series - consisting of the bizhub PRO 1200 and the bizhub PRO 1051 - features outstanding media flexibility and capacity paired with different accessory highlights that deliver highest value to the market. With Konica Minolta's new production printing system, commercial printers, print for pay environments and large CRDs also benefit from new screening technologies and highest monthly duty cycles of up to three million pages.

"In every sense, our bizhub PRO 1200 series stands for a new value in production printing," says Leon Minnie, Product Specialist Production Systems - Konica Minolta South Africa. "With this single system we have succeeded in combining all of the success factors that lay the groundwork for sustainable economic activities, such as reliability, speed, efficiency, flexibility and productivity. Standing out of the crowd, the bizhub PRO 1200 series offers highest quality and an enormous range of finishers for more than 40 system configurations."

bizhub PRO 1200

- Speed - 120 ppm
- 2GHz Controller
  2GB RAM, 80GB HDD
- Versatile finishing options
- Capabilities: Copy, Network Printer, Network Scanner, Box (HDD) Utility

One of the state-of-the-art production printing system's main characteristics is its brilliant output quality at a speed of 120 ppm from the bizhub PRO 1200 and 105 ppm from the bizhub PRO 1051 respectively. This second-to-none combination of quality and speed delivers several pioneering technological solutions such as LED exposuring that guarantees a print resolution of 1,200 dpi. The transfer belt technology applies the toner image to the paper with minimum diffusion at a previously unachieved precision.

To boost the quality of text, photos, images and any other graphic elements in prints, the enhanced screening technologies of the bizhub PRO 1200 series feature a full 256 grey scale reproduction. The icing on the cake is Konica Minolta's proprietary Simitri HD toner that provides unparalleled image quality, sharpness and attention to detail. The unrivalled print quality achieved by the bizhub PRO 1200 series even convinces professionals from the offset printing sector.

Besides setting standards in quality, Konica Minolta's new production printing device comes with a superior modularity of more than 40 system configurations that best meet customers' demands. With this multitude of configurations the bizhub PRO 1200 series proves to be one system for all tasks. Whatever the job is - to produce books, flyers, letters, brochures or any other media - all large CRDs and print for pay environments will find the optimum configuration to

best fit their needs. This also accounts for commercial printers seeking to expand their business and looking for a smart solution to offer digital printing for short print runs.

The pioneering production printing device also features top level media flexibility that boosts efficiency. The premium production printing system easily processes all media from 40gsm to an unusually high 350gsm. Combined with a configuration of up to eight paper trays with a capacity of 14,000 sheets, users will extend substantially the range of sophisticated print products they can offer their customers. The large capacity PF-703 paper feed unit equipped with vacuum feed technology ensures reliable processing of numerous different paper types. It can also be used as a post inserter (PI-PFU) dependably handling various preprinted materials such as offset prints and inserting both colour covers and colour sheets.

A further accessory highlight of the bizhub PRO 1200 series is the GBC smart punching unit GP-501. Supporting all common punching schemes for offline spiral bind finishing, the unit provides users with high performance multi-hole punching of sheets without affecting system speed. The die sets for the different punching schemes can easily be replaced by the users.

As for finishing options, the new Konica Minolta monochrome production printing flagship unites a singular combination of a booklet making unit, a perfect binding unit and a staple finisher all in one system. Accelerating the inline production of leaflets, brochures, mailings and other marketing collaterals, the SD-506 booklet making unit saddle-stitches and trims print products of up to 50 sheets to create an impressive 200 page booklet. Also featuring different folding functionalities, its large capacity output assures interruption-free production. The PB-502 and PB-503 perfect binding units provide inline cover trimming as well as hot melted glue binding for books with up to 30mm spine width while the FS-521 staple finisher applies for multi-position stapling of up to 100 sheets with a variable staple length.

With this new combination of finishing options the bizhub PRO 1200 series facilitates not only the output of perfect binding books and all kinds of extensive documentations. It also allows for inline finishing options not available on the market so far and for the production of different print products at the touch of a button.

"By implementing the new mono-chrome system, users will particularly benefit from the large variety of possibilities to offer premium print products to their customers while the efficient workflow and performance facilitate high production volumes. Both factors lead to increases in profit," Minnie adds. "Based on latest technologies, the bizhub PRO 1200 series is perfectly prepared to cope with the highest future requirements in reliability and quality."

Konica Minolta's innovative technology in top-end colour bizhub PRO C6501 production digital press

Konica Minolta has launched its next generation high-speed colour digital presses. The bizhub PRO C6501/e production is capable of heavy-duty production of up to 300,000 A4 sheets per month with an output capacity of up to 3,600 pages per hour (65 impressions per minute) in both full colour and black & white.

Output can be onto stock up to 300gsm thick for simplex print or 256gsm for perfecting print (duplex) output. The bizhub PRO C6501/e production provides a full and flexible range of substrate choices. Standard paper capacity is 7,500 sheets from five paper trays. Air assisted feeding rollers and new dehumidification heaters on each paper tray, as well as a double feed detection mechanism ensure paper feed reliability. Both paper and toner can be replenished 'on the fly', without the need to stop production on the digital press.

Konica Minolta's bizhub PRO C6501/e digital press is designed to meet the print industry's preferred bleed size for media of standard oversize paper A3 (320mm x 450mm) and is capable of printing on maximum 330mm x 487mm paper size. This allows full size A3 documents with trim marks and A4 booklets to be trimmed to size. The accuracy of the output can be judged by the 0.5mm registration tolerance (per side) for perfecting (duplex) production and sheet-to-sheet.

In-line finishing options

Optional in-line print finishing units are available for six-way folding, (Half-fold, letter-fold-out, letter-fold-in, double parallel, Z-fold and gate-fold) booklet making and post inserting. Automatic trimming means that booklets 50 sheets thick (200 pages) are trimmed to size with a flush edge finish. The post inserter can be used for pre-printed covers or to insert sheets at regular intervals.

bizhub PRO C6501

- Speed - 65 ppm
- Heavy duty cycles
- S.E.A.D. technology, Konica Minolta's own screen-enhancing active digital processing technology
- Offers professional advanced finishing to satisfy the special needs of CRDs, CPs and print for pay (PfP) environments: a wider range of folding options, trimming and perfect binding

The bizhub PRO C6501/e production colour digital press offers in-line perfect binding up to 300 sheets. Sheets can be bound between a minimum of 15 sheets (30 pages) and up to a maximum 30mm spine width (300 sheets/600 pages when 80gsm is used), including z-folded sheets. Automatic in-line trimming of covers to the exact size required ensures sophisticated print products every time without manual intervention. The bizhub PRO C6501/e production integrates hotmelt gluing technology into a fully automated, digital perfect binding production process, providing output flexibility paired with attractive low running costs.

As the bizhub PRO C6501/e production staples, punches and perfect binds at the full rated speed of 3,600 A4 impressions an hour there is no loss of speed for producing finished documents as against sheet production. This rapid throughput means the bizhub PRO C6501/e production generates high productivity for print outlets and maximum revenues in a commercial print production environment.

Choice of print controllers

The new bizhub PRO C6501/e production digital press is available with a choice of EFI Fiery IC-305 & IC408 controller or the Creo powered IC-304 Plus.

The IC-305 controller features EFI's Fiery colour management system providing users with an extensive range of powerful software utilities for high-volume applications, as standard. Designed for high-speed colour printing, the IC-305 Fiery controller offers variable data printing support and a range of security features, ensuring complete data security control, including access to the controller itself.

Konica Minolta's IC-304 Plus print controller, powered by CREO, is the enhanced version of the innovative and powerful IC-304. The IC-304 Plus features open connectivity with current, industry-leading operating systems, different file formats as well as the latest Konica Minolta technologies.

The IC-304 Plus print controller provides advanced colour management technology for superior default colour settings and easy colour calibration. It provides the ability to make last-minute colour corrections easily, edit spot-colours and correct gradation without re-RIPing. The IC-304 Plus is the ideal choice for users who want advanced colour-management to produce high quality colour output.

In terms of finishing, operators using either print controller with the bizhub PRO C6501/e production gain access to all of the production printing system's comprehensive finishing capabilities. This includes full Perfect Binder support, enabling a completely automatic production of perfectly bound books. Tightly integrated with the bizhub PRO C6501/e production, the print controllers make printing a simple, continuous operation from automated imposition to printing and finishing the final product.

Innovation builds on success

Simitri HD high definition polymerised toner is used with all bizhub PRO digital presses, with advancements in image and colour quality to ensure that colour is precise and consistent in larger print runs. The environmentally friendly toner ensures fine lines and superb image quality. Another integral part of all digital colour printing systems is the S.E.A.D. technology, Konica Minolta's own screen enhancing active digital processing technology. This proprietary technology does its share to improve image quality, colour consistency and sharpness of text.

"The bizhub PRO C6501/e production builds on the considerable success already achieved in this market sector by Konica Minolta" says Leon Minnie, Product Specialist Production Systems, Konica Minolta South Africa. "The launch shows that we are determined to innovate and to offer our customers a product development path in digital colour. Previewed at the 2009 Drupa Exhibition, the new bizhub PRO C6501e production digital press has already generated considerable interest and we anticipate strong initial orders."

Konica Minolta sets new standards in production printing with revolutionary new colour technology

Konica Minolta actively develops unique and cutting-edge technologies that expand the world of imaging, on the basis of proprietary materials and imaging technologies being applied in the development of many new generations imaging equipment.

"Our leading technology, innovative products and features are confirmation of our efforts to develop new technologies on an ongoing basis that will provide added value to our customers. It is this forward thinking that has established Konica Minolta's reputation as a leading player within the production printing market," says Leon Minnie, Product Specialist, Production Systems - Konica Minolta South Africa.

This is no more evident than within the revolutionary new bizhub PRO C65hc colour production system. "Not only is it the first digital High Chroma device in the world, but also the only one," Minnie explains. "It produces a veritable fireworks display of colours unmatched by any other production printing system currently in the market from any of our competitors, a quantum leap in colour production. This is what sets us apart from the rest."

An unprecedented number of colours and exceptionally bright colour saturation are just two of the features the new printing system offers its users. Graphic arts companies, commercial printers, as well as advertising agencies and creatives, will particularly appreciate the large sRGB coverage area along with the facilitated sRGB colour workflow. On the whole, the bizhub PRO C65hc puts additional value to their on-demand printing, allowing its users to distinguish themselves from their competitors.

It can reproduce a colour gamut extremely close to the sRGB colour space. For users, this makes reproducing colours as they see them on the monitor very easy and straightforward. "What you see is what you print" is the maxim for the new High Chroma toner and complicated conversion processes from sRGB into CMYK are a thing of the past.

bizhub PRO C65hc

- High Chroma toner
- WYSIWYG - sRGB
- Colour Capable
- 65ppm - Colour/ B & W
- High media capability 64-300gsm

The High Chroma toner's eco-friendliness is also much more than a nice by-product. It requires lower fusing temperatures than conventional toners while also producing lower CO^2 emissions.

Furthermore, Konica Minolta's bizhub PRO C65hc recently became PANTONE Colour Approved. With PANTONE MATCHING SYSTEM based verification, the multiple award-winning colour production system reproduces PANTONE matched colours. Compared with other printers in the same category, the Konica Minolta bizhub PRO C65hc has the largest PANTONE MATCHING SYSTEM colour coverage of full-colour, dry-toner printing devices on the market that are evaluated and licenced by PANTONE.

"After a BERTL award as 'Best Graphic Arts Colour Production Printer' and an EDP award for the best full colour light production printer, the PANTONE licence further underlines the bizhub PRO C65hc's outstanding colour capabilities," he adds. "Analysts at leading Swedish graphic arts publication AGI magazine were also deeply impressed with the colour range delivered by the production system's HC toner. Their tests showed that the toner's overall print quality is above average, producing truly sharp and crisp photos with a high colour consistency."

The bizhub PRO C65hc pairs its unprecedented colour printing potential with impressive media flexibility and comprehensive in-line finishing options. The system delivers up to 65 colour A4 pages per minute and easily deals with media of up to 300gsm.

The MFD, more than just an output device

Since the beginning of digital convergence around a decade ago, it has become increasingly evident that while a multifunctional device (MFD) can copy, scan and print, it has developed into much more than a mere output device.

Andrew Griffith, Product Manager Office Products, at Konica Minolta South Africa, maintains that the additional functionality, security and cost benefits of MFDs have been clearly established.

"The sheer volume of information that the average worker is exposed to is currently doubling every 18 months, creating a greater focus on how this data is stored, produced and distributed," he explains. "Not only has the highlighting of workflow and workgroup management become one of the most important changes within the industry, but this is where the real advantage of the MFD comes into play.

This is due to the fact that these machines have become information storing kiosks for organisations, where users can utilise them to surf the web or in an intranet capacity, viewing, printing or saving all necessary types of business documentation such as policies, manuals, procedures and brochures on the device itself.

This more flexible information management means that users can utilise the machine to merge documents, combine prints, copies, scans and faxes into one file if necessary and send on wherever the information is needed."

Griffith also believes that despite major development on the colour side before now, colour is still set to be the key market driver for years to come. "Over the past five years, companies have been trying to replace black & white machines with colour devices, but the restricting factor has been the fact that monochrome prints on the colour device were between 15 and 20% more expensive than the traditional black & white devices. Not only has this gap most certainly been closed, but, in terms of workflow, newer colour devices provide improved workflow and document management functionalities.

Furthermore, we're finding that as new products are released, potential problem areas are being identified and catered for very quickly," he explains. For example, security issues that arose around the centralisation of printing have been negated with the introduction of secure mailbox printing. These secure mailboxes allow users to use individual passwords to access and preview documents on the device itself without having to worry about other people picking up confidential information that has been printed. Any information sent to or from the device is also encrypted.

Finally, environmental considerations have also reached the fore more recently, so a reduction in energy consumption has become key with a definite move to more efficient equipment," he concluded.

Konica Minolta South Africa boosts productivity with new colour MFPs

Konica Minolta South Africa has launched the next wave of colour multifunctional printers (MFPs) in its bizhub product line.

This comes shortly after the company was announced as the number one local supplier of MFPs for the first half of 2009, holding 19% of the overall South African market. The industry sales survey undertaken by market data specialist, InfoSource, has also ranked Konica Minolta South Africa as top of the colour segment with a market share of 30%, as well as first in the light production segment, which includes both black & white and colour devices, with 37% of the market.

"Despite the survey figures confirming the considerable slowdown in the market, showing the number of unit sales across segments dropping 6% from the first half of 2008 to the second half and another 20% since then, we are extremely pleased with these results and remain as determined as ever to offer customers quality products that can add value to their businesses," says Andrew Griffith, Product Manager Office Products, at Konica Minolta South Africa.

bizhub C360

- 36ppm - colour and black & white
- Attractive finishing versatility
- German Blue Angel certified
- 2GB RAM and 250GB HDD

The new colour systems, which include the bizhub C452, bizhub C360, bizhub C280, and bizhub C220 are designed to meet the diverse needs of small to mid-sized office workgroups, both for colour as well as black & white environments, from end-users needing occasional colour for graphic output requirements to those that mainly generate monochrome output.

> These new colour MFP's are designed to meet the diverse needs of small to mid-sized office workgroups, both for colour as well as black & white environments, from end-users needing occasional colour for graphic output requirements to those that mainly generate monochrome output.

With their robust and efficient productivity features, they can handle a heavy workload and offer the same functionality at different speeds, ranging from 45 pages per minute (ppm) to 22 ppm.

These full colour MFPs offer specific tools for art professionals such as unique Pantone colours, advanced queue management and Fiery support for broader and more specific colour requirements. By delivering the same productivity as a black & white device, the new office systems are an ideal replacement for current monochrome users seeking an efficient, high quality replacement to transition to colour output.

bizhub C452

- 45ppm - colour and black & white
- Best solution technology
- Simitri HD toner
- 1 GB Ethernet & USB 2.0

"Businesses requiring a versatile MFP can rely on our newest colour systems to deliver not only high impact colour, but also the flexibility to handle a variety of output needs," explains Griffith. "Thanks to our Emperon Print System, end-users can count on achieving excellent image quality as well as compatibility with multiple environments that will easily meet the diverse needs of today's ever-changing workplace."

Fast colour and cost effective black & white output, industry leading 'warm up time' and 'first copy time' are just a few

for small to mid-sized businesses

of the features that make these devices stand out. Furthermore, they are designed to protect the environment with Konica Minolta's Simitri HD colour polymerised toner, Energy Star compliancy, low operating noise, low emissions, lower temperature fusing for less power consumption and easily recyclable toner and plastic parts.

For total flexibility, users can leverage Bluetooth wireless printing, a standard front panel USB connector for conveniently saving files to and printing from a USB thumb drive, USB memory printing with document preview and the ability to import/export files via USB memory to and from individual user boxes.

The user profile for the new bizhub colour MFPs includes a diverse target list, from a management team interested in an innovative product as the catalyst for increased office productivity and creativity, to organisations looking to maintain a sophisticated look and feel in their office will enjoy having one of the new MFPs in their workplace.

bizhub C280

- 28ppm - colour and black & white
- Industry leading security standards
- Simitri HD Toner
- 2GB RAM and 250GB HDD

bizhub C220

- 22ppm - colour and black & white
- 1GB Ethernet and USB 2.0
- Simitri HD Toner
- Industry leading security standards

Vivid 3D renderings

The selection of images for the bizhub C220, C280, C360 also includes three-dimensional renderings of the product photos. These 3D renderings provide product depictions that are true to the last detail.

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Konica Minolta wins 'BERTL's Best' and BLI 'Pick of the Year' Awards

No less than five Konica Minolta devices recently won BERTL Awards for 2009. Available locally through Konica Minolta South Africa, the bizhub 601, bizhub 751, bizhub C552 and bizhub C652 office systems and the bizhub PRO 950 production system were recognised for exceptional performance in their respective segments.

At the same time, the company won two coveted Buyers Lab Inc (BLI) Pick of the Year awards for its bizhub 601 and its revolutionary MyTab printer driver tab.

The independent office equipment testing labs, BERTL and BLI evaluated digital imaging devices, software and management utilities from across the globe in order to identify the select few that stand apart from the others.

The bizhub 601/751 and C552/C652 series both won premier 2009 BERTL's Best Awards. The title of 'Best Departmental Monochrome A3 MFP Series' went to the bizhub 601 and 751, while the bizhub C552 and C652 were named "Best Productive Colour Printer Range". These colour office systems showed excellent performance in high volume printing, copying, scanning and faxing and BERTL's testers were also won over by the colour MFPs' wide range of state-of-the-art features.

The bizhub 601 and 751 stood out because of their security, outstanding print, copy and scan productivity, as well as its high paper capacity and advanced finishing options. Konica Minolta's proprietary Simitri polymerised toner, available on all of the company's products, is responsible for the enhanced print quality that further convinced the BERTL analysts.

Best Departmental Monochrome A3 MFP Series Award
bizhub 601 / 751

Best Productive Colour Printer Range
bizhub C552 / C652

Best Value for Price Mono Production MFP in Segment 6 Category
bizhub PRO 950

The bizhub PRO 950 monochrome production system was the winner in the 'Best Value for Price Mono Production MFP in Segment 6' category. BERTL technicians especially highlighted its productivity and versatility – high speed print and copy output, robust monthly duty cycle and advanced finishing options.

In addition to the 2009 BERTL's Best Awards, Konica Minolta won two 2009 BLI Pick of the Year Awards. Once more, the bizhub 601 came out on top, receiving the 'Outstanding 51 to 60 ppm Monochrome MFP' Award. Among many other features, the MFP's excellent reliability was a decisive factor for the BLI testers.

In turn, Konica Minolta's proprietary MyTab printer driver tab won the BLI 'Outstanding Achievement' Award. This smart tool enables users to customise the printer driver according to their particular needs in one single tab and to take full advantage of all the driver's features. Proved during the BLI tests, MyTab minimises confusion and reduces the risk of errors.

"Receiving these independent third-party awards from two renowned testing labs once again confirms our leadership in offering innovative imaging and communication systems – from smart desktop printing to powerful production printing," says Marianna Gdanis, Business Unit Manager, Konica Minolta South Africa. "As the tests validate, our devices perfectly suit our customers' demands in every different office or production environment, a true reflection of Konica Minolta's constant investment in research and development."

Konica Minolta South Africa's Service Centre monitors output devices via V-Care

Independent of the size of a company, the remote monitoring of output devices can reduce downtime to an absolute minimum and enable proactive service and maintenance. For this reason, Konica Minolta South Africa has launched V-Care to securely connect customers' output devices to the Konica Minolta Service Centre via GPRS or e-mail.

"This highly flexible remote monitoring and diagnostic system relays all relevant data in real-time, alerting our service team of routine maintenance or any other required intervention in a timely fashion to help our customers concentrate on their core business functions.

Enabling the ahead-planning of all services actions – whether it is the delivery of consumables or the dispatch of a technician – V-Care boosts productivity and efficiency with a range of essential automations," says Greg Griffith, National Software Service Manager - Konica Minolta South Africa.

With V-Care, the connection between a customer's output device and the Konica Minolta Service Centre enables a precise and detailed transmission of any technical problem, which in turn allows fast and efficient troubleshooting. Remote device analysis then helps determine whether a fault can be rectified remotely or requires on-site attention. In addition, regular remote analysis of connected devices supports early problem recognition and enables the proactive planning of preventive and routine maintenance tasks.

Directly checking the customer's consumables supply, V-Care includes the ordering of consumables: when the consignment stock reaches a specified minimum, additional consumable quantities are supplied automatically.

"V-Care relieves customers of having to take meter readings and forward these to the Konica Minolta Service Centre. It automatically checks volumes at specified intervals, using the transmitted figures as basis for correct invoicing. What's more, the collected figures enable an exact calculation of the production profile for each individual device, guaranteeing optimised work efficiency," concludes Griffith.

Taking access, network and data security concerns seriously

Mohammed Vachiat, Product Manager Professional Services, at Konica Minolta South Africa says, "with the rapidly growing worldwide communication possibilities of the digital age, the risk of seriously damaging security breaches is rising dramatically. Unfortunately, no company or business is immune - security breaches can happen anywhere at any time, unless clear-sighted managers look ahead and take precautions before it is too late and the damage is done.

Risks are varied and omnipresent and the first challenge to meet is that of access security. The output device itself is not to be under estimated as a security risk - documents in the output tray can be seen and read by anyone passing by. This makes it easy for someone not authorised, to get hold of confidential information and distribute it to the outside.

The second challenge covers network security – it's easy to leave the network unprotected. If the printer's network interface card is unsecured, this will make unauthorised access to information on a company's intranet possible via the card's configuration settings.

Challenge number three is around data security. The hard disk and memory of digital printers, copiers and all-in-one equipment retain many megabytes of possibly confidential data for a long time. These need reliable protection to prevent sensitive corporate information from falling into the wrong hands.

With its comprehensive range of security features, Konica Minolta provides professional solutions for the detection and prevention of security breaks. Both aspects are equally important to safeguard sensitive corporate information.

All-Round Security – Standard with Konica Minolta South Africa

A comprehensive range of security features is standard on all office bizhub products. Konica Minolta's professional security functionality limits access to devices and the network to authorised persons. This secures data output and keeps sensitive corporate information safe.

> Konica Minolta's comprehensive security functionality secures user details and output contents, helping to prevent sensitive corporate information from falling into the wrong hands

Access Control

User authentication regulates access directly at the copier or printer, as well as from workstations to output devices. On many newer bizhub systems, Konica Minolta offers various choices of access control. Biometric finger vein authentication employs cutting-edge technology by working with images of finger vein patterns captured by scanning the finger. Using an individual human feature for identification, this biometric measurement is virtually impossible to falsify.

At the same time, this authentication method is a lot more secure than fingerprint systems. It is fast and simple, since there's no need to remember passwords or carry a card. Nevertheless, authentication by non-contact IC card is also available for most bizhub MFPs. With both methods, copy, print, scan and fax functions can all be individually restricted to prevent data retrieval.

The simplest form of user authentication is to restrict access by personal password or user code. This internal authentication at the machine supports up to 1,000 user-accounts. Passwords are alphanumeric with up to 64 characters, can be created for administrators and users and are maintained by an administrator. Authentication information can be stored in encrypted form on the MFPs, or existing access information such as from the Windows Active Directory can be used. In addition, the authentication can be centrally managed via the PageScope Enterprise Suite Authentication Manager.

Like a cash terminal, each bizhub MFP can also be programmed to reject a user who attempts to authenticate with a wrong password. After a specified number of wrong attempts, the machine will block access for a chosen time period. This unauthorised access lock function can also be applied to the system user box (secure print box) for confidential documents.

Network Communication

Konica Minolta's office devices are based on a concept of communication and connectivity. This complies with strict security standards concerning user access, encryption of data and protocols used for information transmission.

Besides governing access to output devices, user authentication also prevents unauthorised users from

accessing the network. With this feature, which can be configured to authenticate to the network or locally at the machine, every authorised user has a unique user ID and password.

SSL and TLS encryption protects the communication to and from output devices, covering online administration tools, the PageScope Enterprise Server and Active Directory transmissions.

Confidential Data and Information

Designed to protect confidential information content, as well as private user and corporate network data, Konica Minolta's comprehensive security functionality secures user details and output contents, helping to prevent sensitive corporate information from falling into the wrong hands.

The secure print functionality keeps documents confidential by requiring the author of the print job to set a password as a security lock prior to printing. Protected documents cannot be printed until the password set in the driver is entered directly at the output device. This guarantees that such documents are available only to those intended to read them. Each password connected to a confidential print job is encrypted. As further protection, the bizhub systems can be configured to delete all unopened secure print jobs after a designated time period.

Alternatively, print jobs can be protected by secure printing to User Box. The User Box functionality on bizhub systems enables users to store their documents in personal boxes that are only visible after authentication and only accessible with an additional individual user password. To access such print jobs for outputting or forwarding via fax or e-mail, the user will have to enter both the correct user ID and password. At the same time, the protected User Boxes also enable confidential fax receipts.

The content of PDFs can be encrypted by standard 40 or 128-bit encryption. Encrypted PDFs are protected by a user password that can have up to 32 characters. As part of the encryption, it is possible to specify permission to print or copy the PDF or even edit its contents.

To prevent tampering with PDFs created on a bizhub MFP, a digital signature can be added to them. This monitors any changes made to the PDF after writing it. The digital signature clearly indicates all changes in the PDF security information. In addition to preventing documents from being tampered with, the digital signature provides details on the document source, helping to recognise if it is unsafe.

> Konica Minolta's office devices are based on a concept of communication and connectivity. This complies with strict security standards concerning user access, encryption of data and protocols used for information transmission

The Everyday Challenge of Protecting against Security Risks

It is important to remain aware that today, no company or organisation is resistant to security risks - security breaches happen everywhere, all the time. But prudent businesses look ahead and take the necessary precautions before it's too late. They ensure that the confidential data held by the hard disk and memory of digital printers, copiers and all-in-one equipment cannot be accessed, let alone tampered with.

Security-conscious company owners and managers ensure that their networks are protected and that unauthorised access to information on the company's intranet is barred. Conscientious managers are also aware that the printers and copiers installed throughout the company can easily constitute the most serious of security gaps.

If left unattended in the output tray, confidential information might get into the wrong hands and could easily leave the company, for example via scan to e-mail or fax transmissions. However, prudent managers and IT specialists guard against these risks by reliably limiting access to devices to those authorised and by guarding against the unattended output of any kind of prints.

Konica Minolta supports its customers' efforts to protect against security risks by allocating extensive engineering resources to the advanced development of security-related features for bizhub MFPs and printers, thus providing customers with the technology required in today's security-conscious environments.

Whether a customer is concerned about network intrusion, data theft or compliance with regulations, or whether the issue centres around limiting access to devices or functionalities, Konica Minolta bizhub technology offers professional solutions for the detection and the prevention of security breaks. This is the level of comprehensive protection that customers from all industries and public authorities now expect.

Konica Minolta South Africa focuses on bottom line for local businesses

As part of its initiative to assist local companies in cutting document production costs, an important consideration in the face of the current economic downturn, Konica Minolta South Africa is offering a number of solutions that allow businesses to better manage and control these products and processes.

By taking advantage of the company's free audit offering, bizhub quantum, organisations can take stock of existing document production products and processes, thereby establishing costs, identifying what can be consolidated and rationalised and seeing where money can be saved.

"This also provides an opportunity to look at the mechanisms in place to control document production costs and to implement the correct software in order to enable a company to pull together the necessary information for the monitoring and control of these costs," explains Mohammed Vachiat, Product Manager Professional Services, Konica Minolta South Africa.

From advancing access and control of a company's information through a central hub, to improving expense management and managing document access via the web, Konica Minolta South Africa is focused on helping businesses to not only save time, but also to reduce costs and increase productivity.

"In addition to bizhub quantum, the solutions within our Business Solutions offerings provide users with a number of value added features, from scanning and storing, searching and retrieving documents, managing print jobs to printing with desktop drag-and-drop simplicity," he states. "Essentially, we can assist companies in accessing valuable information from anywhere at any time."

Managing on-demand production printing is now a breeze, with the effective allocation of print jobs including colour splitting and cluster printing, both particularly welcome for the efficient rapid completion of mission-critical jobs.

From a Variable Data Printing (VDP) point of view, Konica Minolta South Africa's offering can help businesses to eliminate costly expenses, reduce time and print wastage and improve productivity

Mohammed Vachiat, Product Manager Professional Services – Konica Minolta South Africa

"Finally, from a Variable Data Printing (VDP) point of view, Konica Minolta South Africa's offering can help businesses to eliminate costly expenses, reduce time and print wastage and improve productivity," Vachiat adds.

Konica Minolta South Africa undergoes transformation

Marianna Gdanis, Business Unit Manager – Konica Minolta South Africa.

Paul Symonds, Johannesburg Branch Manager – Konica Minolta South Africa.

Leon Minnie, Product Specialist Production Systems – Konica Minolta South Africa.

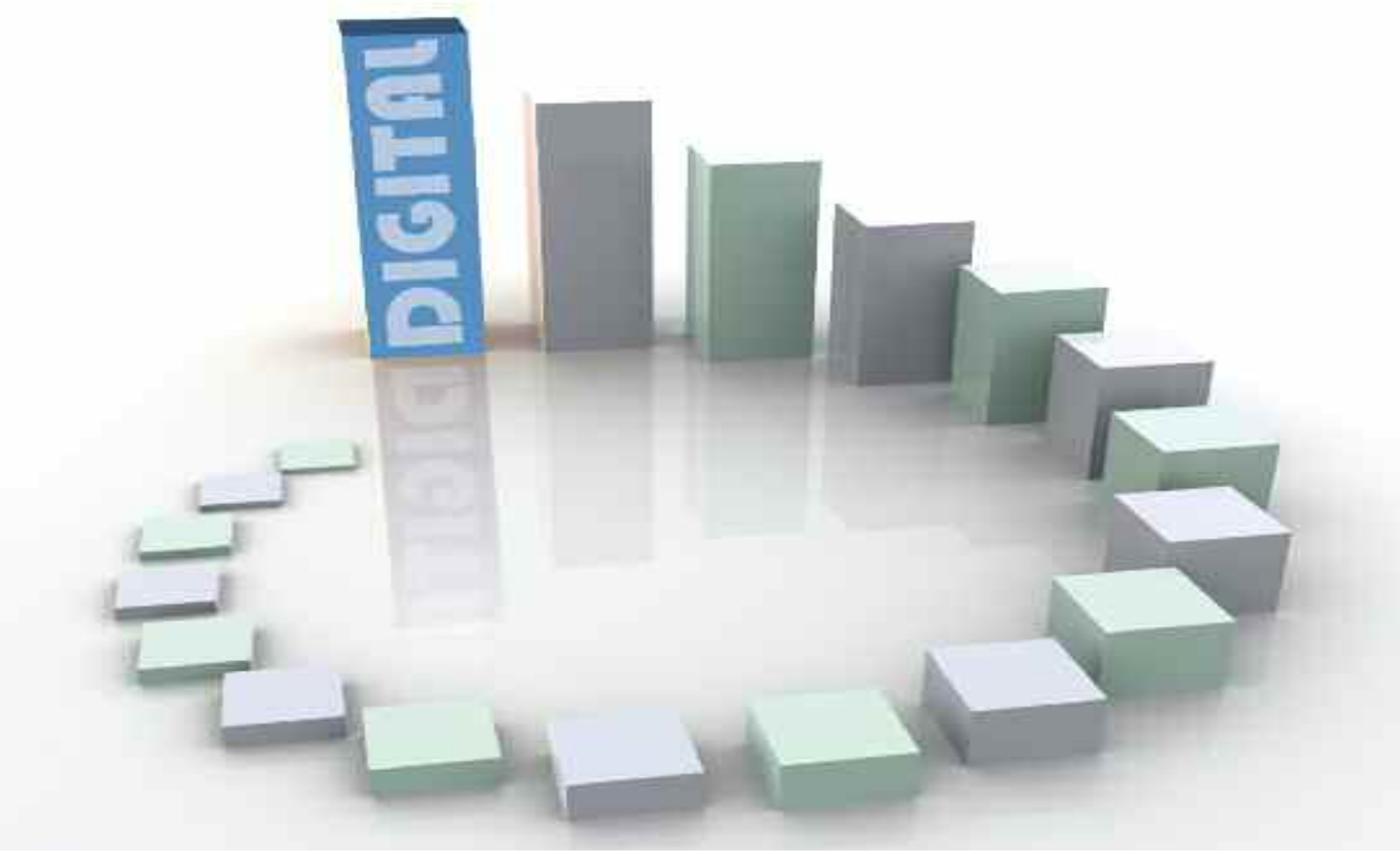
Andrew Griffith, Product Manager Office Products – Konica Minolta South Africa.

Change is afoot at Konica Minolta South Africa, as it gears up to meet the changing demands of the document production and management sector.

The company has reorganised its product division in order to segment the marketplace into 'office products' and 'light production printing' systems. "With the convergence of digital black & white and colour devices into very similar markets, we felt that it was time to combine these products into one division, called Office Products," explains Konica Minolta South Africa's MD, Alan Griffith.

"In keeping with Konica Minolta Japan's strategic vision of a greater presence in light production printing, it was decided that this division should now have specialist attention and we believe that we have made use of the best resources in our company to achieve these aims."

Marianna Gdanis will head up the business unit as Business Unit Manager, while Leon Minnie has been named Product Specialist Production Systems and Andrew Griffith, Product Manager Office Products, at Konica Minolta South Africa. Further to this, Paul Symonds has been appointed Branch Manager of the company's Johannesburg Sales Office.



Konica Minolta South Africa - Johannesburg Sales Office introduces light production team

Konica Minolta South Africa has expanded the skills set at its Ormonde-based Johannesburg Sales Office, with the introduction of a new team focusing specifically on the light production market.

The Sales Office has employed staff, both sales and service for light production and is offering top level service response times, after-hours support, preventative maintenance and the availability of essential parts.

"Konica Minolta South Africa believes that the future is in light production," says Paul Symonds, Johannesburg Branch Manager at Konica Minolta South Africa. "In fact, we predict that 70% of all production jobs will be 5,000 pages or less."

Symonds maintains that traditional litho printers will find it increasingly difficult to comply with the rapidly growing 'print on demand' market and its short-turnaround needs unless they move towards digital. "In South Africa alone, in excess of one billion prints are made per month currently and if the traditional print shop doesn't get into this market, it stands to seriously lose out on guaranteed income," he explains.

Traditional litho printers will find it increasingly difficult to comply with the rapidly growing 'print on demand' market and its short-turnaround needs unless they move towards digital.

"There is simply no window period in the light production space for the preparation of plates, time restraints where some jobs can take two to three days to complete and mistakes that are costly.

In its support of the growth of this sector, Konica Minolta South Africa has beefed up its knowledge base in order to assist these businesses in making the transition," Symonds adds. "The Johannesburg Sales Office has also introduced a presales team as well as software support staff in order to strengthen its offering to other parts of the business solution space."

Konica Minolta South Africa prominent at the 2009 Print Expo

Konica Minolta South Africa impressed visitors at the 2009 Print Expo with the launch of its new bizhub 1200 PRO series, a high end production printing system delivering previously unseen quality and modularity as well as the showcasing of its bizhub C6501, aimed at helping commercial print businesses to handle short-run, on-demand print jobs.

The company's demonstrations of supporting software solutions, including PrintShop Mail, for creating and printing personalised documents, PrintShop Web, a web-to-print solution, its PlanetPress Suite for the easy creation and printing of variable content documents and EFI MicroPress, a high-performance raster-based digital document production system also drew much attention to the Konica Minolta South Africa stand.

Visitor numbers for Print Expo and co-locating shows Propak Africa, Food Pro and Pro-Plas Africa reached over 12,000 across the four days and included visitors from across South Africa, Botswana, Ghana, Lesotho, Namibia, Nigeria, Swaziland, Tanzania, Zimbabwe, Zambia, Uganda, Democratic Republic of the Congo, Kenya, India, Malaysia, Pakistan, Taiwan, China, The United Kingdom, France, Germany, Italy, The Netherlands, Switzerland and others.

Nick Wilson, Production Printing Consultant at Konica Minolta South Africa said, "The Print Expo show served as a level platform for us to compete directly with our opposition, with a particular focus on our production level machines, and thus raised our brand profile. Potential clients were able to move directly from one supplier to the next and make informed decisions about the varying products without prejudice.

Interest was varied but the resounding verdict from potential clients is that Konica Minolta South Africa can provide the quality products and added value services to compete on par with the traditional leaders in this market segment," he adds. "We believe that based on this positive change in market perception combined with our favourable hardware and per image cost, Konica Minolta South Africa can look forward to numerous sales in the future."

BIDVest ranked among the world's best businesses

BIDVest, the international services, trading and distribution group, has been named one of the world's top 40 companies in the authoritative global rankings published by management consulting firm A.T. Kearney and BusinessWeek.

South African-based BIDVest, was ranked 37th in a survey of 2,500 of the world's largest publicly listed companies, putting it in such company as Nintendo, Google, Apple, BHP Billiton and ExxonMobil. The survey covered 18 countries and industries as diverse as shipbuilding and information technology.

To qualify for a ranking, companies had to produce at least $10 billion in sales in 2008, of which at least 25% had to be derived from outside the company's home region. Short-listed companies were then ranked on their five-year track-record for sales growth and value creation, including market capitalisation growth after adjustments for any rise in capital.

Brian Joffe, Chief Executive Officer - BIDVest.

The survey named BIDVest as an example of an emerging-market company poised to become a global player.

BIDVest Chief Executive Officer, Brian Joffe noted: "Recognition such as this is satisfying at this particular time as our people have performed exceptionally well in the face of extremely trying trading conditions in many of our key markets.

This accolade reflects their resilience in tough times, their spirit of innovation and their ability to spot opportunity in adversity. The survey salutes the Group. I prefer to salute our people."

BIDVest employs more than 105,000 people, most in South Africa. In 2009, total revenue topped R112 billion, drawn from interests in foodservice, freight logistics, outsourced services, industrial and commercial products, printing and related products and automotive retailing. Contributions, in addition to those from the South African home market, came from The United Kingdom, Europe, Australasia, Asia, Namibia and other southern African states.

BIDVest proud to secure Wanderers naming rights

BIDVest, the international services, trading and distribution group, announced, in a joint-statement with Gauteng Cricket Board that it has secured the naming rights to the Wanderers cricket stadium for the next five years.

The multi-million rand, five-year transaction, negotiated by Brian Joffe, CEO of BIDVest, and Alan Kourie, CEO of Gauteng Cricket, reinforces the Group's already strong position as a major South African sport sponsor. The company owns the majority stake in the BIDVest Wits soccer club and is a big supporter of rugby, horse racing and golf.

Brian Joffe commented, "BIDVest Wanderers Stadium is the country's premier cricket venue and a stadium known throughout the world. As an international company with strong South African roots, we see value in partnerships with world-class events or venues that have a quality profile and are unmistakably South African.

We're Proudly BIDVest and proud to be associated with a South African sporting icon."

Lazarus Zim, Chairman of the Gauteng Cricket Board, said, "We welcome this new partnership. BIDVest is a world-class brand and is a household name locally and well known internationally. The Gauteng Cricket Board is proud to be associated with a company of BIDVest's stature. BIDVest was recently ranked No. 37 in the rankings of the world's top companies. We look forward to a long and mutually beneficial partnership.

The Group is not only a big name in South Africa, it also operates in big international cricket markets such as Australia, the UK and New Zealand. The BIDVest Wanderers Stadium therefore creates strong awareness both domestically and internationally. The 'fit' is ideal."

Alan Kourie believes cross-sport synergies will be fostered by BIDVest's association with the stadium. He pointed out, "BIDVest is a high-profile soccer sponsor through BIDVest Wits and we foresee long-term potential for the BIDVest Wanderers Stadium as a venue for big soccer events.

The BIDVest Wanderers Stadium is positioned to become a community resource with support from all sections of the community. BIDVest involvement promotes this vision and it is a future we at Gauteng Cricket are eager to embrace."

BIDVest already has strong cricketing connections as one of its Group companies, Konica Minolta South Africa sponsors the bizhub Highveld Lions. Stadium naming rights therefore underline the positioning of the bizhub brand under the 'Proudly BIDVest' umbrella.

The deal highlights the BIDVest instinct for growth opportunities, according to Neil Jankelowitz, joint-managing director of BidSport, the BIDVest vehicle for exploring sports marketing opportunities.

"The 20-over version of the game has had huge impact," he said. "Cricket's take-off has been phenomenal. Research shows it has become our fastest growing sport with appeal across all colours, creeds and socio-economic groups.

BIDVest is a major supplier to and now a major sponsor of the stadium industry."

Putting best business into practice

In order to ensure that an organisation's document production process is as effective and efficient as possible, it is essential that the company follow best business practices thus maximising the value of its investment.

Marc Pillay, Divisional Manager Best Sourcing, Konica Minolta South Africa, believes that it is the responsibility of service providers within this industry to assist their clients by informing them of the guidelines or methodologies needed to ensure that the best solution is chosen for a specific business challenge and the implementation is delivered in the most intelligent manner.

Marc Pillay, Divisional Manager Best Sourcing - Konica Minolta South Africa.

Devices should not be more than 22 to 25 metres away from employees as the longer someone needs to be away from their desk, the more prolonged the period of unproductive time

"Best practices help encourage frequent repeats of success and the avoidance of disappointment and failure," explains Pillay. "From a document production point of view, it enables a company to see whether the solutions it has in place are being over or under utilised. It allows them to calculate current costs and put in controls for better management if necessary."

According to Pillay, it is critical that businesses take such factors as user-to-device distance into consideration. "Devices should not be more than 22 to 25 metres away from employees as the longer someone needs to be away from their desk, the more prolonged the period of unproductive time," he explains.

Meeting and adhering to health and safety regulations is also key, according to Pillay, as organisations should not, for instance, place their MFDs in front of a fire hydrant or an emergency exit.

"Right from the start, a business needs to have a solid device deployment strategy in place – taking usage, the types of job requirements, complexity and finishing requirements such as stapling into consideration. The company also needs to decide upfront which employees may use colour and/or black & white.

"Essentially, by operating within a best business practice environment, an organisation stands to improve efficiency, increase control and management and save on costs - the benefits could not be clearer," he concludes.

Industry insights

Andrew Griffith, Product Manager Office Products, Konica Minolta South Africa, believes that in terms of office automation, data storage and data exchange have become paramount to a company's business processes and overall productivity.

"Companies today are looking for total solutions encompassing a process improvement that impacts positively on workflow, productivity and costs," he said. "This would include consolidating and standardising on centralised multi-functional devices that offer companies more than just copying, printing, scanning and faxing, but also incorporate data distribution, data storage, data security and protection, data sharing and the capability of accessing information either through an intranet or the internet."

Effective remote management tools must also be made available to manage this document and data environment, to monitor and administer devices and fleets of devices, to control device utilisation, to instill print and distribution policies plus manage data security.

"Today, an organisation needs centralised business document production not just for consolidation and cost benefits, but also for the improved processes and enhanced workflow it offers, turning a one dimensional office product into a controlled document and information gateway boosting productivity, improving processes and reducing costs," he says.

Rent versus Buy

With the speed at which new document production solutions are being introduced, Griffith maintains that rental of this type of equipment, as opposed to outright purchasing, is currently the better decision to make.

"Not only does it make more sense in terms of staying abreast of technology changes - with faster, better and cheaper products being introduced every 18 to 24 months at this stage - but renting also offers an easier upgrade path and better financial implications as no initial capital outlay is needed," he explains. Gone are the days when a business purchased an office automation product and replaced it when it could no longer be repaired. In fact, by choosing this route, you're far more likely to lose both money and productivity.

Taking the leasing option is almost like buying a car, except that each time you renew your agreement, the trend seems to be that the new improved equipment you upgrade to, will most likely be cheaper," he added. "However, don't take out a rental agreement for longer than 36 months and only sign on the dotted line once you are happy and fully understand the terms outlined by your selected supplier."

Tightening document production and management costs

With the downturn of the economy, many businesses worldwide are tightening their belts in terms of procurement. However, the cost of distribution and production of business documents is one of the most overlooked expenses within a company.

"The time is right for organisations to look at consolidating their copy, print, scan and fax devices, moving from desktop printers and one dimensional machines to multifunctional devices and looking at the costs attributed to the production and distribution of documents. This can be done by carrying out an audit of devices to find out exactly what the company has in terms of equipment and how much they are paying for these devices," said Griffith.

Konica Minolta South Africa recently launched its bizhub quantum concept, a process that will allow the company and its partners to help businesses rationalise and reduce the total cost of their document production processes.

"Through bizhub quantum, Konica Minolta South Africa is offering a no obligation, free audit of any document production process to help businesses determine their costs and identify areas in which they can streamline workflow, enhance productivity and lower costs. Most importantly however, this service is about enabling companies to understand that sweating their current printing assets may not be a good idea, particularly while their bottom-lines are under pressure."

A powerful solution

As part of bizhub quantum, Konica Minolta South Africa can help companies to:

- Analyse status and volumes from all networked document devices;
- Identify usage by device, user or group;
- Automate monthly meter readings and deliver via e-mail;
- Receive notifications when the device is low on supplies;
- Calculate usage and down-time – hourly, daily, weekly or monthly; and
- View status of entire print fleet.

The concept is built around a number of steps, where a business' current output and workflow processes are analysed with the aim of reducing the amount of time an employee spends on the creation of documents and making a lasting improvement on the quality of documents produced.

"We truly believe that organisations that do not consider the costs of printing and imaging assets are losing out on a great opportunity to save significant amounts of money," added Griffith.

The evolution of light production

While increased demand for shorter print runs that are delivered in half the time has precipitated the growing need for digital light production devices, other applications that traditionally have not been associated with printing services are beginning to emerge, said, Andrew Griffith, Product Manager Office Products - Konica Minolta South Africa, who presented at the recent Young Management Printers (YMP) annual members breakfast in Johannesburg. The 2009 breakfast event was sponsored by Konica Minolta South Africa.

"The rise in demand for light production machines has been phenomenal," he said. "From Konica Minolta South Africa's own experience, our overall unit placement year on year across the board has steadily and significantly increased, but this pales in comparison to how we've seen our page volume grow. However, one of the fastest developing trends of the commercial print industry is the use of applications that were not previously seen within this market segment."

According to Griffith, one such technology is Variable Data Printing (VDP) in all its forms. "VDP might still be in its infancy in South Africa but it is certainly beginning to gain momentum. In addition, transactional and direct mail markets are beginning to merge and, as a result, cross channel marketing is growing, and this is just the start.

The rise of digital printing has everything to do with the changes in print volumes. The focus has moved to shorter runs delivered in the fastest time, factors that have become major differentiators for printers."

The rise of digital printing has everything to do with the changes in print volumes. The focus has moved to shorter runs delivered in the fastest time, factors that have become major differentiators for printers

The concept and practice of on-demand printing has permeated every aspect of the printing industry, forcing changes in workflow and document make-ready operations. This has compelled printers to look for new ways to lower production costs and step up efficiencies and has also provided an opportunity to establish new revenue streams.

The improvement in digital print quality and versatility, coupled with the advent of VDP, has meant that 'value added' or 'ancillary services' are the growth engines.

"The term 'ancillary service' is used because currently these products are adjuncts to the print. However, in time, it's the print that may end up becoming the 'ancillary service' when you consider how digital marketing database applications (which are VDP based) and integrated internet services (being web-to-print solutions), workflow applications (which are document make-ready, job queuing, scheduling, proofing solutions and so on) make the device that generates the print merely a platform for the software," he explained.

Griffith continued, "Over the next decade, an increasing percentage of print provider revenue will be derived from digital printing and its related value added products. This is highlighted by research conducted by the Rochester Institute of Technology School of Print Media, which discloses that as of 2010, as much as 48% of all print work will be in runs of 2,000 or less. That means that almost 50% of the traditional offset print

workload will be ideally suited to the capabilities, productivity and cost effectiveness that only digital light production devices provide.

Without cutting production costs and improving turn around times to compete in this new market, printers will be running at breakeven or worse on nearly half of the jobs they run.

Based on these assumptions, printers will make less profit from providing the traditional product of ink on paper through the offset lithographic process, so looking to incorporate a digital production printer into your environment can only strengthen your profitability and competitiveness as well as opening up opportunities to new value added services and the discovery of new profit potential."

"The possibilities in this regard are truly endless. It's all about marketing, segmenting, targeting and positioning.

So, with convergence upon us, the previous conceptions and skepticism are now unsubstantiated and the road to the future is pretty clear. The value delivered by digital printing being incorporated into traditional production mixes is certain. Not only this, but there is a wealth of additional opportunities available through the use of value added software that makes these devices so incredibly versatile.

For at least the next decade, we foresee not the replacement of lithography, but the rounding off of the overall production mix that will enable printers to profitably and efficiently deal with changes in print volume requirements and the time constraints now imposed by customers," he concluded.

Currently, there are six major applications that are feeding the continued growth of digital printing:

- Short run collateral marketing materials (brochures, flyers, booklets) with the incorporation of static and dynamic VDP applications;
- Direct mail - Target marketing is a vast marketing channel barely adequately explored that fits in perfectly with short runs and VDP capabilities;
- Short run and once-off publishing of books and manuals that are only printed upon order can be produced very efficiently and cost effectively;
- Catalogue printing also incorporating static and dynamic content through VDP applications;
- Business identity items such as business cards and letterheads provide a revenue opportunity in terms of design, as does the design and printing of all materials related to corporate logos and identities.
- Transpromotional material such as integrating bills and statements with targeted promotional content are key for credit card companies, banks, government, medical services and so on, looking to cross or up-sell, inform and influence. These can all be tailored to the individual through a database, VDP applications and a digital printer.

Konica Minolta South Africa honours top sales achievers

Konica Minolta South Africa honours Candy Kooi, Idris Rahim and Willlie Engelbrecht as the top sales achievers, in their respective categories.

Marianna Gdanis, Business Unit Manager – Konica Minolta South Africa (left) with Candy Kooi - Pretoria Sales Office, 'Representative of the Year' and Alan Griffith, Managing Director – Konica Minolta South Africa.

Congratulations to Candy Kooi from the Pretoria Sales Office, who took top honours as 'Representative of the Year' at the recent Konica Minolta South Africa Annual Awards ceremony held at the Westcliff Hotel in Johannesburg.

The cream of the crop of Konica Minolta South Africa's sales representatives from across the country were honoured at this prestigious occasion. Idris Rahim from Port Elizabeth was named "Best New Business Representative", while Willie Engelbrecht from Paarl won the 'Most Improved Representative' category.

For each title, a number of issues are considered before selecting a winner, starting with each branch and sales manager having to nominate staff for the prized titles.

'Representative of the Year' entrants, must not only have reached their sales targets, business ethics, customer relationships, entries into the Customer Information Access (CIA) module on SAP and any customer testimonials are also taken into account.

Factors such as performance over the past few years, sales turnover and the number of units placed come into play for 'Most Improved Representative', while the 'Best New Business Representative' is selected based on how representatives have fared in seeking new business.

Idris Rahim - Port Elizabeth Sales Office – 'Best New Business Sales Representative of the Year' (left) with Marianna Gdanis, Business Unit Manager – Konica Minolta South Africa and Adelino Barbosa, General Manager – Technical Projects.

Marianna Gdanis, Business Unit Manager – Konica Minolta South Africa (left) with Willie Engelbrecht - Paarl Sales Office – 'Most Improved Sales Representative of the Year' and Ivan Keshwar, General Manager – Finance.

Konica Minolta South Africa intensifies green activities

As part of its policy to promote sustainable development and profitable growth, Konica Minolta South Africa is integrating environmental, economic and social perspectives into its business strategies. The organisation's latest step in this mission has been to sign up certified electronic recycling company, Desco, in order to establish a reliable recycling programme for itself.

From an environmental production process point of view, Konica Minolta South Africa not only delivers environmentally conscious products, but are also assessing the environmental impact at each stage of a product's lifecycle, right through to recycling and disposal.

Konica Minolta operates an internationally recognised ISO 14001-based environmental management system and is committed to helping prevent global warming from an overall product lifecycle perspective, by reducing CO^2 emissions from business sites during product manufacture, as well as during product distribution, the sales stage and product use.

Konica Minolta South Africa also has a zero waste goal, where the company is trying to reduce waste in both resources and costs, as well as using all acquired resources efficiently and trying to reduce the volume of externally discarded waste by implementing internal recycling. From a local standpoint, the appointment of Desco will provide Konica Minolta South Africa with a one-stop service for the recycling of 'e-scrap', with the assurance of technology protection and environment-conscious recycling methods.

Konica Minolta is also continuously working to reduce the environmental footprint of its products while improving efficiencies. This strong commitment is carried through via its Simitri polymerised toner, which achieves around 40% reduction in CO^2 emission during production over toners produced by conventional pulverisation methods; Induction Heat (IH) fusing system, reducing power consumption during the fixing process; optimal power control by optimising electric power for each operating model and eliminating wasted power and; duplex printing, minimising paper use in offices while maintaining high-speed printing.

All materials used for bizhub multifunctional printers are either recyclable or recycled. In addition, the bizhub multifunctional printers offer two power saving modes to reduce the energy consumption during idle phases. Both modes start automatically according to the time setting.

All Konica Minolta environmental activities are part of the general management philosophy called the Creation of New Value. This New Value not only includes pioneering products with intelligent features, but also describes the permanent search for new ways of protecting the environment. This means that eco-friendly technology and behaviour is a very dynamic process, which depends on latest scientific results.

Light Production Printers

bizhub PRO

Digital Colour 29-30

Digital Black & White 31-32

Office Products

bizhub

Digital Colour Multifunctional 33-35

Colour Laser Printers 36

Digital Black & White Multifunctional 37-38

Digital Black & White Laser Printers 39

Fax Machines 39

Light Production

Digital Colour

bizhub PRO C6501e (entry-level)

Speed	65 ppm colour and mono
Resolution	1800 dpi x 600 dpi (printing) 600 dpi x 600 dpi (copying and scanning)
Standard Features	Copier with Duplex Unit and 4 x 256MB RAM
Paper Support	Standard 250 sheet bypass (up to A3++ and 300gsm) 3 x 500 sheet multipurpose trays (up to A3+ and 256gsm)
Connectivity Option	IC-408 Fiery embedded controller, Windows XPe 2.8GHz processor with Ethernet 10/100/1000 BaseTX, 512MB RAM and 80GB HDD
Connectivity Option	IC-305 Fiery external controller, Intel Core 2 Duo 2.13GHz processor with Ethernet 10/100/1000 BaseTX, 1,024 MB RAM and 160GB HDD
Connectivity Option	IC-304 Plus Creo external controller, Intel Core 2 Duo 3.0 GHz processor with Ethernet 10/100/1000 BaseTX, 2,048MB RAM and 750GB HDD
C6501e Options	Requires controller to enable print & scan function either the: IC-408 or IC-305 or IC-304 Plus controller DF-609 Document feeder LU-202 Additional paper cassette (2500 sheets up to A3++ and 300gsm)) FS-520 Staple finisher or FS-607 Staple and booklet finisher PK-512 Punch kit (2 and 4 hole selectable) PI-502 Pre-printed sheet inserter HD-506 4x 40GB (160GB) hard disk drive

Light Production

Digital Colour

bizhub PRO C6501Pro (Professional)

Speed	65 ppm colour and mono
Resolution	1800 dpi x 600 dpi (printing)
	600 dpi x 600 dpi (copying and scanning)
Standard Features	Copier with Duplex Unit and 4 x 256MB RAM
Paper Support	Standard 250 sheet bypass (up to A3++ and 300gsm)
	3 x 500 sheet multipurpose trays (up to A3+ and 256gsm))
Connectivity Option	IC-305 Fiery external controller optional
	IC-305 includes Ethernet 10/100/1000 BaseTX
	IC-305 includes 1,024 MB RAM and 160 GB HDD
	IC-305 Intel Core 2 Duo 2.13GHz processor
Connectivity Option	IC-304 Plus Creo external controller optional
	IC-304 includes Ethernet 10/100/1000 BaseTX
	IC-304 includes 2,048MB RAM and 750GB HDD
	IC-304 Intel Core 2 Duo 3GHz processor
Connectivity Option	Micropress Digital PrePress and Workflow management requires IC-408 controller
	Micropress server = Windows XP Dell Optiplex
	Server Platform, Pentium 4 3.4GHz, with 1,024MB RAM and 160GB HDD
C6501Pro Options	Requires controller to enable print & scan function either
	IC-305, IC-304 Plus or Micropress with IC-408
	DF-609 Document feeder,
	PF-602 Additional paper feeder (2 x 3000 sheets up to A3++ and 300gsm)
	FD-503 Folding unit, punch unit, cover inserter *
	FS-521 Staple unit (up to 100 sheets) *
	LS-505 Stacker unit (up to 5000 sheets) *
	SD-506 Saddle stitch booklet finisher *
	PB-502 Perfect binder *
	HD-506 4x 40GB (160GB) hard disk drive

*Subject to correct configuration

Light Production

Digital Black & White

bizhub Pro 950

Speed	95 ppm
Resolution	600 dpi x 600 dpi
	1200dpi x 600 enhanced
RIP Options	2GHz Controller, 2GB RAM, 80GB HDD
PS Option	CIE Technology, Enhanced Screening Technology, Tone Curve Utility
Tandem Mode	Copying and Printing (190ppm)
Paper Size	Min – 100mm x 140mm, Max – 314mm x 460mm
Paper Support	Tray 1 & 2 – 500 Sheets each, Tray 3 – 1000 Sheets, Multi Bypass – 150 Sheets
Paper Weights	Tray 1, 2, 3 – 40gsm – 216gsm, Bypass – 40gsm – 244gsm,
	Large Capacity Units – 40gsm – 300gsm
Capabilities	Copy, Network Printer, Network Scanner, Box (HDD) Utility
Connectivity Option	Micropress Digital PrePress & Workflow Management
	Print Groove Suite
Finishing	Offset Sorting, Stapling, Hole Punching, Saddle Stitching, trimming and Z-Fold
B950 Options	FS-528 100 Sheet Staple finisher with Staple Cut Mechanism
	FS-611 Booklet Finisher
	PI-506 Post Inserter
	ZU-607 Z-fold Unit Punch (2/4hls) & Z folding
	PK-505 Punch Kit
	LU-407 A4 Large Tray A4+ Max 4,500 sheets
	LU-408 A3 Large Tray A3+ Max 4,000 sheets
	MK-721 Mount Kit for TU-502
	RC-501 Toner Recycle Cut Kit roller and related accessories for PRO 950
	Compatible PS-504 PS Option
	TU-502 Trimming Unit (ex-indent)

Light Production

Digital Black & White

bizhub Pro B1051 / bizhub Pro B1200

Speed	B1051 - 105 ppm
Resolution	B1200 - 120 ppm
RIP Options	2GHz Controller, 2GB RAM, 80GB HDD
PS Option Standard	CIE Technology, Enhanced Screening Technology, Tone Curve Utility
Paper Size	Min – 100mm x 140mm, Max – 324mm x 463mm
Paper Support	Tray 1, 2 – 1500 Sheets each
Paper Weights	Tray 1, 2 – 40gsm – 244gsm, Large Capacity Units – 40gsm – 350gsm
Capabilities	Copy, Network Printer, Network Scanner, Box (HDD) Utility
Connectivity Option	Micropress Digital PrePress & Workflow Management Print Groove Suite
Finishing	Offset Sorting, Stapling, Hole Punching, Saddle Stitching and\or trimming, 6 Fold Options, Perfect Glue Binding
B1051/B1200 Options	PF-702 Paper Feed Unit - 3 x 2000 sheets.* PF-703 Paper Feed Unit - 1300 + 2 x 1850 sheets, new vacuum feed technology * FS-521 Staple Finisher - 100 sheets stapling with cut mechanism * SD-506 Booklet Finisher – 50 Sheet Booklet + Trimmer * FD-503 Folding Unit – Centre Fold, Internal 3 Fold, External 3 Fold, Double Parallel, * Z-Fold, Gate Fold, 2 Hole and 4 Hole Punch, Post Insert – 2 x 500 Sheets * LS-505 Large Capacity Stacker – 5000 Sheets * LC-501 Extra Trolley for LS-505 * PB-502 Perfect Binder – Spine up to 30mm (300 Sheets) * PB-503 Inline Perfect Binder – Spine up to 30mm (300 Sheets) * GP-501 Stream punching Unit – Punch at engine speed * DS-508 Die Sets for 4 holes punching for ring binding DS-509 Die Sets for 21 holes punching for cerlox plastic binding DS-510 Die Sets for 34 holes punching for wire binding DS-511 Die Sets for 23 holes punching for wire binding DS-512 Die Sets for 47 holes punching for colour coil binding DS-513 Die Sets for 12 holes punching for velo binding DS-514 Die Sets for 34 holes punching for pro click binding DS-515 Die Sets for 2 holes punching for ring binding DS-516 Die Sets for 20 holes punching for cerlox plastic binding RU-506 Relay unit - Required for 1200, 1051 only with GP-501, PF703+FA-501 * FA-501 PI-PFU mount kit - Required when using PF-703 as PI (Post Insertion) - PFU. * RH-101 Removable HDD HD-511 Inner case kit with HDD PP-701 Additional fan for PF-702 HT-505 Heater fan unit for PF-703

*Subject to correct configuration

Office

Digital Colour Multifunctional

bizhub C10

Speed	5 ppm colour and 20 ppm mono
Resolution	2400 dpi x 600 dpi (printing)
	600 dpi x 600 dpi (copying and scanning)
Connectivity	10 / 100 Base TX Ethernet and USB 2.0
	USB 1.1 Host Port (Camera Direct Photo Print)
Paper Support	Standard 200 sheets multipurpose tray up to A4
Standard Features	Copy, print, scan to e-mail and fax standard
	Document feeder and duplex unit standard
	GDI printing with 128MB RAM standard
C10 Options	500 sheet 2nd paper cassette

bizhub C20

Speed	24 ppm colour and mono
Resolution	600 dpi x 600 dpi x 4 (9600 PhotoART)
Connectivity	10/100/1000 BaseT Ethernet and USB 2.0
Paper Support	100 sheet bypass tray and
	1 x 250 sheet paper tray up to A4
Standard Features	Copy, print, scan and fax (super G3 & PC fax)
	PCL 6 and PostScript 3 printing with 256MB RAM
	Duplex Document feeder and Duplex unit
C20 Options	Additional memory, 40GB hard disk drive
	2nd 500 sheet paper cassette

bizhub C200

Speed	20 ppm colour and mono
Resolution	600 dpi x 600 dpi
Connectivity	10 BaseT / 100 Base TX Ethernet and USB 2.0
Paper Support	250 sheet multipurpose tray up to A3+
Standard Features	Copy, print and scan (to e-mail, FTP, SMB, Twain)
	PCL 5e and PostScript 3 printing with 576MB RAM
C200 Options	Super G3 fax unit, Document feeder, Duplex unit
	512MB extended memory
	Bypass tray, Job separator
	Various additional paper cassettes

Office

Digital Colour Multifunctional

bizhub C220

Speed	22 ppm colour and mono
Resolution	1800 dpi x 600 dpi (printing) 600 dpi x 600 dpi (copying and scanning)
Connectivity	10/100/1000 Base TX Ethernet and USB 2.0
Paper Support	100 sheet bypass (up to 1200 x 297mm banner) and 2 x 500 sheet multipurpose trays (up to A3+)
Standard Features	Copy, print and scan (to e-mail, FTP, SMB, Twain and up to 1000 user mailboxes) PCL6 and PostScript 3 printing with 2,048MB RAM, 250GB hard disk Duplex Unit
C220 Options	Super G3 fax unit, Document feeder, Stapling, Punching and Booklet finishing options Various additional Paper Cassettes, Security kit Biometric (finger vein) authentication, i-Option

bizhub C280

Speed	28 ppm colour and mono
Resolution	1800 dpi x 600 dpi (printing) 600 dpi x 600 dpi (copying and scanning)
Connectivity	10/100/1000 Base TX Ethernet and USB 2.0
Paper Support	100 sheet bypass (up to 1 200 x 297mm banner) and 2 x 500 sheet multipurpose trays (up to A3+)
Standard Features	Copy, print and scan (to e-mail, FTP, SMB, Twain and up to 1000 mailboxes) PCL 6 and PostScript 3 printing with 2,048MB RAM, 250GB hard disk Duplex Unit
C280 Options	Super G3 fax unit, Document feeder, Stapling, Punching and Booklet finishing options Various additional Paper Cassettes, Security kit Biometric (finger vein) authentication, i-Option Fiery Print Controller (for high-end graphics users)

bizhub C360

Speed	36 ppm colour and mono
Resolution	1800 dpi x 600 dpi (printing) 600 dpi x 600 dpi (copying and scanning)
Connectivity	10/100/1000 Base TX Ethernet and USB 2.0
Paper Support	100 sheet bypass (up to 1200 x 297mm banner) and 2 x 500 sheet multipurpose trays (up to A3+)
Standard Features	Copy, print and scan (to e-mail, FTP, SMB, Twain and up to 1000 user mailboxes) PCL 6 and PostScript 3 printing with 2,048MB RAM, 240GB hard disk Duplex Unit
C360 Options	Super G3 fax unit, Document feeder, Stapling, Punching and Booklet finishing options Various additional paper cassettes, Security kit Biometric (finger vein) authentication, i-Option Fiery Print Controller (for high-end graphics users)

Office

Digital Colour Multifunctional

bizhub C452

Speed	45 ppm colour and mono
Resolution	1800 dpi x 600 dpi (printing) 600 dpi x 600 dpi (copying and scanning)
Connectivity	10/100/1000 Base TX Ethernet and USB 2.0
Paper Support	100 sheet bypass (up to 1200 x 297mm banner), 2 x 500 sheet multipurpose trays (up to A3+), 1 x 1000 sheet A4 and 1 x 1500 sheet A4 tray (standard 3650 sheets)
Standard Features	Copy, print and scan (to e-mail, FTP, SMB, Twain and 1000 mailboxes) PCL 6 and PostScript 3 printing with 2,048MB RAM, 250GB hard disk Document feeder and Duplex unit, Scan Accelerator kit
C452 Options	Super G3 fax unit, Stapling, Punching and Booklet finishing options, Extra 3000 sheet cassette (A4), or 2500 sheet cassette (up to A3+) Security kit, Biometric (finger vein) Authentication, i-Option Fiery Print Controller (for high-end graphics users)

bizhub C552

Speed	45 ppm colour and 55 ppm mono
Resolution	1800 dpi x 600 dpi (printing) 600 dpi x 600 dpi (copying and scanning)
Connectivity	10/100/1000 Base TX Ethernet and USB 2.0
Paper Support	100 sheet bypass (up to 1200 x 297mm banner), 2 x 500 sheet multipurpose trays (up to A3+), 1 x 1000 sheet A4 and 1 x 1500 sheet A4 tray (standard 3650 sheets)
Standard Features	Copy, print and scan (to e-mail, FTP, SMB, Twain and 1000 mailboxes) PCL 6 and PostScript 3 printing with 2,048MB RAM, 250GB hard disk Document feeder and Duplex unit, Scan Accelerator kit
C552 Options	Super G3 fax unit, Stapling, Punching and Booklet finishing options, Extra 3000 sheet cassette (A4), or 2500 sheet cassette (up to A3+) Security kit, Biometric (finger vein) Authentication, i-Option Fiery Print Controller (for high-end graphics users)

bizhub C652

Speed	50 ppm colour and 65 ppm mono
Resolution	1800 dpi x 600 dpi (printing) 600 dpi x 600 dpi (copying and scanning)
Connectivity	10/100/1000 Base TX Ethernet and USB 2.0
Paper Support	100 sheet bypass (up to 1200 x 297mm banner), 2 x 500 sheet multipurpose trays (up to A3+), 1 x 1000 sheet A4 and 1 x 1500 sheet A4 tray (standard 3650 sheets)
Standard Features	Copy, print and scan (up to 78 opm colour & mono) (scan to e-mail, FTP, SMB, Twain and up to 1000 user mailboxes), PCL 6 and PostScript 3 printing with 2,048 RAM, 250GB hard disk Document feeder and Duplex Unit, Scan Accelerator kit
C652 Options	Super G3 fax unit, Stapling, Punching and Booklet Finishing options, Extra 3000 sheet cassette (A4) or 2500 sheet cassette (up to A3+), Security kit, Biometric (finger vein) Authentication, i-Option Fiery Print Controller (for high-end graphics users)

Office

Colour Laser Printers

bizhub C20P

Speed	24 ppm colour and mono
Emulation	PostScript 3, PCL 6, (XL3.0), PCL 5e/c, XPS*
Resolution	600 dpi x 600 dpi x 4-bit contone (9 600 PhotoART)
Memory	256MB RAM up to 768MB RAM
Operating Systems	Windows 2000 / XP / XP64 Windows VISTA 32 / 64 Macintosh OSX 10.2, 10.3, 10.4 Server 2003 / 2003 x64 Linux : RedHat v9.0, SUSE v8.2
Connectivity	10-Base-T / 100-Base-T / 1 000-Base-T Ethernet USB 2.0 and Bidirectional IEEE 1 284 parallel
Standard Features	Automatic duplex printing (60 - 90gsm) 100 sheet bypass tray and 250 sheet A4 tray A6 to A4 standard paper sizes Custom paper sizes (92 - 216mm x 148 - 356mm) 60 - 210gsm paper weight
C20P Options	1 x 500 sheet lower paper feeder Additional 512MB RAM * 40GB Hard disk drive (XPS, secure print, direct print)

bizhub C31P

Speed	35 ppm colour and mono
Emulation	PostScript 3, PCL 6, (XL3.0), PCL 5e/c, XPS*
Resolution	600 dpi x 600 dpi x 4-bit contone (9600 PhotoART)
Memory	256MB RAM up to 1 024MB RAM
Operating Systems	Windows 2 000 / XP / XP64 Windows VISTA 32 / 64 Macintosh OSX 10.2, 10.3, 10.4, 10.5 Server 2003 / 2003 x64 Linux : RedHat v9.0, SUSE v8.2 Netware 4, 5, 6
Connectivity	10-Base-T / 100-Base-T / 1000-Base-T Ethernet USB 2.0 and Bidirectional IEEE 1284 parallel
Standard Features	100 sheet bypass tray and 500 sheet A4 tray A6 to A4 standard paper sizes Banner printing 216mm x 1200mm (via bypass) 60 - 210gsm paper weight
C31P Options	2 x 500 sheet lower paper feeders Duplex unit (automatic duplexing A4 from 60 - 90gsm) Staple finisher (corner stapling, 2-30 sheets) Additional 512MB RAM *40GB Hard disk drive (XPS, secure print, direct print)

Office

Digital Black & White Multifunctional

bizhub 163

Speed	16 ppm
Resolution	600 dpi x 600 dpi
Paper Size	Maximum A3
Capabilities	Copy, Print (PCL/PS), Scan to E-mail, Scan to FTP, Fax (Super G3) 10/100 Base-T Ethernet Connectivity
Paper	Maximum 157g/m², Transparencies
Finishing	Offset Sorting
Options	Document Feeder Bypass Tray Super G3 Fax Unit Various additional Paper Cassettes Print Controller, Ethernet Network Card

bizhub 211

Speed	21 ppm
Resolution	600 dpi x 600 dpi
Paper Size	Maximum A3
Capabilities	Copy, Print (PCL/PS), Scan to E-mail, Scan to FTP, Fax (Super G3) 10/100 Base-T Ethernet Connectivity
Paper	Maximum 157g/m², Transparencies
Finishing	Offset Sorting, Job Separator
Options	Duplex Document Feeder, Simplex Document Feeder Bypass Tray, Duplex Tray, Super G3 Fax Unit Print Controller, Ethernet Network Card, Various additional Paper Cassettes

bizhub 282

Speed	28 ppm
Resolution	600 dpi x 600 dpi
Paper Size	Maximum A3
Capabilities	Copy, Print (PCL/PS), Scan Standard CPCL and PS, Standard Scan to email/ FTP/SMB, Standard 10/100 Base-T Ethernet Network Connectivity, Duplexing Standard.
Paper	Maximum 210g/m², Transparencies
Finishing	Offset Sorting, Stapling, Hole Punching, Saddle Stitching.
Options	Duplex Document Feeder, Embedded Staple Finisher, Various additional Finishing Options, Super G3 Fax Unit (PC Faxing included) 40GB HDD enabling Mailbox Printing Various additional Paper Cassettes

bizhub 362

Speed	36 ppm
Resolution	600 dpi x 600 dpi
Paper Size	Maximum A3
Capabilities	Copy, Print (PCL/PS), Scan Standard CPCL and PS, Standard Scan to email/ FTP/SMB, Standard 10/100 Base-T Ethernet Network Connectivity, Duplexing Standard.
Paper	Maximum 210g/m², Transparencies
Finishing	Offset Sorting, Stapling, Hole Punching, Saddle Stitching.
Options	Duplex Document Feeder, Embedded Staple Finisher, Various additional Finishing Options, Super G3 Fax Unit (PC Faxing included) 40GB HDD enabling Mailbox Printing Various additional Paper Cassettes

Office

Digital Black & White Multifunctional

bizhub 421

Speed	42 ppm
Resolution	600 dpi x 600 dpi / 600 dpi x 1800 dpi in Print
Paper Size	Maximum A3
Capabilities	Copy, Print (PCL/PS), Scan to E-mail, Scan to FTP, Scan to Mailbox (HDD) Fax (Super G3 including PC Faxing), 10/100/1000 Base-T Ethernet Connectivity Documet Feeder as Duplexing Standard
Paper	Maximum 210g/m², Transparencies
Finishing	Offset Sorting, Stapling, Hole Punching, Saddle Stitching.
Options	Open API Support, PageScope Enterprise Suite, Direct USB Support for Printing, 60 GB HDD for Mailbox Functionality, Latest Security Standards, Super G3 Fax Unit (PC Faxing included), Various additional Paper Cassettes

bizhub 501

Speed	50 ppm
Resolution	600 dpi x 600 dpi
Paper Size	Maximum A3
Capabilities	Copy, Print (PCL/PS), Scan to E-mail, Scan to FTP, Scan to Mailbox (HDD) Fax (Super G3 including PC Faxing), 10/100/1000 Base-T Ethernet Connectivity Documet Feeder as Duplexing Standard
Paper	Maximum 210g/m², Transparencies
Finishing	Offset Sorting, Stapling, Hole Punching, Saddle Stitching.
Options	Open API Support, PageScope Enterprise Suite, Direct USB Support for Printing, 60 GB HDD for Mailbox Functionality, Latest Security Standards, Super G3 Fax Unit (PC Faxing included), Various additional Paper Cassettes

bizhub 601

Speed	60 ppm
Resolution	600 dpi x 600 dpi / 600 dpi x 1800 dpi in Print
Paper Size	Maximum A3
Capabilities	Copy, Print (PCL/PS), Scan to E-mail, Scan to FTP, Scan to Mailbox (HDD) Fax (Super G3 including PC Faxing), 10/100/1000 Base-T Ethernet Connectivity Documet Feeder as Duplexing Standard
Paper	Maximum 210g/m², Transparencies
Finishing	Offset Sorting, Stapling, Hole Punching, Saddle Stitching, Tri-Fold, Z-Fold.
Options	Open API Support, PageScope Enterprise Suite, Direct USB Support for Printing, 60 GB HDD for Mailbox Functionality, Latest Security Standards, Super G3 Fax Unit (PC Faxing included), Various additional Paper Cassettes

bizhub 751

Speed	75 ppm
Resolution	600 dpi x 600 dpi
Paper Size	Maximum A3
Capabilities	Copy, Print (PCL/PS), Scan to E-mail, Scan to FTP, Scan to Mailbox (HDD) Fax (Super G3 including PC Faxing), 10/100/1000 Base-T Ethernet Connectivity Documet Feeder as Duplexing Standard
Paper	Maximum 210g/m², Transparencies
Finishing	Offset Sorting, Stapling, Hole Punching, Saddle Stitching, Tri-Fold, Z-Fold.
Options	Open API Support, PageScope Enterprise Suite, Direct USB Support for Printing, 60 GB HDD for Mailbox Functionality, Latest Security Standards, Super G3 Fax Unit (PC Faxing included), Various additional Paper Cassettes

Office

Digital Black & White Laser Printers

Page Pro 1350W

Speed	20 ppm
Resolution	1200 dpi x 1200 dpi
Memory	16 MB, Standard Maximum 144 MB
Compatibility	Windows
Paper Handling	A4, A5, Envelope, Transparencies, Labels
Paper Capacity	Input 150 sheets
Paper Weight	Up to 163g/m²
Paper Output	100 sheets

Page Pro 4650EN

Speed	34 ppm
Resolution	1200 dpi x 1200 dpi
Memory	128 MB Standard Maximum 384 MB
Compatibility	Windows, Mac, Linux, Standard Network Printing
Paper Handling	A4, A5, Envelope, Transparencies, Labels
Paper Capacity	Input 700 sheet Standard, Optional 2 x 550 sheets
Paper Weight	Up to 216g/m²
Paper Output	500 sheets

Page Pro 5650EN

Speed	43 ppm
Resolution	1200 dpi x 1200 dpi
Memory	128 MB Standard, Max 384 MB
Compatibility	Windows, Mac, Linux, Standard Network Printing
Paper Handling	A4, A5, Envelope, Transparencies, Labels
Paper Capacity	Input 700 sheet Standard, Optional 2 x 550 sheets
Paper Weight	Up to 216g/m²
Paper Output	500 + 70 sheets

Office

Fax Machines

KMF2900

Print Method	Laser
Modem Speed	33,600 bps
Memory	16 MB Standard, 48 MB Maximum
Paper Capacity	260 Standard, 750 Maximum
One Touch Numbers	32
Speed Dial Numbers	100
Additional Features	142 Locations Broadcasting
Copy/Print Speed	16/pages/min.

KMF3900

Print Method	Laser
Modem Speed	33 600 bps
Memory	16MB Standard, 48 MB Maximum
Paper Capacity	260 Standard, 750 Maximum
One Touch Numbers	64
Speed Dial Numbers	200
Additional Features	274 Locations Broadcasting, Network Scan, Internet Fax
Copy/Print Speed	16/pages/min.

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