



KONICA MINOLTA



ACCESS. POWER. TRUST.

THE VALUE OF THE GPO PARTNERSHIP

OMNIA Partners is a group purchasing organization (GPO) that brings together industry-leading buying power and world-class vendors to offer an extensive portfolio of sourcing solutions and partnerships.

With Konica Minolta and OMNIA Partners together, we go beyond what procurement previously knew to be possible. What does that mean for you?

- Through economies of scale, members and suppliers execute more contracts, in more verticals, with transparent, value-driven pricing.
- Members and suppliers benefit from the power and associations they have across a multitude of industries (e.g., IT Services, Managed Print, Technology, etc.)
- Members get premier access to products, services and customers.
- Members and suppliers get the unparalleled value and unmatched resources they can trust to reach their full potential.

The bottom line...Members get the products and services that they need from Konica Minolta at the prices only membership rewards. With pre-negotiated agreements as well as individual technology & workflow assessments, members are allowed to bypass traditional, time-consuming proposal and sourcing processes, creating a fully streamlined and cost-effective procurement experience.

OMNIA
P A R T N E R S

Why Konica Minolta has joined the OMNIA Partners' Team.

OMNIA Partner's immense buying power translates into strategic importance for Konica Minolta and All Covered to accelerate market share expansion. Together, we provide long-term solutions and industry expertise so that members can capitalize on Konica Minolta initiatives that are truly strategic to their businesses.

MEMBERS BENEFIT WITH KONICA MINOLTA: CUSTOMERS OF CHOICE

- Procure an advocate with direct access to Konica Minolta
- Gain a partner with unparalleled industry insights.
- Gain product and service solutions from the OMNIA Partners portfolio of contracts
- Free Membership
- Access to all new groups that join OMNIA Partners
- Implementation and project management support in the CLM
- More time & efficiency to focus on initiatives that is strategic to individual businesses.
- Access to cost savings with built-in analytical MFP tools through contract vs. time-wasting RFPs
- Broad portfolio of products & services including: software solutions, Managed Print Services and Managed IT.

KONICA MINOLTA SALES ADVANTAGES WITH OMNIA PARTNER MEMBERS

Leverage - the global membership advantage

Opportunity - historic placements or ~ 51,000 units representing \$300+ million in revenue.

Exclusivity - sole partner for MFPs & MPS

Established - pre-negotiated Terms and Conditions, Service Level Agreements (SLAs) and Pricing.

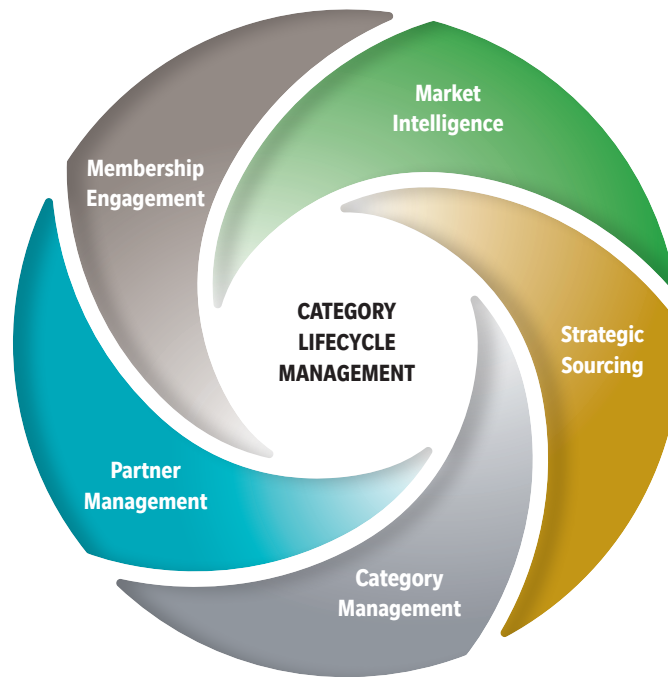
Versatility - can provide an overall solution with hardware, software, services & support.

Access - to some of the largest US corporations

Advocacy - an external sales force committed to promoting us to all members

Transparency - information from members that would not be typically shared with a supplier





HOW TO TAKE ADVANTAGE OF THE PROGRAM

Whether the OMNIA Partners member account is centralized or decentralized, Konica Minolta sales representatives can engage with members in their respective markets and enable all members to take advantage of what Konica Minolta has to offer.

For more information, please contact:
Konica Minolta's Director of Business Development for OMNIA Partners
OMNIAPartners@kmbs.konicaminolta.us

About OMNIA Partners.

OMNIA Partners takes the unique Category Lifecycle Management (CLM) approach – which is composed of five critical areas – to help members achieve more spend influence and empower procurement departments to make a bigger impact on the bottom line in less time.

To mitigate the challenge of gaining buy-in from functional stakeholders, OMNIA Partners employs experts in IT, HR, facilities management and other functional areas. This expertise opens the door for procurement teams to create new relationships and achieve spend under management in areas that typically does not belong to procurement.

OMNIA Partners is the market leader in providing managed supplier and contract solutions to its more than 485+ member companies in its Enterprise program. OMNIA Partner's Enterprise program's mission is to advance the collective spend management efforts of its member companies across multiple categories. They achieve this by combining access to market-leading leveraged agreements with the application of category lifecycle management (CLM) expertise. Members consist of organizations within and beyond the Fortune 1000 companies, spanning the country and every industry sector and represent over \$300 billion in aggregated spend.

History of OMNIA Partners.





INNOVATION THAT PUTS OUR PLANET FIRST

Protecting the planet has always been a top priority at Konica Minolta.

Our broad array of environmental initiatives will help you realize your own sustainability goals:

CLEAN PLANET

Our program provides cost-free recycling for all our consumables, including toner cartridge and bottles, imaging units, developer and drums with prepaid shipping labels and cost-free packaging. We can even arrange pick-up from high-volume users.

SUSTAINABILITY

Our exclusive Simitri HD toner formulation uses plant-based biomass material to reduce environmental impact. The latest bizhub models are EPEAT-Gold Certified and achieve among the lower power consumption rate of MFPs in their class. Energy saving modes reduce power consumption while maintaining fast first-copy output – and a unique Eco-indicator helps you monitor paper, toner and energy usage.

ECOVISION 2050

We're committed to a mid-century goal of reducing CO2 emissions by 88% over 2005 levels, minimizing greenhouse gases that may contribute to global warming. We pursue that goal every day – minimizing energy consumption, cutting pollution and using recycled materials in construction.

PARTNERSHIP

Konica Minolta can help give shape to your ideas and partner with you to achieve your corporate objectives. Contact us to realize opportunities in:

INFORMATION MANAGEMENT

Enterprise Content Management (ECM)
Document Management
Automated Workflow Solutions
Business Process Automation
Security and Compliance
Mobility
eDiscovery Services

IT SERVICES

Application Services
Cloud Services
IT Security
Managed IT Services
IT Consulting & Projects
Business Consulting Services

TECHNOLOGY

Office Multifunction Business Solutions
Commercial and Production Printers
3D Printers
Wide Format Printers
Laptops, Desktops and Computer Hardware
Servers and Networking Equipment
Managed Print Services (MPS)
Managed Enterprise Services

For more information, please contact OMNIAPartners@kmbs.konicaminolta.us

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PARTNERS



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