



CANON SOLUTIONS AMERICA



City of Delray Beach

General Overview – Roger L. Kellmel, Sales Manager

General Overview

AGENDA

- * Canon Support Team
- * Canon Service Team
- * Integrated Solutions
- * State of Florida Contract
- * Demo on Canon Hardware
- * Demo on Canon Solutions
- * Questions?

Lee MacArthur
James Byrne
Brian Buchanan
Roger L. Kellmel
Roger L. Kellmel
Brian Buchanan



CANON SOLUTIONS AMERICA



City of Delray Beach

*City of Delray Beach Support Team -
Lee Macarthur, Senior Director*

City of Delray Beach Support Team

SALES SUPPORT TEAM

Lee MacArthur, Senior Sales Director

Roger L. Kellmel, Sales Manager

Jimmy Byrne, Account Executive

CANON

7 YEARS

3 YEARS

1 YEAR

COVERAGE

FLORIDA REGION

SOUTH FLORIDA

PALM BEACH COUNTY

SERVICE SUPPORT TEAM

James Byrne, Service Director

Rey Pena, Service Manager

6 YEARS

10 YEARS

FLORIDA REGION

PALM BEACH & BROWARD

SOLUTIONS SUPPORT TEAM

Brian Buchanan, Solutions Analyst

Nestor Insuasti, Solutions Analyst

Dragan Horvat, Solutions Implementation Specialist

7 YEARS

8 YEARS

6 YEARS

FLORIDA REGION

FLORIDA REGION

SOUTH FLORIDA

PRODUCTION PRINT SUPPORT TEAM

Jose Soto, Production Analyst

6 YEARS

SOUTH FLORIDA



CANON SOLUTIONS AMERICA



City of Delray Beach

Branch Service Manager- Jim Byrne

Field Service Manager- Rey Pena

Meet our South Florida Team

- 32 Technicians
 - IT background, Connectivity Trained
 - Factory Training
 - 7 Weeks of On Boarding Training
 - On-Line/Instructor Led Classes
- 3 Service Managers
- 2 System Engineers
- Regional/Zone/HQ

Who Are our Customers?

- Fedex- 5,400 machines
- Broward Sheriffs Office- 380 Machines
- University of Miami- 3,100 Machines
- Over 8,000 Customers in South Florida Alone

How To Place a Service Call

- Call Center By Phone
- E-Mail
- Website
- Helpdesk
- Technicians Receive Calls on their Smart Phone
- ETA within an Hour
- Response Time/Restore Time Metrics

Technician Tools

- Call Information
- Scan Barcode on Machine
- Service Call History
- Snapshot Review*
- Parts Stock for South Florida

Technician Tool Continued

- Snapshot
 - View Errors, Jams, Alarms
 - Firmware Versions
 - Parts Life
- Part Drops
 - FXO Stores in Territory
 - Distribution Centers
 - Avg \$10K in Trunks

Technician Tool Continued

- Engineering Support in NY and Boca Raton
- E-Support- Knowledge Base, Training, Videos, Quick Reference
- ETC

Benchmarking

- Monitoring Targets:
 - Response Time
 - Restore Time
 - Mean Copies Between Visits
 - Surveys
 - Firmware Versions
 - Etc.



CANON SOLUTIONS AMERICA



City of Delray Beach

*Integrated Solutions –
Brian Buchanan, Solutions Analyst*

Canon Solutions America





ThereforeTM

PEOPLE PROCESS INFORMATION



Therefore Document Management

Document and Information Management

Therefore Key Features

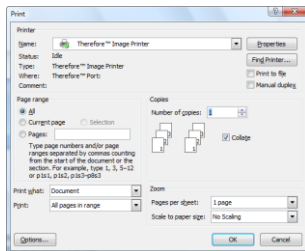
1. Windows Look and Feel
2. Integration with Microsoft Office
3. View Documents Without the App
4. Key Word Internet Searching Capability
5. Automation – Workflows and Approvals
6. Security and Compliance
 - Access and Version Control
 - Storage and Retention Policy
 - Audits and Reports



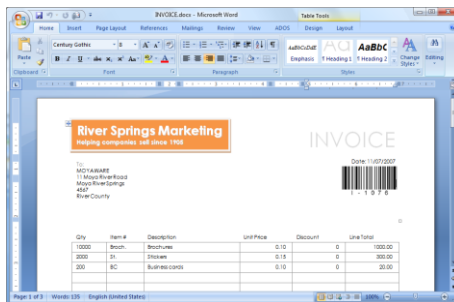
100

Various Ways To Capture Data

IRISXtract™



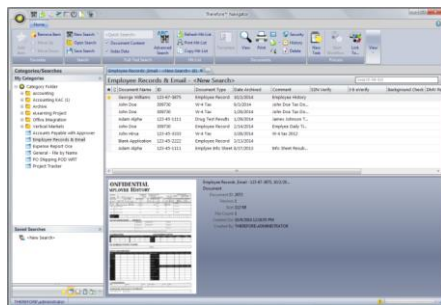
Therefore™ Printer Driver



Microsoft® Office Integration



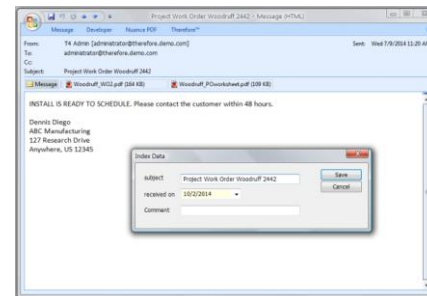
Canon Multifunction App



Drag & Drop to Navigator



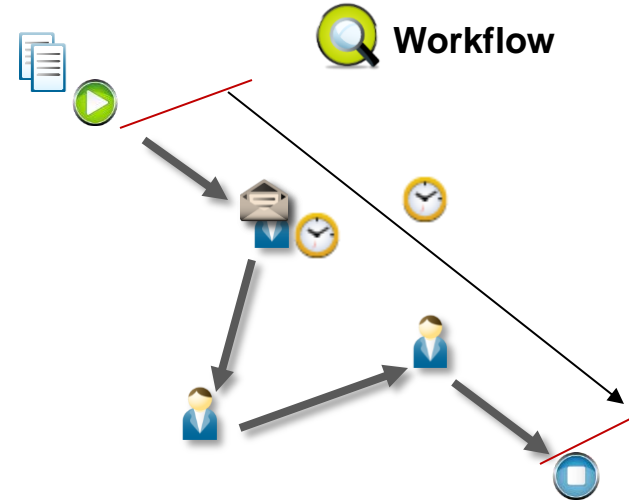
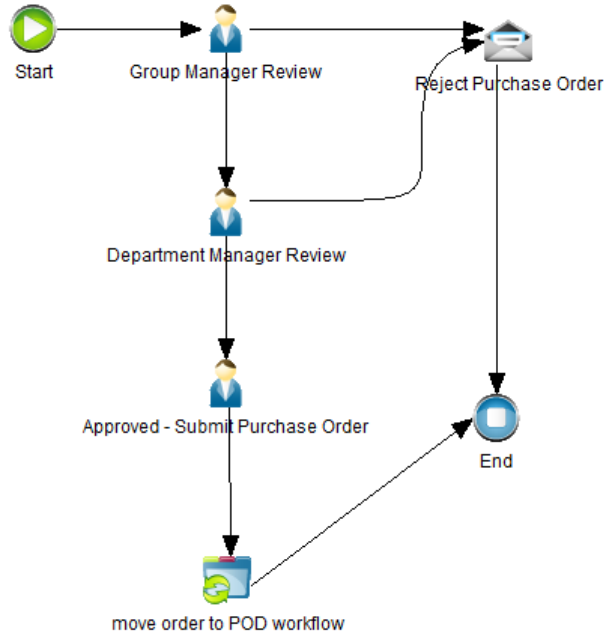
Scanner & MFD



Email – Outlook or Lotus Notes

The Process Improvement

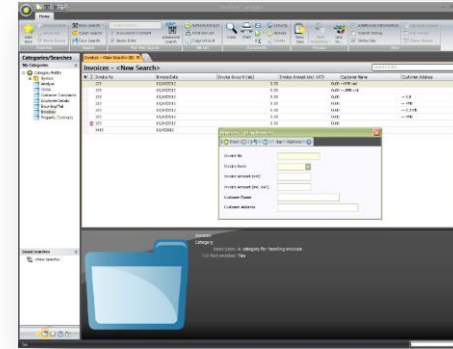
Design and optimize your business processes



- The process starts when a document is saved
- User is notified *Email notification*
- Overdue notifications can also be sent. *Email notification*
- The overall time for a process can be defined *Hours or Days*
- The process ends when all tasks have been completed.

System Access

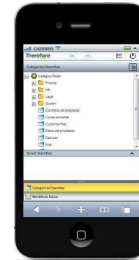
1. Therefore™ Navigator:
Desktop Client
Application



2. Therefore™ Web Access
Thin Client Mac



1. Therefore™ Mobile





IRIS^Xtract™

for Documents

Classification & Extraction

IRISXtract™

Unstructured Documents

“IDR” Intelligent Document Recognition & Classification

Master Data identifies the Vendor/Supplier

THE BAILEY COMPANY
201 Coates Drive • P.O. Box 20255 • Nashville, Tennessee 37228 • Phone: (615) 942-0311

INVOICE

DOCUMENT	INVOICE	CUSTOMER	DATE	PG
	Q87162	04000	3/14/14	1

SOLD TO: UNITED STATIONERS
ATTN: CHARLES ROSE
*****EMAIL ALL INVS TO CUST***
*****CRose@ussco>com*****

SHIP TO: UNITED STATIONERS
ATTN: CHARLES ROSE
*****EMAIL ALL INVS TO CUST***
*****CRose@ussco>com*****

615/287-0800

SHIP VIA: F.O.B.

LOCATION	MAKE	MODEL	SERIAL NUMBER	EQUIPMENT	HOURS/METER	SLSM	CUSTOMER P.O.	DATE SHIPPED
011	CM	SP304030	1A194764	SP-04	4,783	018	156675	3/14/14

ORDER	SHIP	BO	MFR	PART NUMBER	DESCRIPTION	UNIT PRICE	AMOUNT
				Telephone 615/287-0800 Taken By ROBIN FISHER	BR 11		

CODE 303.
CHECK WIRING AND CABLES .CHECK ALL CONNECTORS.
REPLACE BAD EMERGENCY DISCONNECT CONTACT TIPS.
RECHECK VOLTAGES CHANGE OUT DISPLAY WITH SP3
AND RE CHECK ONE PLUG ON HARNESS HAS ONE CLIP
BROKEN OFF. PUT CARD BOARD BETWEEN FRAME AND
DISPLAY TO HOLD A PLUG IN.

LABOR 57400
LABOR 8200
LABOR 49200

LAVERGNE TAX 3159
TENNESSEE SALES TAX 8036
TN TAX ON 1600.01-3200.00 00

Vendor number: 4000-1
Company Code: 04000
Name of vendor: The Bailey Company
State/Country: US
ZIP: 37228
City: Nashville
Invoice number: Q87162
Scan date: 04/18/2014
Invoice date: 03/14/2014
Document type: INO
Order number:
Delivery Ticket Number:
Value of goods: 1,259.95
Incidental costs 1: 574.00
Incidental costs 2: 82.00
Incidental costs 3: 492.00
Net amount 1: <empty>
Tax amount 1: 31.59
Tax amount 2: 80.36
Gross amount: 1,259.95
Currency: USD

Document is classified by Type (Business Process)

Data Extracted based on classification

Classification & Extraction

Classification (Fingerprint), Extraction(Data) and Business Process

The screenshot displays the Verify1 document viewer interface. The main window shows a document titled "Verify1 document type: Mortgage_Regular_Notes". The document content is a mortgage note, and the classification and extraction results are shown on the right side of the interface.

Classification Results:

- Index: 16
- Documentclass: Mortgage_Regular_Notes
- BusinessProcess: Mortgage
- CaseNumber: 271-960295-6-703
- LoanNumber: 080707008
- Date: 07/24/2008

Document Content:

MIN: 100249120000160957 Loan Number: 080707008

NOTE

PHS Case No. 271-960295-6-103

JULY 24, 2008 EDINA MINNESOTA

(Date) (City) (State)

5591 HALIE RD, DULUTH, MINNESOTA 55810

(Property Address)

1. PARTIES

"Borrower" means each person signing at the end of this Note, and the person's successors and assigns. "Lender" means MARKETPLACE HOME MORTGAGE, LLC, A MINNESOTA LIMITED LIABILITY COMPANY and its successors and assigns.

2. BORROWER'S PROMISE TO PAY; INTEREST

Borrower promises to pay the principal sum of TWO HUNDRED ONE THOUSAND NINETY-FOUR AND 00/100 Dollars (U.S. \$ 201,094.00), plus interest, to the order of Lender. Interest will be charged on unpaid principal, from the date of disbursement of the loan proceeds by Lender, at the rate of SIX AND 500/1000 percent (6.500 %) per year until the full amount of principal has been paid.

3. PROMISE TO PAY SECURED

Borrower's promise to pay is secured by a mortgage, deed of trust or similar security instrument that is dated the same date as this Note and called the "Security Instrument." The Security Instrument protects the Lender from losses which might result if Borrower defaults under this Note.

4. MANNER OF PAYMENT

(A) **Time**

Borrower shall make a payment of principal and interest to Lender on the 1st day of each month beginning on SEPTEMBER 1, 2008 . Any principal and interest remaining on the 1st day of AUGUST, 2038 , will be due on that date, which is called the "Maturity Date."

(B) **Place**

Payment shall be made at 3600 MINNESOTA DR., SUITE 150, EDINA, MINNESOTA 55435 , or at such other place as Lender may designate in writing by notice to Borrower.

(C) **Amount**

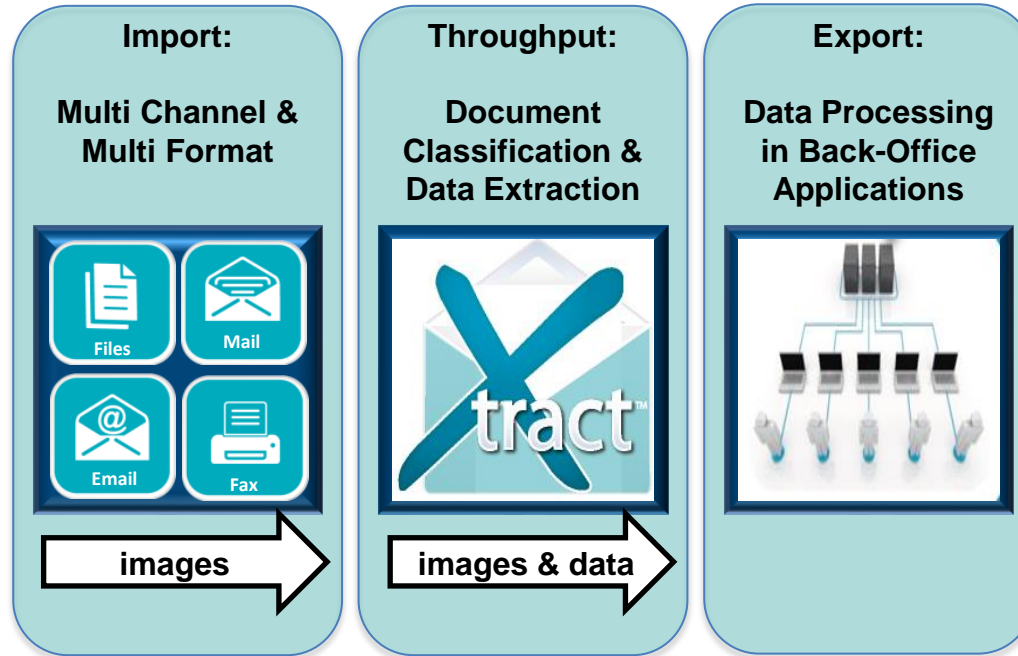
Each monthly payment of principal and interest will be in the amount of U.S. \$ 1,271.05 . This amount will be part of a larger monthly payment required by the Security Instrument, that shall be applied to principal, interest and other items in the order described in the Security Instrument.

(D) **Change to this Note for Payment Adjustments**

If an addendum providing for payment adjustments is executed by Borrower together with this Note, the covenants of the addendum shall be incorporated into and shall amend and supplement the covenants of this Note as if the addendum were a part of this Note.

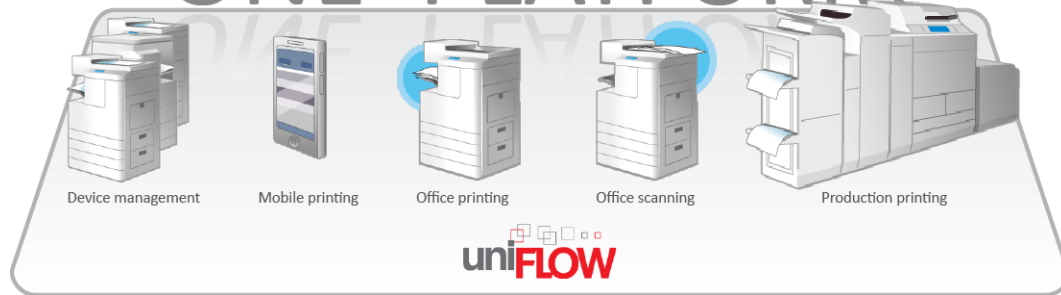
MULTISTATE - PHA FIXED RATE NOTE
USPHA.NTE 05/01/08 Page 1 of 3 DocMagic ©2008 800-648-1302 www.docmagic.com

Content to Process Technologies





ONE PLATFORM





End user expectations

- Users of a modern print system should be able to:
 - Print to their closest printer unless the job contains confidential information or is too big for the normal printer
 - Print regardless of which computer or operating system they are using or while they are away from their desk or office
 - Be able to print while away from their desk or the office
 - Be able to print secure jobs on any printer, regardless of make or manufacturer of the device
 - Work with paper documents as easily as electronic ones



Identification Methods



- Proximity/RFID card



- Smart Card



- Magnetic Swipe Card

1234

- PIN Number

jsmith

- Username and Password

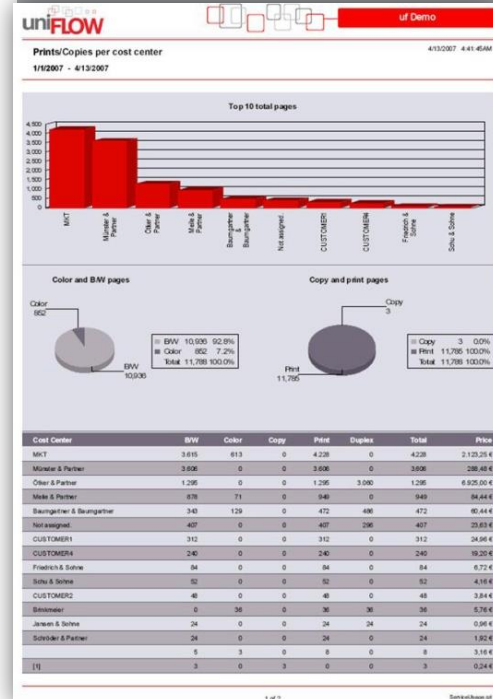


Graphical reports

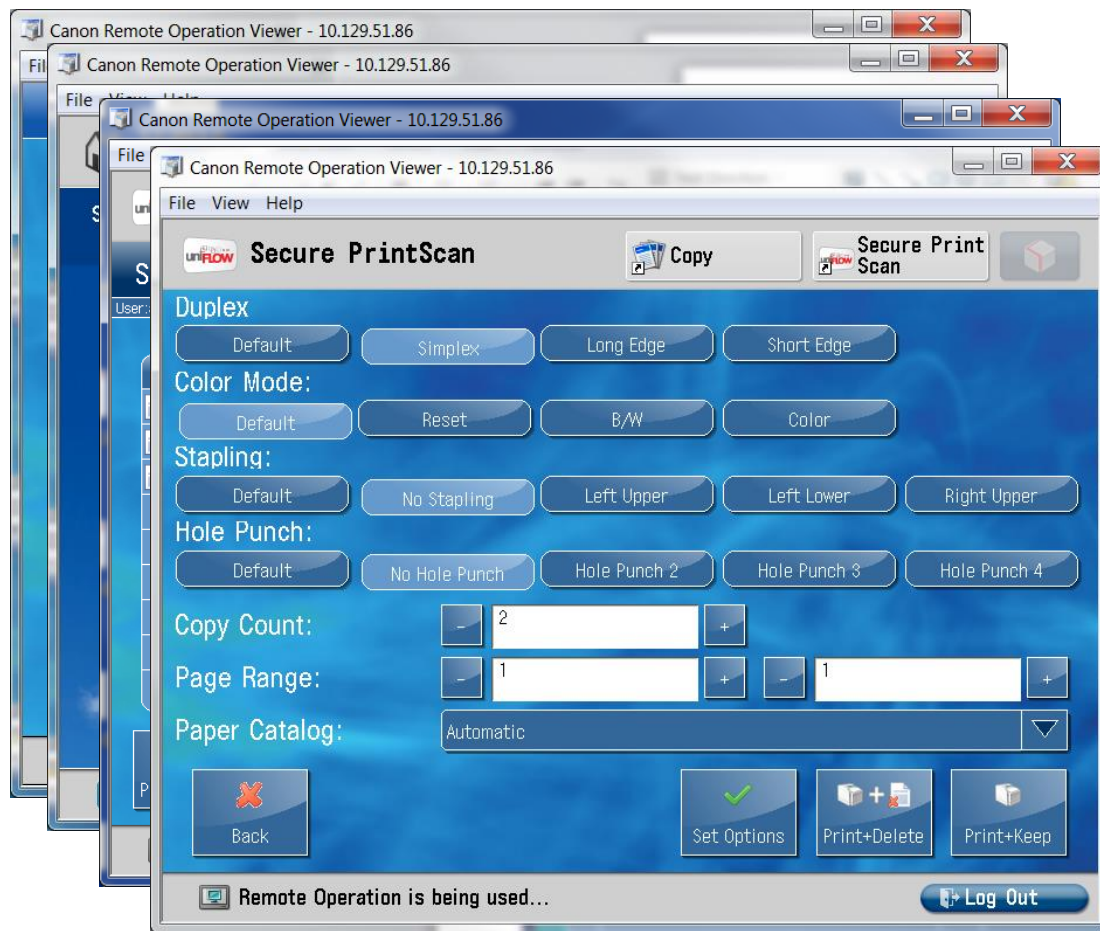
- Reports can be scheduled to automatically run at regular intervals and can be emailed to the responsible people or departments
- The uniFLOW reporting engine is built using Crystal Reports allowing the Finance or IT departments to quickly and easily create their own custom reports as needed

Graphical Reports

- All device usage can be shown in a series of built-in graphical reports
- Detailed or summary reports are available for usage by:
 - User
 - Device
 - Group
 - Cost Center

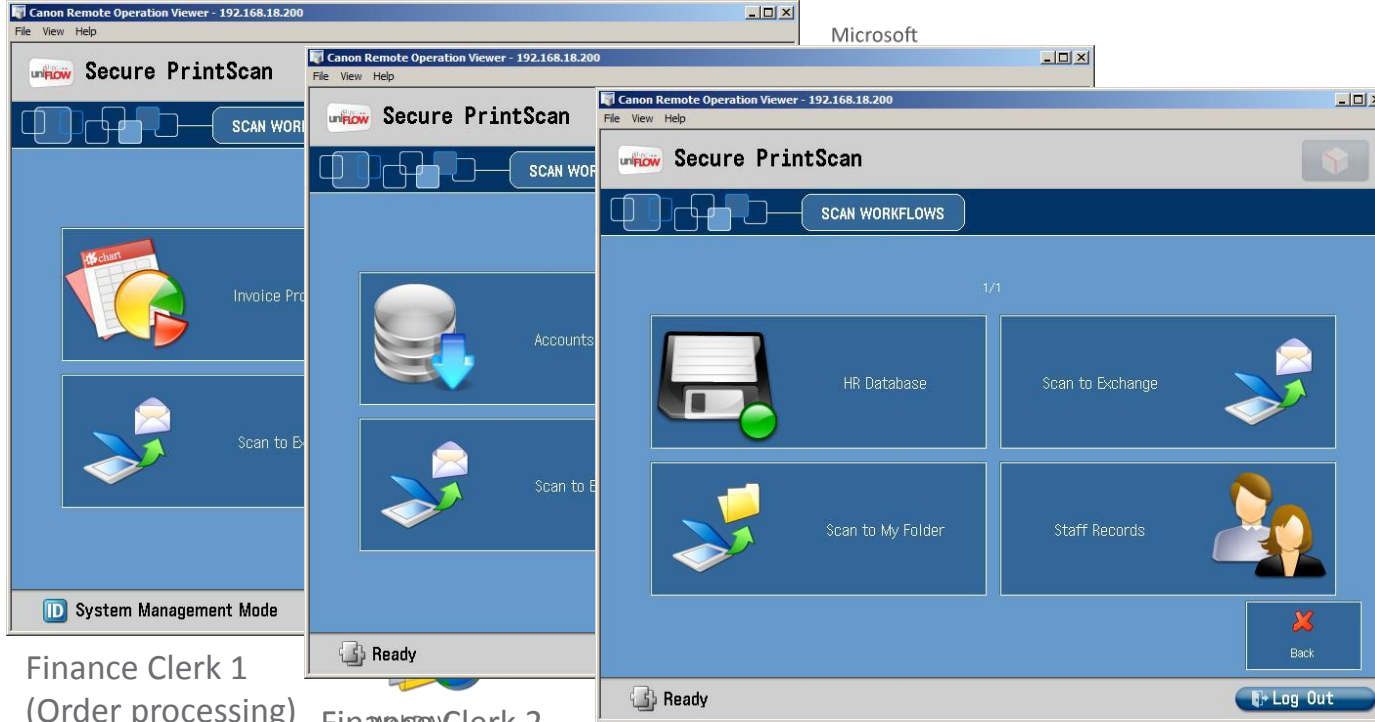


uniFLOW Secure Print



And the job
is available
on any
device.





Finance Clerk 1
(Order processing)

Finance Clerk 2
(Accounts payable)

HR Professional



CANON SOLUTIONS AMERICA



City of Delray Beach

*State of Florida Contract –
Roger L. Kellmel, Sales Manager*

Canon State of Florida Contract - #600-000-11-1

Canon

State of Florida Contract #600-000-11-1

**MULTIFUNCTION PRODUCTS, PRINTERS, FACSIMILE EQUIPMENT, SCANNERS, RELATED
SOFTWARE, SUPPLIES, AND SERVICES**

For Questions, Contact:

Mary Harris

Account Executive
Image Systems Group (ISG)
Field Sales Division

Phone # **704-562-7545**

Email mharris@cusa.canon.com

Effective August 2015

Canon USA Website

Canon State of Florida Contract - #600-000-11-1

COMPETITIVE ADVANTAGE HIGHLIGHTS over NATIONAL IPA

- FAVORABLE TERMS & CONDITIONS
- LOWER COST PER PAGE MAINTENANCE
- LOWER MONTHLY LEASE PRICING

** State of Florida Contract only offers 24, 36 & 48 Month Options*

A close-up photograph of a corkboard with a textured, brown surface. A single yellow sticky note is pinned to the board, tilted at an angle. The note has the words "Thank You!" written in black cursive ink.

Thank
You!

Questions?